

THE AUTO AUCTION GUIDE

YOUR SCOTTSDALE ROAD MAP



LADIES AND GENTS, START YOUR ENGINES!

Cars from around the world are cruising into town for the Scottsdale Auto Auctions, all of which take place January 14 - 22, 2017. This auto extravaganza is a nine-day series of individual events, each one designed to rev up collector novices and aficionados alike. Just remember to plan a little extra time to play

a round of golf or lounge at one of our luxurious resorts. Heck, with our warm winter weather, you could even sit poolside or enjoy a leisurely al fresco meal. And when you're ready to hit the road for Scottsdale, take this guide along with you. It's the perfect passenger.

BARRETT-JACKSON COLLECTOR CAR AUCTION



Dates January 14 - 22, 2017

Tickets \$10-\$190

Location WestWorld of Scottsdale
16601 N. Pima Road, Scottsdale, AZ
85260

Contact Barrett-Jackson.com |
480.421.6694

HISTORY & OVERVIEW

Like most genius ideas, Barrett-Jackson Collector Car Auction was created out of necessity. In the 1960s, Tom Barrett was looking to sell his 1933 Cadillac V16 Town Car and Russ Jackson was looking to buy it. Ironically, the two never struck a deal but the failed transaction did lay the groundwork for what is today known as "The World's Greatest Collector Car Auction."

Approximately 250,000 collectors and enthusiasts flock to Scottsdale each year to see more than 1,000 of the most unique automobiles on the auction block. You can still enjoy the action even if you don't plan on making a big purchase. Barrett-Jackson draws just as much attention with its lifestyle experience, which features fine art, fashion and gourmet cuisine.

SCHEDULE

OPENING NIGHT GALA
January 15, 7 p.m. - 11 p.m.

PREVIEW
January 14 - 15, 8 a.m.

VEHICLE & MEMORABILIA AUCTION
January 16 - 22, 2017. Starts at 8 a.m. daily

2016 HIGHLIGHTS

- A total of 1,469 vehicles sold during the 2016 auction resulting in more than \$102 million in gross sales.
- More than 1,400 automobilia pieces sold for nearly \$3 million.
- Approximately 350,000 people attended the 45th Anniversary event.



Photos courtesy of Barrett-Jackson Collector Car Auction

RUSSO AND STEELE COLLECTOR AUTOMOBILE



RUSSO AND STEELE COLLECTOR AUTOMOBILE AUCTIONS

Dates January 18 - 22, 2017

Tickets \$20 - \$30 (parking and auction preview)

Location Salt River Fields at Talking Stick, 7555 N. Pima Road, Scottsdale, AZ 85258

Contact RussoandSteele.com | 602.252.2697

HISTORY & OVERVIEW

As one of the nation's premier collector car auction houses, Russo and Steele specializes in European sports cars, American muscle cars, and hot rods and customs. In its 17th year, Russo and Steele continues to innovate, set new records and attract people worldwide. Created by enthusiasts for enthusiasts, Russo and Steele specializes in European sports cars, American muscle cars, and hot rods and customs. The event's auction-in-the-round format puts buyers right on the floor alongside the cars, and only bidders are allowed to watch the auction live, making for a more up-close and personal experience.

Russo and Steele's intimate and high-energy atmosphere is something the event's founders, husband-and-wife duo Drew and Josephine Alcazar, worked hard to create. Not ones to follow the conventional car auction system, the couple bucked tradition when they named the

event – Russo for the European sports car Russo Rubino and Steele to represent the “Detroit Iron” of American muscle cars.

SCHEDULE

PREVIEW

January 18 - 22

AUCTION

January 19 - 22, car auction will begin promptly at 12 p.m.



Photos courtesy of Russo and Steele Collector Car Auction

2016 HIGHLIGHTS

- The auction set a world record when it sold the 1957 Mercedes Benz 300 SL Roadster for \$1,430,000.
- Some of the highest bids included a 1969 Chevrolet Camaro ZL1 Coupe for \$335,500, a 1974 Porsche 911 Carrera Coupe for \$302,500 and a 1970 Ford Mustang Boss 429 Fastback for \$330,000.
- The 1937 Cord 812 Cabriolet was offered for auction sales without reserve and sold to the highest bidder for \$151,250.

GOODING & COMPANY COLLECTOR CAR AUCTION



GOODING & COMPANY

Dates January 20 - 21, 2017

Tickets \$40-\$100

Location Scottsdale Fashion Square
4700 E. Camelback Road, Scottsdale,
AZ 85251

Contact GoodingCo.com |
310.899.1960

HISTORY & OVERVIEW

Gooding & Company Collector Car Auction is for the serious collector – fine antiques, classic autos, and sports and racing cars are all in the lineup. The event's discerning auto specialists travel the world to create a top-of-category auction fleet that you won't find anywhere else. At a Gooding & Company auction, it's all about refined excellence.

It should come as no surprise then to know Gooding & Company has set world auction records in nearly every category and marque it has offered at an auction. In 2016, the most notable sale was the splendid coachbuilt 1950 Ferrari 166 MM/195 S Berlinetta Le Mans, setting a new world auction record at \$6,490,000

SCHEDULE

PREVIEW

January 18–21, gates open at 9 a.m.

AUCTION

January 20–21, starts at 11 a.m.



2016 HIGHLIGHTS

- Scottsdale's Auction totals more than \$43 million in sales.
- President and Auctioneer sold 97 of 113 lots for an 86% sales rate, an impressive average price of \$443,412 per car sold.
- Most spectacular lot of the weekend being the 1950 Ferrari 166 MM/195 S Berlinetta Le Mans - record setting price of \$6,490,000.



Photos courtesy of Gooding & Company Collector Car Auction

THE BONHAMS SCOTTSDALE AUCTION



Bonhams

Dates January 17–19, 2017

Tickets \$20 (admits one person into preview and auction days); \$100 (admits two people into preview and auction days)

Location Westin Kierland Resort & Spa
6902 E. Greenway Parkway, Scottsdale, AZ 85254

Contact Bonhams.com | 415-391-4000

HISTORY & OVERVIEW

The event is recognized worldwide as a true international auction house, and the 2015 collection is said to have been one of Bonham's best. The 2016 Scottsdale Auction promises another great offering and distinct selection of the best sports and GT cars, coach-built wonders, grand touring cars, and American classics.

Bonham's is world-renowned for its exquisite breadth of selection, from veteran motor coaches, luxury tourers, barn-find automobiles and sports and racing cars. The Scottsdale 2016 auction saw throngs of people grace the green lawns and auction tent to view an impressive and diverse selection of hand-picked cars cross the auction block.

SCHEDULE

PREVIEW

January 17 - 18, 9 a.m. - 6 p.m.

AUCTION

January 19, 11 a.m.



Photos courtesy of Bonhams

2016 HIGHLIGHTS

- A respectable 84% sell-through rate resulted in over \$18 million in total sales.
- One of the most notable sales was the 2015 McLaren P1, selling for \$2,090,000.
- The 1962 Mercedes Benz 300 SL Roadster was another hot ticket item selling for \$1,485,000.

SILVER AUCTIONS



Dates January 19–22, 2017

Tickets \$20

Location We-Ko Pa Resort & Conference Center

10438 N. Fort McDowell Road, Fort McDowell, AZ 85264

Contact SilverAuctions.com | 800-255-4485

HISTORY & OVERVIEW

A more affordable collector car extravaganza, Silver Auctions offers buyers and sellers real cars and real deals. What started as a single auction with 120 autos has since grown into 12 to 14 auctions per year in 10 western states and Canada. Here, an experienced staff offers frank and honest feedback on a car's worth – oftentimes coming within a few hundred dollars of its selling price.

Silver Auctions rates the cars in its fleet on a scale from one to five. An auto that's rated as a "one" is in perfect condition, either showroom-new or in competitive judging would defeat all others in its class. Meanwhile, a car listed as a "five" is considered to be restorable condition meaning it runs and is mostly complete but rough throughout. You'll always know exactly what you're going to get with each purchase!

SCHEDULE

MEMORABILIA AUCTION

January 19, 12 p.m. - 1 p.m.

January 20, 10 a.m. - 11 a.m.

January 21, 9:30 a.m. - 10:30 a.m.

January 22, 9:30 a.m. - 10:30 a.m.

VEHICLE AUCTION

January 19, 1 p.m. - 9 p.m.

January 20, 11 a.m. - 9 p.m.

January 21, 10:30 a.m. - 9 p.m.

January 22, 10:30 a.m. - 9 p.m.

2016 HIGHLIGHTS

- One of the top sales during the 2016 Auction was the 1958 Mercedes 90 SL. The vehicle sold for \$135,000.
- Another notable sale was the 1963 Chevrolet Corvette which sold for \$77,000.



Photos courtesy of Silver Auctions

RM AUCTIONS



Dates January 27–29, 2017

Tickets No cost for the preview, which is open to the public

Location Arizona Biltmore Resort & Spa
2400 E. Missouri Avenue, Phoenix, AZ
85016

Contact RMAuctions.com /
800-211-4371

HISTORY & OVERVIEW

Rob Myers and partners started RM Auctions in 1991, laying the groundwork for one of the world's largest auction houses with investment-quality cars. His passion for collecting and restoring old autos grew from his childhood and is a family affair, inspired by his father's own affinity for the same trade.

To date, RM Auctions has sold hundreds of million-dollar automobiles with an average 95 percent sales rate. A major player in private and estate collection sales, RM Auctions markets and catalogues for diverse clients like Formula One Racing CEO Bernie Ecclestone and former Ford Motor Company Director Michael Dingman, among others. RM rolled into Arizona in 2000, selling nearly \$7 million worth of autos in just four hours! Sales have grown exponentially since the first auction was held in Arizona and numbers have soared in recent years. Total sales in 2012 were \$25.5 million, growing to \$36.4 million in 2013. Sales in excess of \$45 million in 2014 also set a significant benchmark.

SCHEDULE

PREVIEW

January 18: 10 a.m. - 8 p.m.

January 19: 10 a.m. - 5 p.m.

January 20: 10 a.m. - 5 p.m.

AUCTION

January 19: 5 p.m.- 9 p.m.

January 20: 5 p.m. - 9 p.m.

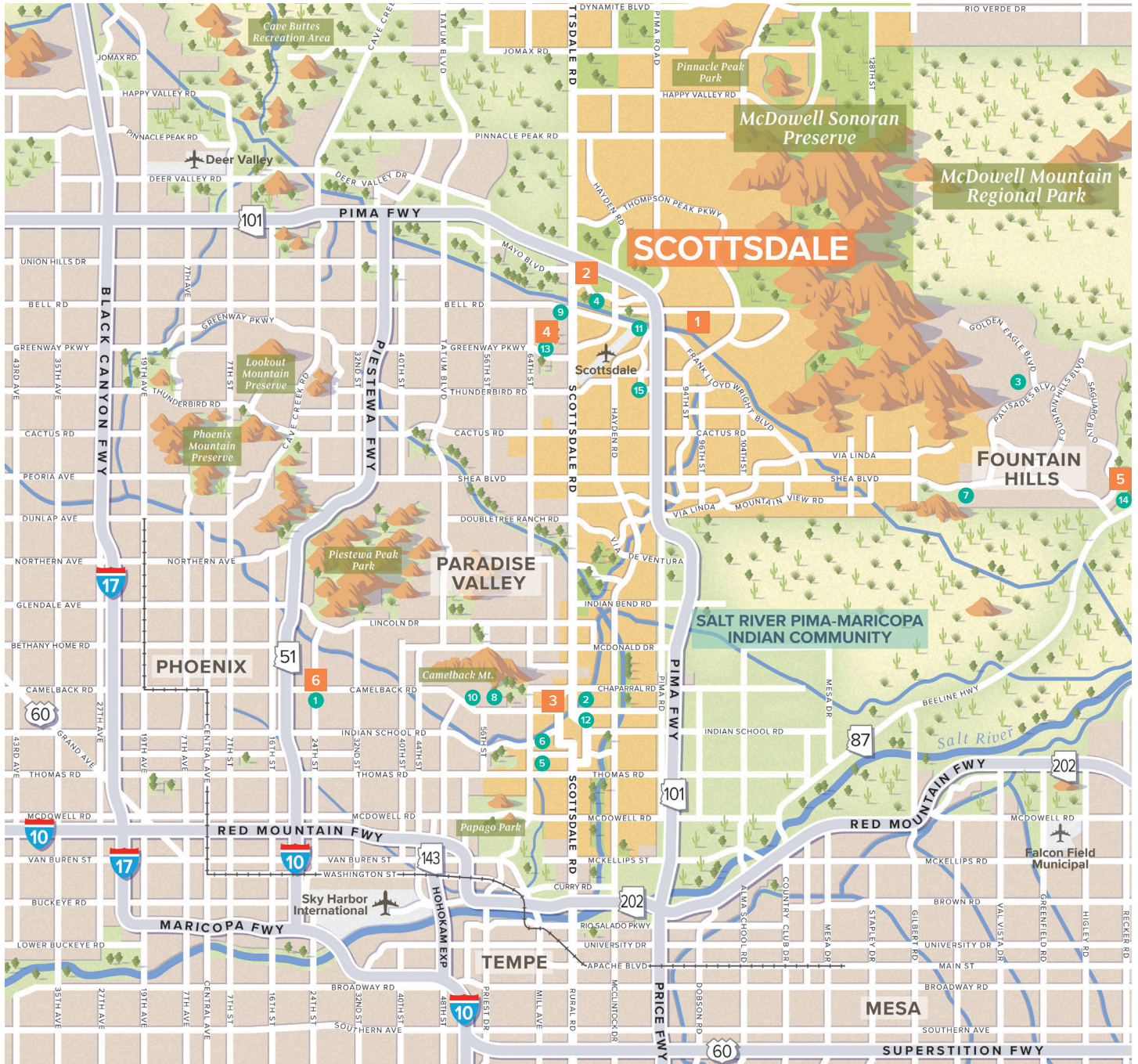


Photos courtesy of RM Auctions

2016 HIGHLIGHTS

- In a new record, 17 lots broke the million-dollar mark, with the event generating a total of \$62.8 million with 85% of the lots sold.
- The 2016 auction was highlighted by the 193 Mercedes Benz 540 K Special Roadster that sold for \$9.9 million.

AUTO AUCTION LOCATIONS



- | | | |
|--|---------------------------------------|---|
| 1 Barrett-Jackson Collector Car Auction | 1 Arizona Biltmore | 9 Residence Inn by Marriott Scottsdale North |
| 2 Russo and Steele Collector | 2 BEST WESTERN PLUS Sundial | 10 Royal Palms Resort and Spa |
| 3 Automobile Auction | 3 CopperWynd Resort and Club | 11 Scottsdale Marriott at McDowell Mountains |
| 4 Gooding & Company Collector Car Auction | 4 Fairmont Scottsdale Princess | 12 W Scottsdale Hotel & Residences |
| 5 The Bonhams Scottsdale Auction | 5 Hotel Valley Ho | 13 The Westin Kierland Resort & Spa |
| 6 RM Auctions | 6 Howard Johnson Scottsdale | 14 We-Ko-Pa Resort and Conference Center |
| | 7 Inn at Eagle Mountain | 15 Wingate by Wyndham Scottsdale |
| | 8 The Phoenician | |