

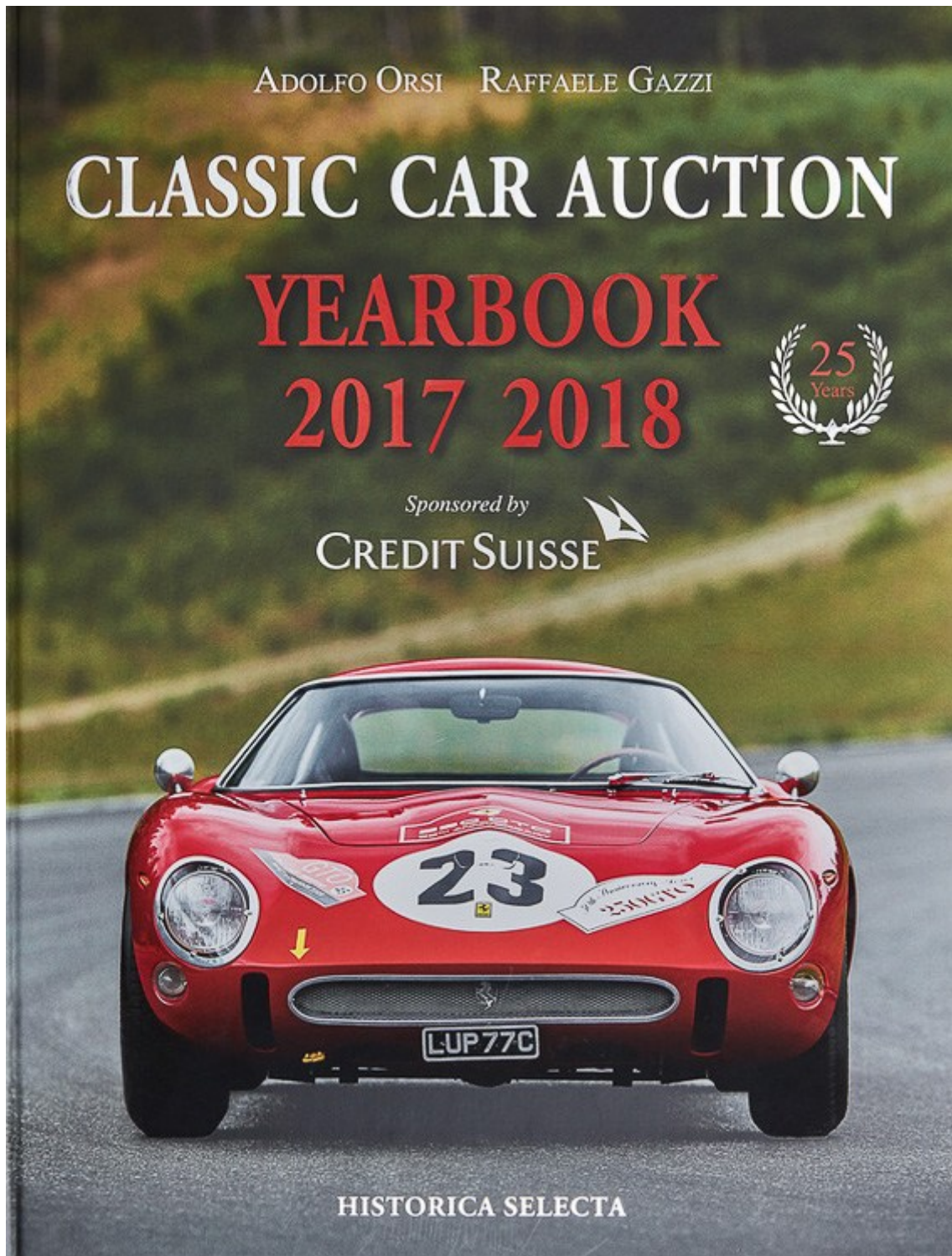


www.porscheroadandrace.com

Classic Car Auction Yearbook 2017-2018 Edition

Published: 21st December 2018 By: Glen Smale

Online version: <https://www.porscheroadandrace.com/classic-car-auction-yearbook-2017-2018-edition/>



How do you improve on a product that is already the 'go-to' publication in the industry? The answer lies in continuing the same level of quality research, listening to the players in the market (buyers, sellers and dealers), and all the while being innovative and committed to the task. At the risk of delivering a paper on corporate management, there is no substitute for hard work and getting out there. With this advice in mind, the Classic Car Auction Yearbook 2017-2018 Edition does just that by retaining a strong theme of familiarity, while analysing the market data even more creatively.

Authors' comment

Dear Readers, as those who have been following us for years already know, we are trying to keep the structure of the book unchanged, while at the same time improving it yearly with new charts and statistics to present a more detailed and comprehensive analysis of the market.

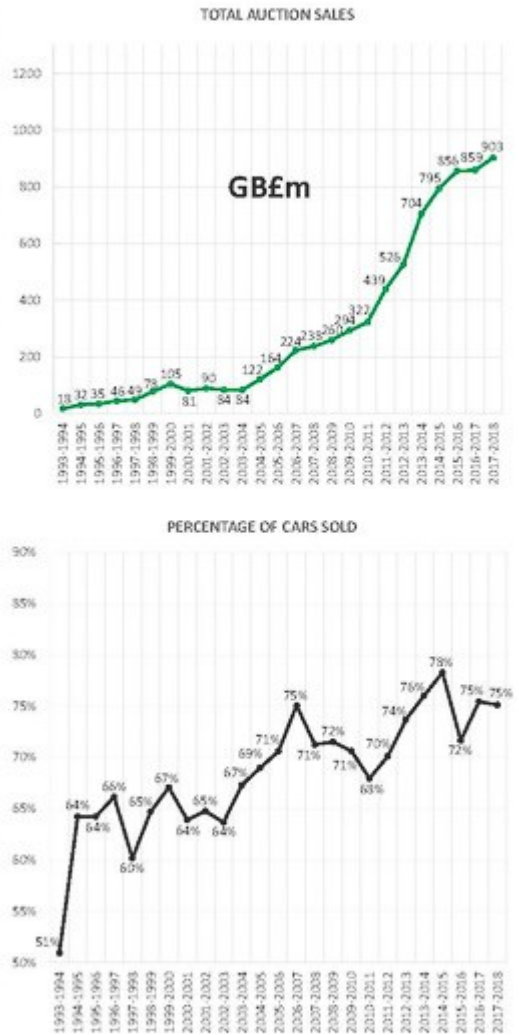
The 2017-2018 season⁽¹⁾, which ended in August with the usual "stellar" auctions of Monterey, presented positive and negative aspects.

We will first let the numbers talk, comparing them with those of the previous season and then we will try to interpret them.

The total sales turnover⁽²⁾ rose above the barrier of 1.2 Billion Dollars, already crossed in the record seasons 2014-2015 and 2015-2016, with an increase +11% in US\$ terms over the last season.

The turnover in Euros only increased by 3 percentage points, due to the strengthening of the Euro against the US\$ in the last 12 months.

For the same reasons, the GB£ chart shows an increase (+ 5%) compared to last season and, interestingly, shows that the turno-






(1) Please note, as we always recall for the benefit of new readers, that we only take into consideration the traditional format sales organized by the most important international auction houses. We do not register data of cars for which we do not have adequate information. Following our usual policy, we took into account the sales organized with a presentation of a catalogue identifying cars by chassis number, and organized by companies that have had a continuous and long-term presence within this field.

(2) We are afraid to note that many auction houses, in the last years, have lost the habit of signalling as "post auction sales" the sales of cars unsold during the auction that are nonetheless sold by private treaty in the minutes, hours or days following the sale. In the past such sales were reported as "PA", allowing a more correct and truthful information.

The classic car market is, in its most basic form, made up of thousands of individuals who want to buy, sell or deal in our favourite cars. You can be quite sure that the buyer of an early VW Beetle is just as passionate about their pride and joy (whether buying or selling) as the high-roller who is looking to spend a 7-figure sum on a rare piece of exotic automotive history. There is, though, a common thread that drives both of these buyers (or sellers) and that is to pay the right price for the right car, whether that is \$10,000 or \$1-million. Of course, we all look for a bargain, but at the end of the day, if you are serious about your favourite car you had better be a well-informed buyer (or seller) because you can be sure that the next guy will be.

The growth in the activity and value of the classic car auction market has skyrocketed in the last 10 to 15 years. In 2003/2004, the value of classic car auctions around the world totalled \$151-million compared with more than \$1.2-billion for the 2017/2018 period covered in this book. But it is drilling down into these numbers where the interesting trends and divergences become apparent. The industry uses the American \$ as its international currency, and while this represented an 11% increase over the previous year, it only gave a 3% rise in Euro terms, and 5% rise in British Sterling terms. This is all down to exchange rate fluctuations between the currencies.

Year	Model	(Bodystyle)	CHASSIS NO.	STEERING	ESTIMATE	£	\$	€	DATE	PLACE	LOT	AUC. H.
												
P607: 1957 Porsche 356A Speedster (Reutter)												
1957	356A Speedster		82932	L	300-350,000 USD	299,646	385,000	332,217	25-08-18	Monterey	F109	Mec
Red with black interior, restored; 1600 engine.												
1958	356A Speedster (Reutter)		83930	L	350-400,000 USD	286,414*	368,000*	317,547*	25-08-18	Monterey	240	RMS
Red with black interior, sold new to the USA, for over 50 years in the current ownership; restored some years ago; 1600 Super engine.												
1957	356A 1500 GS Carrera coupé		100707	L	450-550,000 GBP		NS		06-09-17	London	115	RMS
Silver with red interior, period correct Type 547/1 engine; 10,047 miles on the odometer, described as in excellent overall condition.												
1956	356A 1500 GS Carrera coupé (Reutter)		56118	L	700-900,000 USD		NS		18-01-18	Scottsdale	48	Bon
Silver with blue leatherette interior, restored in the 2000s; fitted with a correct type 547/1 engine no.90702; original gearbox (see Copy lots 131 69.13 2003, 166 and 132 26.9.15 MS).												
1957	356A 1500 GS Carrera coupé (Reutter)		100969	L	600-700,000 USD	385,939	506,000	411,682	09-03-18	Amelia Island	66	G&Co
Sold new to the USA; bought in 1970 by the previous long-term owner and in storage since 1973; for restoration; original disassembled engine.												
1955	356A 1500 GS Carrera coupé (Reutter)		55280	L	500-600,000 EUR		NS		12-05-18	Monaco	144	RMS
Metallic green; sold new to the USA; restored in Italy. Currently fitted with engine no.90651. With starroof.												
1956	356A 1500 GS Carrera Custom coupé		56083	L	450-600,000 USD	339,923	436,750	376,872	24-08-18	Carmel	106	Bon
Built with Reutter body in 1957 circa the car was purchased by Dean Jeffries who subsequently customized it. After some ownership changes in 1971 it was bought by the current owner. Restored to its original silver livery between 2009 and 2011. Currently fitted with 1600 engine no. 291046 coming from a 1959 Carrera (see lot 57 Gooding & Company 20.8.16 MS). F608												
1959	356A 1600 GS Carrera cabriolet		151584	L	800-1,200,000 EUR		NS		09-02-18	Paris	37	Art
Body with burgundy leather interior, restored at the factory in 1991 and then bought by Jean-Claude Milot for his collection; engine overhauled in 2012.												
1959	356A 1600 GS Carrera coupé (Reutter)		105578	L	650-750,000 USD	455,166	632,000	508,760	08-03-18	Amelia Island	146	Bon
Red with black leather interior; restored in the 1990s. F609												
1958	550A/1500RS		550A0145	L	4,500-5,500,000 USD	3,727,053	5,170,000	4,225,441	18-01-18	Scottsdale	44	Bon
Bought new by Carol Godin de Beaufort and raced as a Porsche Works team car at some 1958 events including the Le Mans 24 Hours (2nd in class and 36th overall); bought in 1959 by Siglison Calédonia Molson, Canada; and raced until 1962. Later it has had some owners in the USA and Europe and has been 10 time Miller Miglia Storica participant. Fitted with its original engine. The original gearbox, sitting in a crate, is included with the sale (see lot 42 Gooding & Company 20.8.16 MS). F610												
1958	550A/1500RS		550A0141	L	4,500-5,000,000 USD		NS		25-08-18	Monterey	S91	Mec
Raced in period in Europe and in the USA; since 1984 in the current ownership; subjected to a full restoration over a 30-year period; new body finished in polished aluminium; engine rebuilt and enlarged to 1,750cc.												
1957	550A/1500RS		550A0116	L	4,600-5,000,000 USD	3,813,670	4,900,000	4,228,210	25-08-18	Monterey	230	RMS
Silver; sold new to the USA and raced in period; restored in the early 1980s in the USA and restored again in the 1990s in Germany; original engine (no.90109) replaced by the present unit (no.90156) built by Carl Loch. Displayed at the 2014 Amelia Island Concours d'Elegance where it was awarded Best in Class. F611												
1959	718 RSK (Wendler)		718024	L	3,600-4,100,000 USD	2,910,842	3,740,000	3,227,246	25-08-18	Pebble Beach	128	G&Co
Bought new by American racing driver Ed Hugus; raced at the 1959 Le Mans 24 Hours; several SCCA events until 1961 and 1962 Pikes Peak hillclimb; restored in the late 1970s and raced at historic events; since 1994 in the current ownership; currently fitted with an unnumbered four-cam engine and transaxle no.718-043 coming from a R260; for many years on static display; it requires recommissioning prior to use. F611												
1962	356B coupé		120067	R	110-130,000 GBP	118,125	152,913	128,284	02-09-17	Salon Privé	212	SIC
Silver with blue leatherette interior; restoration recently completed; rebuilt 1600 S engine and gearbox.												
1962	356B coupé		120930	L	55-65,000 GBP		NS		06-12-17	London	221	Bon
Red with black leather interior; in good overall condition; 1962 1600S engine. Starroof.												
												
P609: 1959 Porsche 356A 1600 GS Carrera coupé (Reutter)												
												
P610: 1958 Porsche 550A/1500RS												



It comes as no surprise that Ferrari leads the market (28% by value) at the top end of the auction industry, and this is followed during the period under review by Porsche (11%), with Mercedes in third spot (7%). Cars exceeding \$10-million have increased from 4 cars to 6 cars in the year, but interestingly, the top 226 cars represented 5.65% of the total market and exceeded the remaining 4002 cars by value sold at auction in the year.

Two other trends of interest have emerged in recent times. The first trend, is the increase in the number of cars offered "without reserve price," and at 1611 cars this accounted for 18% of the market. The effect of this development is that it serves to attract more interest and more buyers to the auction, raising the sale prospects for that auction and thereby increasing the sell through rate. The key measure of the health of the industry is the percentage of sold lots, which at 75%, would indicate a very healthy market. The second trend that has emerged is the shift away from certain brands (Bentley, Jaguar, Rolls-Royce) and towards other more buoyant makes (Ferrari and Porsche). This reflects the change in tastes of the new generation of buyers.

Year	Model	(Body/colour)	CHASSIS NO.	STEERING	ESTIMATE	£	\$	€	DATE	PLACE	LOT	AUC. LL.
1986	911 Carrera 3.2 Targa	White with burgundy leather interior; in good overall condition.	140102	R.	30-35.000 GBP		NS		24-02-18	Silverstone	561	SIC
1986	911 Carrera 3.2 Targa	White with blue interior; in good overall condition.	141582	R.	45-50.000 GBP		NS		03-03-18	Ascot	295	His
1988	911 Carrera 3.2 Targa	White with orange stability decal; ex-Flypolite, the Netherland state police; fitted with a 1997 engine	140403	L.	110-130.000 USD	60.497*	84.000*	67.620*	08-03-18	Amelia Island	145	Bon
1989	911 Carrera 3.2 Targa	Turbo-look version finished in metallic blue with black leather interior; retained by its first owner until 2016; in very good original condition; 7,400 miles covered.	160742	L.	115-165.000 USD	121.800*	169.120*	136.142*	08-03-18	Amelia Island	189	Bon
1988	911 Carrera 3.2 Sport Targa	Black; in good overall condition; circa 115,000 miles covered.	140504	R.	23-34.000 GBP		NS		18-03-18	Goodwood	74	Bon
1989	911 Carrera 3.2 cabriolet	White with black interior; since 1990 in the current ownership; 83,300 kms on the odometer; last serviced in February 2018.	151212	L.	60-80.000 EUR	64.351	91.737	74.480	14-04-18	Lyon	319	Agu
1989	911 Carrera 3.2 coupé	Red with black leather interior; 28,656 miles covered; last serviced in March 2018.	402044	R.	69-82.000 GBP		NS		19-05-18	Brooklands	160	His
1986	911 Carrera 3.2 Sport Targa	Metallic blue with grey/beige leather interior; in good overall condition; two owners.	140275	R.	31-38.000 GBP	35.840	48.348	41.040	19-05-18	Brooklands	219	His
1989	911 Carrera 3.2 Targa	Preserved and regularly serviced.	140710	L.	45-55.000 EUR	41.619	56.402	47.320	23-05-18	Milan	61	Bol
1987	911 Carrera 3.2 coupé	Metallic marine blue with blue-beige leather interior; sold new to the USA; imported into Austria in 2010; 86,926 miles on the odometer.	122894	L.	38-52.000 EUR	40.325	53.581	46.000	23-06-18	Wien	553	Dor
1986	911 Carrera 3.2 Targa	See lot 293 Historical 3.3.18	141582	R.	30-35.000 GBP	38.080	50.391	42.980	07-07-18	Brooklands	229	His
1988	911 Carrera 3.2 Sport coupé	White; body recently restored.	103027	R.	38-45.000 GBP		NS		19-07-18	Buxton	98	HRH
1989	911 Carrera 3.2 Supersport convertible	See lot 241 Silverstone Auctions 21.10.17.	150741	R.	75-90.000 GBP	78.000	101.767	87.204	21-07-18	Silverstone	539	SIC
1988	911 Carrera 3.2 Supersport Targa	See lot 221 Silverstone Auctions 21.10.17.	140250	R.	90-100.000 GBP		NS		21-07-18	Silverstone	541	SIC
1989	911 Carrera 3.2 coupé	Example of the 25th Anniversary Edition finished in silver with light grey interior; less than 13,000 miles covered; regularly serviced.	120943	L.	110-140.000 USD	85.613*	110.000*	94.919*	24-08-18	Pebble Beach	3	G&Co
1989	911 Carrera 3.2 cabriolet	Example of the 25th Anniversary Edition finished in silver with light grey interior; less than 12,000 miles covered; meticulously maintained.	170800	L.	90-120.000 USD	96.315*	123.750*	106.784*	24-08-18	Pebble Beach	4	G&Co
1985	962 C	Sold new to the Fitzpatrick Team; raced for several years; 10th overall at the 1986 Le Mans 24 Hours. In single ownership from 1989 to 2017. Restored in 2014-2013 to the Le Mans 1986 livery. In ready to race condition.	962112	R.	1.300-1.600.000 EUR		NS		09-02-18	Paris	122	Art
1990	962C	Bought new by Robert Bishop, Indianapolis; and leased to Brun Motorsport for the 1990 and 1991 World Sports Prototypes Championships; acquired in 1997 by the present, second owner and driven at several historic events. Recently the body was repainted to the 1990 Le Mans Repsol blue, red and white livery and the engine was rebuilt.	962160	R.	1.500-2.000.000 USD	1.153.504	1.595.000	1.297.692	09-03-18	Amelia Island	38	G&Co
1989	962	Green, red and white Miller livery; winner of the 1989 Daytona 24 Hours; driven among others by Derek Bell, Bob Wallace and John Andretti; fitted during the season with the present honeycomb tub built by Jim Chapman; retired from racing at the end of the 1989 season (see Mecum lots 298/23.1.16 MG; 3124 20.8.16 MG; and P145 20.5.17 MG).	962108C2	R.	1.750-2.500.000 USD		NS		19-05-18	Indianapolis 0164.1		Mee
1989	962	See lot 2164.1 Mecum 19.5.18.	962108C2	R.	2.000-2.500.000 USD	1.712.260	2.200.000	1.898.380	25-08-18	Monterey	3126	Mee
1987	959	Comfort version finished in silver with grey leather interior; imported into the USA in 2001 by the current owner; fully federalized and road-legal in the state of California; 8,900 miles covered; recently serviced.	900020	L.	1.000-1.250.000 USD	836.244	1.160.000	948.068	18-01-18	Phoenix	155	RMS
1987	959	Red with burgundy and grey cloth interior; formerly in the Mazda collection in Japan; imported into the USA in 2000 circa; less than 7,400 kms on the odometer; since 2010 in the James G. Hansell collection (see lot 66 Gooding & Company 21.8.05 \$308,000).	900110	L.	800-1.200.000 USD	795.520*	1.100.000*	894.960*	09-03-18	Amelia Island	73	G&Co
1987	959	Comfort version finished in anthracite grey; sold new in Germany; imported into Italy in 1989; several mechanical works carried out between 2013 and 2016; 49,000 kms on the odometer.	900083	L.	75-95.000 EUR	73.7000	999.473	837.500	12-05-18	Monaco	164	RMS























P633: 1990 Porsche 962C



P634: 1987 Porsche 959

As expected, the book is packed full of fascinating statistics, trends, and comparisons just as in years gone by. In short, the Classic Car Auction Yearbook offers the collector car market an unparalleled, in-depth analysis of top international auction sales data, and follows how important cars, marques and models have performed from a variety of perspectives. Chapters in the 2017-2018 edition include the Market Analysis; Authors' comment with 21 colour graphs; graphs of the prices achieved by cars offered and sold in earlier time (by specific chassis in three currencies); the Top 226 cars of the 2017-2018 season; Top 100 for make & country statistics; statistics for make; average price achieved graphs; the 2017-2018 season "Top Ten" with case study; auction season results with 5628 cars (of 308 makes); 25 years of Top Five; 25 years of Top Five for Makes; and Top Twenty for both pre and post-war of the last 25 seasons.

If your favourite classic is not in the Top Five or the Top Ten sellers internationally, fear not, because this book covers all makes from A-Z, literally Abarth to Zedel! So, your favourite is bound to be listed somewhere in this section which stretches from page 69 to page 390, which makes up the bulk of the book. Photographs show examples of most makes and the details of each sale listed is in-depth. It is also important to remember that the listings include both road and race cars sold at auction during the year covered, from Formula Junior to Formula 1, Group C and much more. If most of the cars are beyond your current financial reach, reading and studying the facts and figures contained within the pages of the book can become a hobby in itself.

Maserati	Mercedes-Benz	Porsche	Shelby American
 <p>1 - 1955 300 S Bonhams, Goodwood (UK) 12.7.2013 - Lot 340 US\$ 6.090.585</p>	 <p>1 - 1954 W196R Bonhams, Goodwood (GB) 12.7.2013 - Lot 320 US\$ 29.598.265</p>	 <p>1 - 1970 917K Gooding & Company, Pebble Beach (USA) 18.8.2017 - Lot 44 US\$ 14.080.000</p>	 <p>1 - 1962 Cobra 260 RM Sotheby's, Monterey (USA) 19.8.2016 - Lot 117 US\$ 13.750.000</p>
 <p>2 - 1955 A6G/54 spider Gooding & Co., Pebble Beach (USA) 24.8.2018 - Lot 135 US\$ 5.170.000</p>	 <p>2 - 1936 540 K Spezial Roadster Gooding & Company, Pebble Beach (USA) 19.8.2012 - Lot 123 US\$ 11.770.000</p>	 <p>2 - 1982 956 Gooding & Company, Pebble Beach (USA) 15.8.2015 - Lot 50 US\$ 10.120.000</p>	 <p>2 - 1965 Cobra Daytona Coupe Merum, Monterey (USA) 15.8.2009 - Lot 2104 US\$ 7.685.000</p>
 <p>3 - 1956 250 F Gooding & Company, Pebble Beach (USA) 17.8.2014 - Lot 115 US\$ 4.620.000</p>	 <p>3 - 1937 540 K Spezial Roadster RM Sotheby's, Phoenix (USA) 29.1.2016 - Lot 242 US\$ 9.900.000</p>	 <p>3 - 1956 550 Spyder Bonhams, Goodwood (UK) 10.9.2016 - Lot 140 US\$ 6.120.829</p>	 <p>3 - 1966 Cobra 427 "Supermake" Barrett & Jackson, Scottsdale (USA) 19.1.2007 - Lot 1301 US\$ 5.500.000</p>
 <p>4 - A6G/54 berlina RM Sotheby's, Monterey (USA) 25.8.2018 - Lot 234 US\$ 4.515.000</p>	 <p>4 - 1937 540 K Spezial Roadster RM Auctions, Monterey (USA) 20.8.2011 - Lot 342 US\$ 9.680.000</p>	 <p>4 - 1968 911 GT1 Evolution Gooding & Company, Amelia Island (USA) 10.3.2017 - Lot 42 US\$ 5.665.000</p>	 <p>4 - 1966 Cobra 427 "Supermake" Barrett & Jackson, Scottsdale (USA) 17.1.2015 - Lot 2909 US\$ 5.115.000</p>
 <p>5 - 1955 A5G/54 spider RM Sotheby's, New York (USA) 21.11.2013 - Lot 134 US\$ 4.455.000</p>	 <p>5 - 1928 S Torpedo Roadster RM Auctions, Monterey (USA) 17.8.2013 - Lot 216 US\$ 8.250.000</p>	 <p>5 - 1972 917/10 spider Can-Am Merum, Monterey (USA) 16.8.2012 - Lot 8123 US\$ 5.500.000</p>	 <p>5 - 1964 Cobra Daytona Coupe RM Auctions, Monterey (USA) 18.8.2000 - Lot 454 US\$ 4.400.000</p>

The book is literally brimming with valuable info that could provide you, the reader or the classic car enthusiast, with just about every bit of detail about the car of your choice that you could want. While it is, of course, the high value cars that attract the attention of the media and the market, it is the lower-priced cars that fall within the grasp of a much larger audience. Here, the author's own advice is perhaps the soundest approach to your classic car purchase, "The classic car, I will never become tired of repeating it, must primarily give pleasure. Buy the car you like, which reminds you of happy moments, and do not let the investment mirage guide you. By doing so, you may not earn a financial return, but we guarantee you that you will enjoy it and that it will improve your quality of life."

If you are in the market to acquire a classic road car or an historic race car, you cannot make a sufficiently informed choice without having this book at your disposal. Besides which, it would make an excellent addition to your bookshelf, should you have occasion to prove yourself right in a discussion with friends. The entire book is in English which will appeal to a much wider audience.

The "Classic Car Auction 2017-2018 Yearbook" covers the most important auctions from 1st September 2017 to 31st August 2018: 5,628 cars of 308 different Makes, illustrated by 973 colour and b/w photos. Each car is listed with year, model, bodybuilder, chassis number, estimate, hammer price in £, US\$ and €, sale date and place, lot number and auction house, and a short description; furthermore it reports the results in US\$ achieved by the same car if offered at auction in the previous 24 years. Considered by many "The Bible in the Field" and supported for the tenth consecutive year by Credit Suisse, the Yearbook contains the market analysis by the representatives of the most important auction houses, graphs and statistics of the last 25 auction seasons, the most coveted Makes, countries and periods, total auction sales turnover, percentage of cars sold, average price achieved by some iconic models and, at the end, the Top Five of each season, Top Five for Makes, and overall pre-war and post-war Top Twenty from 1st August 1993

€ 70,00



www.classiccarauktionyearbook.com



Key information

Title	Classic Car Auction Yearbook 2017-2018 Edition
Authors	Adolfo Orsi & Raffaele Gazzi
Publisher	Historica Selecta srl
ISBN	978-88-96232-10-1
First published	October, 2018
Dimensions	313 x 240 mm tall
Pages	418 pages
Images	973 colour & B/W images
Price	€70.00
Where to buy	http://www.classiccarauktionyearbook.com/en/where-to-buy/

Written by: Glen Smale