

# K500: What *really* happened 2014-2020

FEBRUARY 2020





## Contents





# Introduction

Why create an index? When we launched K500 at London's Connaught Hotel just over five years ago, it wasn't, as some might have assumed, to 'pump up' the market. When you're in the thick of it, putting deals together on a daily basis, *you want buyers and sellers to believe reality, not fairy tales.* Your livelihood depends on it.

K500 has always been fully independent and based on hard numbers – verifiable auction sales – backed up by experienced, expert analysis. Having been an auctioneer for almost 20 years helps separate fact from BS, and spot trends before they develop. The classic car market is a very different place now from 2014, and both we and clients use K500 tools on a daily basis to value cars offered to us, advise buyers on what something should cost, and comment on the market and where it's heading.



It's also important to occasionally step back and see where the journey has taken you. This is our first K500 progress report and some of the results surprised us. Buyers are emerging from new countries, while new tech and legislation in others prompts some to question the future of the motor car, and geopolitical issues (Brexit being a major one) are influencing collecting decisions around the world. For 2020, we're expanding K500's features and frequency to keep subscribers aware of these changes.

Join us for the ride.

**Simon Kidston**

# What's the market doing?

We've analysed 2019's crop of significant like-for-like auctions and compared them with 2018's. *The overall picture is patchy*, with total sales value down some 20%, though sell-through by number has slipped by only around four percentage points to a *still-acceptable* 75%.

As can be seen elsewhere in this K500 special, the really big-ticket, \$20m+ cars went missing in 2019, one of the reasons why the gross has taken a hit. And once again it's a case of more cars selling under low estimate and fewer above high. The 'youthquake' of younger collectors buying models from the '80s and '90s was balanced by a surfeit of oldies at Rétromobile and Amelia Island: at 1967, the average year of cars offered was identical to 2018.

Finally, how did the Old World compare with the New? Both suffered an almost identical 20% drop in overall revenue but, as usual, the more pragmatic North American market saw deals done and cars dragged – sometimes kicking and screaming, way below estimate – across the line, with No Reserve saving the day.



Scottsdale/Amelia Island/Monterey combined 2019 (2018)

Gross:
<b>\$393,189,380 (\$498,283,049) -21%</b>
Number of cars not sold:
<b>240 (159) +51%</b>
Number of cars withdrawn:
<b>14 (12) +17%</b>
Total number of cars:
<b>1281 (1088) +18%</b>
Number sold:
<b>1041 (929) +12%</b>
Percentage cars sold by number:
<b>81% (85%) -5%</b>
Percentage of cars met or sold below low estimate:
<b>72% (66%) +9%</b>
Percentage of cars sold not met avge of estimates:
<b>85% (82%) +3%</b>
Percentage of cars sold met/exceeded top estimate:
<b>9% (10%) -11%</b>
Average value of cars sold:
<b>\$377,704 (\$536,365) -30%</b>
Average year of cars offered:
<b>1967 (1967)</b>
Percentage of cars offered at No Reserve:
<b>56% (55%) +1%</b>



Paris Rétromobile/Bonhams Aston/Bonhams Festival/Bonhams Revival/RM London/Bonhams Bond St combined 2019 (2018). Dollar value conversion on the day

Gross:
<b>\$134,076,138 (\$168,313,240) -20%</b>
Number of cars not sold:
<b>267 (229) +17%</b>
Number of cars withdrawn:
<b>7 (12) -42%</b>
Total number of cars:
<b>711 (753) -6%</b>
Number sold:
<b>444 (524) -15%</b>
Percentage cars sold by number:
<b>62% (70%) -10%</b>
Percentage of cars met or sold below low estimate:
<b>58% (56%) +4%</b>
Percentage of cars sold not met avge of estimates:
<b>80% (73%) +9%</b>
Percentage of cars sold met/exceeded top estimate:
<b>12% (17%) -30%</b>
Average value of cars sold:
<b>\$301,973 (\$321,208) -6%</b>
Average year of cars offered:
<b>1969 (1966)</b>
Percentage of cars offered at No Reserve:
<b>23% (29%) -22%</b>

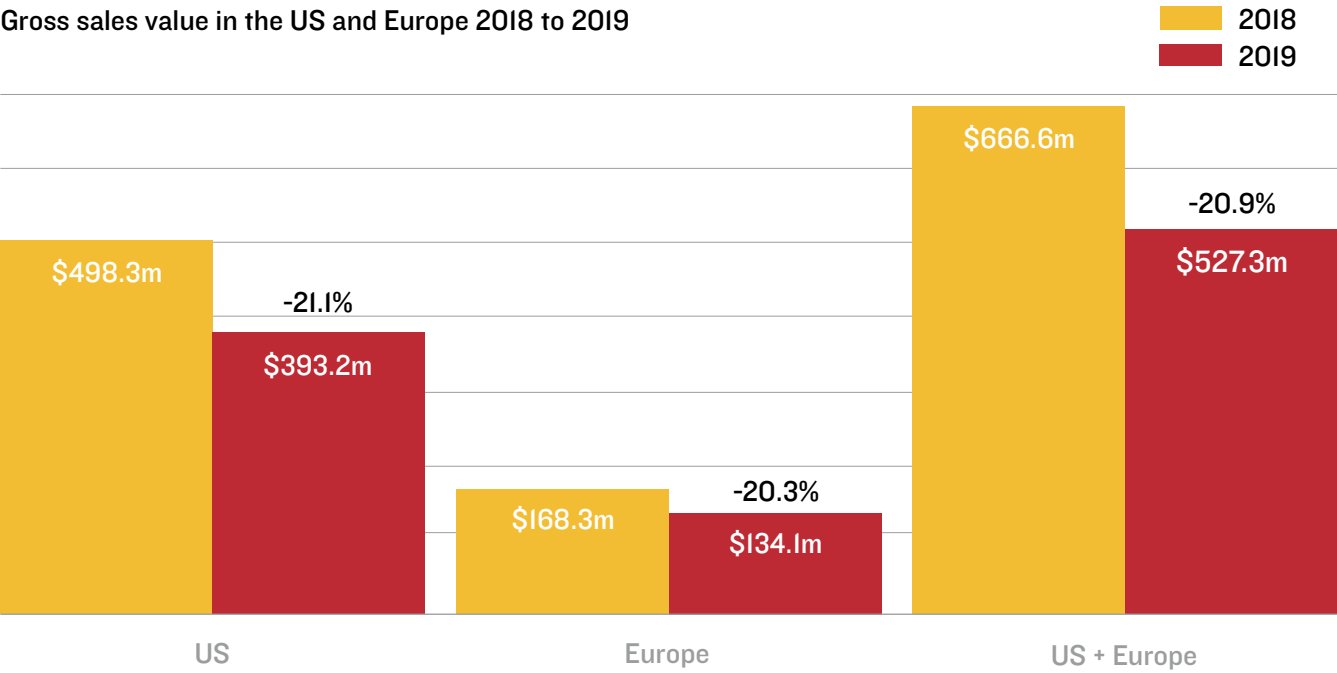


US and major European sales combined 2019 (2018). Dollar value conversion on the day

Gross:
<b>\$527,265,519 (\$666,619,099) -21%</b>
Number of cars not sold:
<b>507 (388) +31%</b>
Number of cars withdrawn:
<b>21 (24) -13%</b>
Total number of cars:
<b>1992 (1841) +8%</b>
Number sold:
<b>1485 (1453) +2%</b>
Percentage cars sold by number:
<b>75% (79%) -6%</b>
Percentage of cars met or sold below low estimate:
<b>68% (62%) +9%</b>
Percentage of cars sold not met avge of estimates:
<b>83% (79%) +5%</b>
Percentage of cars sold met/exceeded top estimate:
<b>10% (13%) -22%</b>
Average value of cars sold:
<b>\$355,061 (\$458,5157) -23%</b>
Average year of cars offered:
<b>1967 (1967)</b>
Percentage of cars offered at No Reserve:
<b>44% (44%) +0%</b>



Gross sales value in the US and Europe 2018 to 2019





## A conversation with *David MacNeil*

The CEO of automotive accessory manufacturer WeatherTech, IMSA series sponsor, sponsor of Laguna Seca, accomplished racer and avid car collector talks to *Peter Hall*

I understand you've just spent something like 20 hours in a flight simulator?

Yeah, I fly jets and helicopters, and to be a current pilot – current being a legal word – you have to go for recurrent training. So on Tuesday I started off at 8am and I got out of the simulator at 11.30pm. Basically they're trying to kill you. They already figure you know how to fly the plane, so now they're breaking it every which way they can, hoping that you can survive and keep everybody alive; you know, blown engines, blown generators, blown instruments, blown hydraulic systems, this doesn't work, that doesn't work, blah, blah, blah.

It sounds like driving an old car...

Yeah, you never know what's going to break. But in a car you can just pull over. In the aeroplane you're in a more challenging situation.

How long have you been flying?

About 20 years. I'm an 'Airline Transport Pilot' and I recently became a commercial helicopter pilot, too. I like flying – I enjoy the physical, mental and legal aspects. There's nothing better than travelling on your own schedule. Think of your automobile at home. Say you need to go and get some beer. What if you had to get online, book a ticket for a car to come get you, and the car can only come at 9pm, and they drop you off at the liquor store and you have to wait for another car at 11pm to bring you back home? Forget it. That's what's beautiful about the aeroplane.





“I purchased a spectacular alloy-bodied *Mercedes 300 SL Gullwing* from Simon Kidston that could easily get into the Mille Miglia.”



#### How did you first get into cars?

It pretty much started in high school, where the cool kids had cool cars. I probably wanted to be cool myself so I started off with American muscle cars. My first performance car was a 1971 Dodge Challenger RT that I got when I was 18, then a 1974 Z28.

Most of your cars seem to be from the 1960s, a few moderns too, but are you tempted by cars from a different era, pre-War or whatever?

I have a 1927 6½ Litre Bentley and I’ve ordered one of the continuation Bentley Blowers made by the factory. Then from the 1950s I’ve got a 1956 Bentley Continental Drophead Coupé.

#### And might you acquire more pre-War cars?

Well, first you have to look at what you can do with the car. I purchased a *spectacular* alloy-bodied Mercedes 300 SL Gullwing from Simon Kidston that could easily get into the Mille Miglia. So that’s an important car because it can be used in a way it was originally designed to be used. That’s the value. That’s the sort of thing that excites me. In America, the California Mille and the Colorado Grand are the two premier rallies and a 1957 or older car will get you to either one; there are other rallies where you can bring cars up to say 1973, and then you have European things like the Le Mans Classic and Tour Auto that require certain automobiles to get into.

My point is that if you enjoy driving an old car, there’s nothing better than driving it on a route you would never otherwise go on in your life. I’ve done the Tour Auto a few times, driving French roads that were spectacular. And on a rally, things happen that are etched in your memory. I remember once in my 1974 Porsche RSR, about midnight in the Maritime Alps just north of Nice, cruising along at 100km/h, pretty fast on these winding mountain roads in the pitch dark, and we come across what looks like a mountain lion laying in the middle of the road. I think maybe it’s been hit, so we stop the car and get out and I walk slowly up to it, and it’s a large labrador retriever but with longer hair, a solid 100lb dog. It’s just laying there, like it’s collapsed in the middle of the road to die.

Now in the RSR with a full rollcage there’s no place to put a dog, and we don’t know if he’s going to bite us. So I stop some traffic, borrow a necktie from a man in a BMW 3 Series, and put it around the dog’s head. It still hasn’t bitten me so I get the dog up and ask a lady in a hatchback if she can get it some food and shelter. She agrees, so I pick the dog’s front feet up into the back of her hatchback, then his rear end, and he sits inside looking at me, like, “Thank you for saving me”.

We drive on into the next town and find the lady with the dog in the back of her hatch, parked next to our French service crew. I see Cyril, our French crew chief – he works for me, so I ask him to get the dog fed and get him

to your hotel and he’s like, “Okay, I’ll handle it”. So we take off towards Nice to finish the rally and Cyril calls me. He’s walked around this little town at midnight, banging on people’s doors and showing them the dog, and people say, “Oh that’s the old man’s dog on the top of the hill”. So Cyril gave the dog back to the old man; turns out it had wandered away, got lost, ran out of food and water and just collapsed. These things happen on old car rallies. It was an amazing experience, doing the right thing by the dog, doing well on the rally, enjoying the roads and enjoying cars without electronic nannies: no stability control, no traction control, no ABS. If you screw up the car will tell you, because you’ll be in a ditch.

“If you enjoy driving an old car, there’s nothing better than driving it on a route you would never otherwise go on in your life.”

I was going to ask whether you preferred racing or concours competitions but maybe the question should be whether you prefer racing or rallying?

Well, racing is very interesting because you’re on a racetrack in a multi-million-dollar car and you basically have no insurance. And no matter who you are, there’s a lot of risk there. If I took my alloy Gullwing on the racetrack – one of only 29 ever built – and it gets wrecked, the financial penalty is pretty strong.



David MacNeil and his prizewinning 1966 Ferrari 275 GTB/C enjoys some respite from the rain at last year’s Villa d’Este Concorso d’Eleganza.



All my cars are real but there’s a lot of people driving or racing cars that look like replicas and the sanctioning bodies seem to look the other way. If you own the original car, serial number 1234, they don’t mind you racing an indistinguishable duplicate of that car. The value of the replica is a few hundred thousand dollars at best. Taking a £50-60m Ferrari 250 GTO out on the racetrack and risking it with other people who might only have a replica GTO is problematic in my world. Watch some YouTube videos of Goodwood with these guys destroying DB4 GT Zagatos – it makes me cringe a little bit. Whereas a rally allows us to have a lot of fun with a car but not risk it wheel-to-wheel against a bunch of people with, let’s say, varying skill levels.

Some might say replicas bring down the value of the real thing; if you can get a replica for a fraction of the price, why would you buy a real one?

Because the real thing is always the real thing. It’s the cubic zirconia versus the diamond; your future wife doesn’t want to accept your engagement ring if it’s a cubic zirconia. If the sanctioning body allows the bona fide owner of a particular car to race a dead-perfect replica, well then God bless. I don’t have a real problem with that. But if you don’t own the real one, you shouldn’t be allowed to race the replica. That way the real ones are still valuable because you can’t race a replica without having the real one in your possession.





And do you enjoy concours competition as well?

I had three cars at Pebble Beach last year. I love concours and they really do test the cars; Pebble Beach makes you drive a route before the event. You're out in the car for a solid half a day and that proves it works, which is important. This year I won Best in Class and I was one of the four runners-up for Best in Show; I seemed to be the people's favourite with a DB4 GT Zagato because I got the most cheers. I've been to Pebble Beach for a number of years now and it's not only a great automotive event but a great charity event. Sandra and Martin Button run a beautiful show there, hats off to them. I think it's the premier concours in the world frankly – spoken like a true American – but it draws people and automobiles from all over the world and they're the best of the best. We did a Hampton Court Palace concours a couple of years ago with my DB4 GT Zagato and that was amazing, too. Europe has a plethora of significant cars, but Pebble Beach seems to draw them from everywhere on the planet; it's like the Olympics for classic automobiles.

Obviously a Porsche 935 and a Ferrari 250 GTO are very different things, but do you have a preference?

The GTO is the ultimate combination of everything right about an automobile; the way it drives and handles, the way it performs, looks and feels and how it makes you feel as a driver; it makes a bad driver look good and a good driver look spectacular. I'm honoured and humbled to own one.

As far as I'm concerned, it's the pinnacle of classic sports cars, the zenith, because it's a road car that was used in international competition at the very highest level; it dominated every type of motorsport it participated in. The cars at the top of racing today, besides having four

wheels, have nothing in common with the street car you can buy. Back then, the GTO could be driven to Le Mans, raced for 24 hours and driven home. Try that in your LMP1 car!

And what about a car that's really disappointed you?

Oh dear... I try to do my research so I don't wind up in that situation. I'm not a big fan of battery-powered hybrid sports or supercars. As battery technology changes, will the manufacturer reinvest millions into making a battery for a car they made 10 or 20 years prior? Probably not. Now I think my Bugatti Chiron Sport is spectacular because it's got 1,500 horsepower. There's no giant battery in it; you can buy a battery for that car in the local auto parts store, which is just fine with me.

So what does the future hold for classic car collectors over the next 10, 20 or 30 years?

Well, you know, pilots train new pilots. We hand down skills to the next generation as we fly, because there are some skills you can't get in a classroom. As for automobiles, my daughter, Devon, who's 24 and an engineering graduate from Stanford, she's done a number of rallies and her cars are primarily stick shift, manual gearbox cars because she likes to drive and enjoy old-school stuff. She'll be collecting cars as she gets older. My middle child, Cooper, is a sportscar racer; he's been on the podium a couple of times at the Le Mans 24 Hours, he does a great job here in America racing in the IMSA Series and won the North American Ferrari Challenge Championship this year, but he's another one that really appreciates automobiles and will be collecting them as time goes on. My eldest son, Roderick, also loves driving the old cars.



*“You can look at stocks on a computer screen and go, ‘Look, I’ve got so much of BP and Ford and Tesla and BMW’, and gee whizz that’s all great, but if you invested the same amount of money into classic automobiles your return on investment might well be better.”*

So I think we as parents, or mentors if we're not parents, need to hand down the love and appreciation of classic cars and make sure the next generation doesn't look at the car as an appliance, something to get from A to B, and that they see some of these classic cars as rolling works of art and engineering. You can look at them and see how technology advanced from the 1920s to the 2020s... it's an amazing thing to study.

Do you favour preservation or restoration? Is restoration or modification acceptable if it makes a car more usable?

Preservation class cars can be great. But what if you want to take that same car on a rally? It needs to be safe. That's my primary outlook on this stuff. My daughter has a '73 Viper Green Porsche 911 E with 23,000 original miles; that doesn't need to be restored and it's going on 47 years old, but there are other '73 Porsches that absolutely need to be restored.

Bruce Canepa took Devon's car completely apart and cleaned everything and put it all back together but the car is still original paint – so is it restored, or just well maintained? One man's treasure is another man's junk, and one man's restoration is another man's proper maintenance.

Do you have any more advice for would-be car collectors, or warnings?

Cars are one of the very few things you can collect and enjoy. You might enjoy collecting coins or stamps but there's nothing like a beautiful summer drive through the Alps in an open-topped Mercedes 300 SL Roadster. Or you can look at stocks on a computer screen and go, “Look, I’ve got so much of BP and Ford and Tesla and BMW”, and gee whizz that's all great, but if you invested the same amount of money into classic automobiles your return on investment might well be better, and you'll get enjoyment out of the investment, and use out of the investment, and priceless family memories out of the investment.

Buy what you like?

Buy what you can afford, and maybe a little more. The nice thing is tomorrow morning, when I wake up, my car collection will be worth more than it was when I went to bed. It's a nice savings account.



Cooper MacNeil readies himself to drive the mighty ex-Interscope Racing Porsche 935 at the WeatherTech Raceway Laguna Seca.





You mentioned your sons and your daughter; I daresay she's the bravest of all because she's a competitive equestrian. How do they see your cars?

Devon's horses are in Holland at the moment, she's jumping competitively, so yes she's probably the bravest. But they love the old stuff and they argue about which cars they'll get from the collection when I pass away – hopefully a long time from now. They're already fighting over some things and it's amusing to see which one likes what.

And what might you buy next?

Oh, I think if Simon wants to call me up.... With car collecting, it's like a triangle. The 250 GTO is the pinnacle but you start off at the bottom with cars you can afford.

Let's say you've got some of the greatest Porsches at the bottom of this triangle, a beautiful '73 911S or a '74 Carrera RS 3.0 or a 993 C4S – this is a very high 'bottom level' by the way – and then the next level might be the 993 GT2 *Strassenversion*, the street car, and the 993 Club Sport and the 964 Turbo S *Leichtbau*. So you're building this collection as you move up the triangle, getting things a little more exotic, and you wind up into your Ferraris. You've got some modern Ferraris and then the less modern Ferraris and hey, here's a Daytona, here's a Daytona Spider, here's a 288 GTO, a 599 GTO, and you're moving up; then here's a Lusso, a TDF, a SWB. You continue to fill in the cars. For me, I look at stuff that's very rare, so I have a 599 with the six-speed manual gearbox, one of 30 made, a 2005 Superamerica six-speed manual with the HGTC package, which is a unicorn. I look for unique pieces.

One of my recommendations is to buy the car, not the price. You don't want to wake up in the morning and look at the second or third best version of something, even if

you saved \$50,000 on it. You should have paid the extra 50 grand and got the best one possible. I'll quote Bruce Meyer, who said, "Only cry once". You can walk into your garage every day and see the piece of crap you saved money on, and cry every day. Or you can cry once, when you write the cheque.

How do you find time for all this, with running WeatherTech and flying and everything else?

If you work hard, you've got to play hard. If you're going to sit behind a desk from 7am till 9pm seven days a week, you'll die at your desk. So why not take the fruits of your labour and go out and enjoy them, whether it's a boat or sports cars or flying or something else, and live a full life? If you can afford these things, go out and enjoy them. Life's too short. There's no funeral that ever had a U-Haul truck carrying the money to the grave.

Have you got any interesting plans lined up?

I'm looking at some of the more exotic car rallies; I'm sure there are some down in Australia or Tasmania, and the Carrera Panamericana would be a real interesting event to do in Mexico.

Anything else?

Yachts. I've had several and this summer I got a 57.6m (189ft) Feadship, which is being refitted at Feadship. It has the ability to go anywhere in the world.

And will you go far? Do you have a Yachtmaster certificate, or whatever it's called?

No, no, no, I have a full-time crew. I'm really good at flying aeroplanes and helicopters, and I'm really good at driving cars. In yachts, I'm really good at selecting the right bottle of wine for dinner.



An exuberant David MacNeil in his Aston Martin DB4 GT Zagato on the ramp at Pebble Beach in August 2019. So near to overall success, the car was nearly a rare post-War winner of Best of Show.



# The 2019 Top 12

After the 2018 bonanza led by RM’s Monterey Week \$48.4m *Ferrari 250 GTO*, things were more subdued in 2019. The Canadians once again topped the charts, but a Ferrari made it to only third place last year, sold all-in for less than \$10m.

No surprises, though, in the fact that most cars moved on below estimate, and that Monterey Week was once again the home of the big-hitters. As we’ve reported in K500, Scottsdale returned to its blue-collar roots in 2019, with fewer headliners of appeal to international collectors. The auctions in Paris and Amelia Island included a high percentage of lower-value pre-War cars, while Bonhams’ two flagship Goodwood sales were conducted in a depressed UK market.

The entry of a 2014 Lamborghini Veneno Roadster in 4th is a sign of the times – just over 12 months earlier, a 1935 Duesenberg SSJ went for \$22m at Pebble Beach and was the second-highest seller of 2018.

Remove RM’s GTO from 2018’s total and the overall figures are remarkably similar, with only a small difference in the number of cars sold over \$4m: 21 last year, versus 22 in 2018.

*Please note, we have only included sales from major auctions, where the results can readily be confirmed.*

And the winner is... RM guaranteed the *McLaren F1*’s price so a sale was never in doubt. Considering its changed colour and factory aftermarket conversion with now unobtainable engine parts, the car’s eventual with-premium price of \$19.8m was bang on the money.



Top 12 sales 2019, all major auctions worldwide. Dollar value conversion on the day

1.  
Monterey, RM.  
1994 McLaren F1  
'LM-Specification'  
*est. \$21m to \$23m*  
**\$19,805,000**

2.  
Paris, Artcurial.  
1939 Alfa Romeo  
8C 2900 B  
Touring Berlinetta  
*est. \$18.2m to \$25m*  
**\$18,563,602**

3.  
Monterey, Gooding.  
1958 Ferrari 250 GT  
LWB California Spider  
*est. \$11m to \$13m*  
**\$9,905,000**

7.  
Scottsdale, Gooding.  
1963 Ferrari 250  
GT SWB Berlinetta  
*est. \$6m to \$8m*  
**\$7,595,000**

11.  
Monterey, RM.  
1965 Aston Martin  
DB5 'Bond Car'  
*est. \$4m to \$6m*  
**\$6,385,000**



*Bravo! Artcurial's Three Musketeers* – Maître Hervé Poulain, Matthieu Lamoure and Pierre Novikoff – salute the successful sale of the 1939 Alfa Romeo 8C 2900 B Touring Berlinetta, a timeless pre-War car well purchased on the night for a figure that would not have bought any other 8C 2.9. Don't forget to add nearly €1.8m to that net figure in buyer's premium – the most exorbitant in the business.

4.  
Bonmont, Bonhams.  
2014 Lamborghini  
Veneno Roadster  
*est. \$5.2m to \$6.2m*  
**\$8,355,845**

8.  
Abu Dhabi, RM.  
2017 Pagani Zonda  
*est. \$4.5m to \$5.5m*  
**\$6,812,500**

12.  
Monterey, Gooding.  
1975 Ferrari 312T  
*est. \$6m to \$8m*  
**\$6,000,000**

5.  
Monterey, RM.  
1962 Ferrari 250  
GT SWB Berlinetta  
*est. \$8m to \$10m*  
**\$8,145,000**

9.  
Monterey, Gooding.  
1958 Ferrari 250 GT  
Series I Pinin Farina  
Cabriolet  
*est. \$7m to \$8m*  
**\$6,800,000**

**Total: \$112,660,697**  
*\*2018, \$157,054,391*  
**Number of cars:**  
sold over \$4m: 21 (2018: 22)  
offered with mid-estimate above \$4m: 35 (2018: 35)

Note: Estimates are intended to reflect eventual hammer price – final sales include buyer's premium.  
\* 2018 figures include RM Sotheby's \$48.4m Ferrari 250 GTO



“My definition of a collector's car isn't really the same as most people's. If I buy something, *I want to drive it and enjoy it* and make amazing memories with it.”



Q&A WITH

## Faisal Binladen

### What was your first car?

When I was born my father bought me a Gazelle, a car created in the late 1980s to look like something from the late 1920s. I still have it and drive it. But the first car I drove was my father's BMW 850. It held a lot of childhood memories, so when I started driving he gifted it to me. It's magical, with some weird little gimmicks that I love, such as if you have all the windows and sunroof open and drive above a certain speed (obviously under the limit), all the windows and roof close automatically.

### What was the first car you bought that could be considered a collector's car?

My definition of a collector's car isn't really the same as most people's. If I buy something, I want to drive it and enjoy it and make amazing memories with it. So the first one would be a Citroën 2CV. It has been a lovely journey of ownership so far.

### Have you ever crashed one, or suffered an embarrassing incident with a car?

A couple of crashes, nothing too serious, and nothing embarrassing yet.

### Which car has most surprised you?

The BMW M1 was the most pleasant experience. I'm not a fan of BMW – I've always been an AMG guy. But the M1 was everything I didn't expect: it was light and agile and it sounded like heaven.

### Which car has most disappointed you?

A Ferrari 599 GTO. It has the engine and the heavenly sounds but somehow it doesn't feel as if all the parts are connected.

### What car are you selling?

My beloved Land Rover Defender. I've enjoyed it on road trips and off-road adventures, but I believe it's time for it to have a new home.

### What is your favourite car event?

I love the Quail Motorsports Gathering and the Goodwood Revival, but my most favourite is Veloce Life at the Els Club in Dubai.

### Which slow car offers the most fun?

Any rental car. The fastest slowest car on the road, with the most giggles.

### What is the best piece of car advice you have received?

When I was 20, my father said, “Treat her with respect.” I was driving his Lamborghini Diablo. He has a lot of trust in me.



HIGH FINANCE FEATURE BY PETER HALL

# What is an auction price guarantee, and how does it work?

“The minute an auction house moves away from simply being an intermediary between buyers and sellers and takes on the role of financier, it starts to *change its core character* as well as the relationship between the seller, his agent and the buyer.”

So said Robert Brooks, then chairman of Bonhams, in 2007. His warning related to the increasing prevalence of auction price guarantees, also known as irrevocable bids, which in his view threatened the credibility and thus the stability of the industry.

Stability was certainly a concern in the wake of the financial crash of 2008, when the cost of fulfilling price guarantees on contemporary artworks left a number of auction houses with substantial losses; the New York Times reported that one establishment had lost more than \$28 million in a single week, bringing its losses on price-guaranteed sales that autumn to \$52 million. Predictably, guarantees fell out of favour for a couple of years, until auction houses found a way to offset the risk.

## What is an auction price guarantee?

In short, it's an agreement whereby a seller is assured of a minimum sale price for a lot, whatever happens at the auction. Such arrangements are subject to detailed and often dauntingly complex terms and conditions, but in most circumstances there are three possible outcomes:

**The lot fails to sell:** the auction house pays the seller the guaranteed sale price and becomes the owner of the lot.

**The lot sells for less than the guaranteed price:** the winning bidder takes ownership of the lot, and the auction house gives the seller the hammer price plus the difference between this and the guaranteed sum.

**The lot sells for more than the guaranteed price:** the winning bidder becomes the owner of the lot, and the seller pays the auction house a proportion of the difference between the guaranteed price and the hammer price.

## Why offer a guarantee?

For the auction house, a price guarantee can encourage activity and attract a valuable lot that would otherwise go to a competitor, while a guaranteed sale guarantees a commission — and there's additional profit from a lot that sells for more than the guaranteed amount.

However, the auction house is also taking a calculated risk, as there might be substantial costs if an unexpected crisis spooks the market. As mentioned above, guarantees proved an expensive liability in the wake of the 2008 crash, and only made a comeback when auction houses began offsetting the risk to third parties.



## Third-party guarantees

Here, in return for a fee paid by the auction house, a third party submits a sealed, irrevocable bid in advance, thereby taking on some of the risk. Again, there are three possible outcomes:

→ If the lot sells for less than the auction house price guarantee, the risk to the auction house is reduced by the amount of the third-party bid. However, the third party may also take part in the auction and bid more than its written bid.

→ If the written bid wins, the third party becomes the owner of the lot at something of a discount, thanks to the fee it receives from the auction house. However, if the third party sees this as a disappointing outcome, it might try to dispose of the lot quickly, potentially depressing the resale value.

→ If the lot sells for more than the auction house guarantee, the third party receives a percentage of the difference.

## Advantages for the seller

Unlike a reserve price, a guarantee provides the certainty of a sale and a minimum price, plus a proportional benefit if the lot sells for more. It avoids any loss of market value that might follow a failure to sell, and could even encourage more marketing activity by the auction house, given its financial interest in the lot.

## Disadvantages for the seller

If the lot sells for more than the guaranteed price, the auction house takes a proportion of that benefit,

reducing the seller's potential profit. What's more, guaranteed prices are often as low as possible in order to minimise risk; the auction estimate may be set even lower, which might in turn lead to lower bids. Indeed, the very existence of a guarantee could deter bidders if they know that a guarantor plans to acquire the lot at a discount price. Although a guarantee minimises risk, a private sale might be more profitable, not least because it saves the time and money involved in selling at auction.

## Suspicious minds

Auction price guarantees saw a resurgence after 2010, not least in sales of modern and contemporary art, and the worldwide value of guaranteed sales reached a peak in 2017. That has since been in decline, although the sums involved are still huge. In 2018 the total value of guaranteed sales was almost \$3.5 billion, of which \$2.5bn was offset to third parties; in the car market the year was notable for the price-guaranteed sale by RM Sotheby's of a 1962 Series 2 Ferrari 250 GT0 for a record-breaking \$48,405,000.

Whether the recent decline in the total value of guaranteed sales signifies a steadier, less speculative market or merely a lower number of high-value sales is open to question, as is the impact on auction houses that have hitherto offered guarantees in order to attract business. Either way, it's little wonder that guarantees still arouse controversy and suspicion, given their inherent lack of transparency.

Lots subject to guarantees will be marked as such in the catalogue, with explanations in the accompanying conditions of sale, and may also be mentioned by the auctioneer. However, the amounts guaranteed will not be disclosed, and critics argue that the possession of such privileged information not only distorts what is supposed to be a level playing field but gives the guarantor an advantage over rival bidders.

Sellers may be well advised to seek expert legal advice before agreeing to the terms of a guarantee, while buyers using a third party to bid on their behalf should also be aware of the possibility that the third party might act as a guarantor without their knowledge, a risk that may be mitigated by a formal agreement requiring disclosure of any financial interest. As in most aspects of life, especially where large sums of money are involved, it pays to do your homework.



## Q&amp;A WITH

## Peter Goodwin

**What was your first car?**

A boxy and very slow Volvo sedan from the late 1990s. My dad wanted to buy me something relatively inexpensive, slow and safe. He also was hoping it would discourage the ladies wanting anything more than a ride in my car.

**What was the first car you bought that could be considered a collector's car?**

My first collectable car was a black-on-black 1988 Porsche 911 that I found on the PCA [Porsche Club of America] website. It had high mileage but was nicely restored. It was perfect for several years as it was fast, fun and very reliable.

**Have you ever crashed one, or suffered an embarrassing incident with a car?**

I used to own a Porsche 918 and I was rear-ended by a friend driving a GT3 RS... I think my car had bigger brakes and he might have been looking at his phone.

**Which car has most surprised you?**

My favourite car is my 1925 Vauxhall 30-98, which blows my mind every time I drive it. It makes a wonderful noise, is impossibly fun to gear change and extremely satisfying at a roaring 50mph. Pre-War cars are completely underrated. Where's the fun in driving a supercar that does everything for you and is super easy? I need a track, 120mph and 7,000rpm to derive the same pleasure I get from every minute in any pre-War car I own.

**Which car has most disappointed you?**

The smell of gasoline never disappoints. Honestly, I'm thinking hard and can't think of a car that disappointed me. I did once buy a fake 1973 Porsche RSH from a reputable dealer in the south-eastern United States. That was disappointing.

**What car are you selling?**

I have a McLaren 675LT Spider I would like to sell. I'm over modern cars.

**What is your favourite car event?**

There's nothing sweeter than hearing Simon Kidston's voice when sitting by Lake Como at Villa d'Este.

**Which slow car offers the most fun?**

Probably my 4½ Litre Bentley or my Vauxhall 30-98.

**What is the best piece of car advice you have received?**

When buying a car, buy the very best example you can afford. Second to that, think really hard about how you want to use it. If a car qualifies for races, rallies, clubs or certain shows, you'll get a lot more satisfaction out of your stewardship.

"My favourite car is my 1925 Vauxhall 30-98, which blows my mind every time I drive it. It makes a wonderful noise, is impossibly fun to gear change and extremely satisfying at a roaring 50mph."





BY STEVE WAKEFIELD

# A lot can happen in five years: *How the market has changed since 2014*

In the half-decade since we launched K500, technology, consumer tastes and public opinion have moved on apace. For a start, both diesel and petrol are now considered enemies of the environment: fossil fuels are on notice and the future is electric.

But let's look at some auction figures and how they've changed in five years.

Back in 2014, K500's debut took place in Mayfair, London, on the morning of the final classic car auction of the year. Thirty cars were offered, 26 sold; a sell-through by number of 87%. The gross was £12.9m. Skip forwards five years to December 2019 at the same venue and the figures tell a very different story: 34 cars were offered and just 10 sold, making a 29% sell-through by number and a gross of only £4.4m.

This is an extreme example – the market hasn't suffered as badly as this one comparison suggests – but nevertheless, 'consolidation' is now the buzzword. More discerning (in other words, 'wise') collectors demand best-of-the-best cars that aren't on sale every day. For less special cars, keen pricing or the magic words 'No Reserve' are pretty well essential. Life in the auction rooms over the past two or three years has been tough – but not the meltdown many have predicted, with some models such as the McLaren F1 soaring away and others, including the immortal Mercedes-Benz 300 SL 'Gullwing', proving remarkably resilient.

Hot money in 2020 is on perfect Ferrari Dinosaurs, built to European specification in crazy 1970s colours. Sold in their 1,000s new, they are a perennial 'must-have' for collectors in the good times, but unlike Maranello's flagship BBs and Testarossas, the humble car with no Ferrari badging has weathered the storm. The K500 Index (which tracks changes

in value from a baseline of 100 in 1994) shows that in January 2020, the Dino GT's K500 Index is 700, down a little from 825 at the end of 2015. Meanwhile, the flashy Testarossa went up to 244 in early 2016 and was 169.

Looking at the big like-for-like sales from 2014 to 2019, certain trends become apparent. There are, if not too many auctions, certainly too many cars chasing the same money – nearly a 25% increase, with sell-through by number dropping from an average of 84% to 75%.

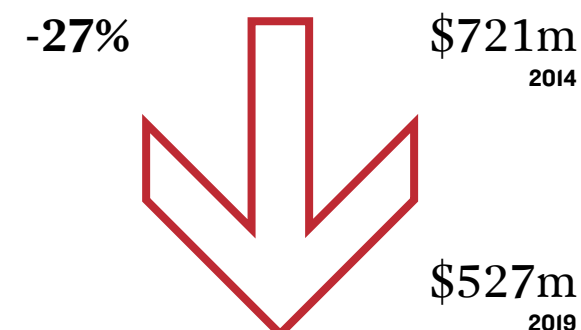
A changing demographic base has played its part in the overall picture. The days of a stately pre-WWI Rolls-Royce Roi des Belges or a glitzy 1930s American classic topping the charts were long gone by 2014. But look at the average year of the cars offered: 1959 in 2014, 1967 today, a steady swing in line with the recent interest in Youngtimer Porsches and showroom-fresh, limited-edition Ferraris. And all the while increasing numbers of cars are moved on below low estimate, with fewer beating top. Yet once you factor in the unrealistically high estimates, and the lack of really big-ticket cars to push up the gross, the picture is brighter.

A wise man once said, "Prediction is difficult, especially if it's about the future." The last five years have thrown up some surprises and, as we enter a new decade, we should expect more. The aim of K500 has always been to cut through the fog of auction results to give readers the inside line on what really happened in a crowded room many thousands of miles away.

After five years of achieving that aim, we look forward to another decade in the Twenties. Whether they turn out to be 'Roaring' or not, remains to be seen – but we'll make sure K500 subscribers are the first to know.

US and major European sales\* combined, 2019 vs 2014†. Dollar value conversion on the day

## Gross



## Number of cars offered



## Percentage of cars met or sold below low estimate



## Percentage of cars sold met or exceeded top estimate



## Average value of cars sold



## Ferraris†

Gross ↓ 51%

(\$150,696,572 vs \$308,422,446)

Number of cars offered ↑ 22%  
(242 vs 198)

Percentage sold by number ↓  
72% vs 85%

Percentage of cars met or sold below low estimate ↑  
75% vs 25%

Percentage of cars sold met/exceeded top estimate ↓  
3% vs 27%

Average value of cars sold ↓ 53%  
(\$866,072 vs \$1,824,985)

Average year of cars offered:  
1986 in 2019 vs 1974 in 2014

\*Like-for-like sales, including Monterey, Scottsdale, Amelia Island, Paris Rétromobile, plus Bonhams Goodwood Festival, Revival, London and Aston Martin.  
†2014 figures include Bonhams' Quail Lodge auction 1962 Ferrari 250 GTO sold for \$38,115,000 with premium.



## Kevin Hackett reports on *the Middle East car scene*

That the Middle East is full of bursting with luxury cars, supercars and hypercars should come as no surprise – a region built on the foundations of oil and gas that has treated its citizens and residents to tax-free earnings was always going to be home to the glitziest automobiles imaginable. But there is far more to this market than mere show-offs and poseurs who export their motors to Knightsbridge every summer. This is a market that's as diverse as any, and it's constantly evolving.

Make no mistake, the Middle East can be a brutal place for any car. Incendiary summer temperatures, airborne dust and sand, along with driving standards that are (in the main) haphazard to put it mildly, make for an extraordinarily tough life. Service intervals are half what they are in Europe because of the extreme conditions but there are few instances where routine or repair

work cannot be carried out by the main dealerships, the majority of which happen to be syndicated to a small number of extremely well-connected and influential family dynasties.

These dealerships occupy prime real estate and many are the largest of their kinds in the world. Dubai has recently seen the opening of new, colossal sales facilities for Lamborghini, Porsche, Bentley, Ferrari and Maserati, while the dealership for Rolls-Royce in Abu Dhabi has, for many years, been the world's biggest supplier of its Bespoke models. Just try getting any actual sales data out of any of them, though. It's generally accepted that sales numbers have flatlined during the past couple of years but that has evidently not stopped certain brands investing heavily in new premises.

It doesn't matter which Middle East country you refer to, the heavy hitters are the same: Toyota, Nissan, Mercedes-Benz and BMW sell in vast numbers, as you might expect, but American brands are inescapable, too. At the more specialist end, Porsche is ubiquitous and Ferraris are so commonplace they might as well be Ford Fiestas. During an eight-minute journey home from my office in Dubai, I once counted 18 sightings of 458s, Californias and F12s – daily drivers for people with money to burn.

Having lived in the UAE for a decade and spent most of that time working as the Motoring Editor at an Abu Dhabi newspaper, I have witnessed numerous shifts in the region's motoring scene. Nobody, for instance, could have predicted the remarkable success of Tesla, or the introduction of obscure brands like Caterham, Lotus or Morgan. Another shift has been in the merciful decrease in gaudy modified exotics, with the likes of the much-derided Mansory taking a back seat while Singer has been welcomed with open arms and cheque books.

Assyl Yacine manages Tomini Classics in Dubai, which occupies a splendid, purpose-built showroom and houses some pristine collectable cars, normally carrying a stock of 90-or-so classics new and old, from a 'Periscopica'

Countach to a Honda NSX with fewer than 10 miles under its belt. He says the market has massively improved over the past five years, especially with Emirati collectors.

"There's a strong demand for 'affordable' classics here," he says, "anything up to \$150,000 but the rarer, more expensive cars usually end up being bought by overseas customers. And we definitely see spikes in interest regarding certain models that are in vogue for a few months, before settling down again – it's difficult to predict what the market will do as it's influenced by so many different factors."

Saudi Arabia and Bahrain, he explains, both have more mature markets because they're older countries. "There are Countachs and Ferrari Boxers in Saudi that have been there since new, so there's a well-established market for cars of that vintage and we do sell cars into those countries with greater ease. Right now I'm standing next to a 1966 E-type – five years older than the UAE, which goes some way to explaining why the scene is still in its infancy in many ways. But there's ever-increasing awareness and appreciation for classics, which naturally leads to greater demand."





Do owners in the Middle East actually use their cars in the ways in which their makers intended? More and more, the answer is a resounding ‘yes’. Bahrain, Dubai and Abu Dhabi all have their own F1-standard race circuits that host track days and events, which are well attended, and drivers are becoming more adventurous with on-road exploits, too. While it’s true that most main arterial highways are arrow-straight, there’s no shortage of epic drive routes once you start looking.

Northern Oman is blessed with staggeringly beautiful coastal mountain roads and Saudi Arabia is gradually opening up to tourism, making it much easier to explore the kingdom’s often jaw-dropping terrain. Ras Al Khaimah in the north of the UAE possesses one of the greatest driving roads in the world, at Jebel Jais. Abu Dhabi’s Jebel Hafeet is another, and manufacturers have started to wake up to this reality, too, with Bugatti, Alfa Romeo and others hosting international media launches utilising roads that set new standards in layout and surfacing, and these routes have been partly responsible for a surge in the use of models that were once viewed as little more than automotive jewellery.

Speaking of jewellery, Chopard has so far hosted two bona fide classic car rallies in the UAE and a third is planned for 2020, while impressive concours d’élégance events have taken place in Kuwait, the UAE and Saudi Arabia. Frederik Faidhi is one of the world’s most respected



experts in concours detailing and has been based in Dubai for more than a decade, where he has amassed dozens of ‘Best in Show’ awards. He has been closely involved with a number of Middle East concours events and has an encyclopaedic knowledge of the region’s collector scene, and he’s of the opinion that auctions and this part of the world aren’t yet quite ready for each other.

“I can say this as I’m an Arab myself,” he smiles. “We don’t do our homework but we can be very financially capable when it comes to spending large sums of money. So we’ll attend auctions and maybe participate in them, but in general we have no clue about researching a car and its provenance. We tend to entrust others with this and those tasked with sourcing the best that money can buy require much more than a couple of weeks’ notice. Until auctions like the recent ones in Saudi and Abu Dhabi are better organised and promoted, they’ll continue to flounder.”

As for the region’s collectors, Faidhi has seen every possible extreme. “There’s a small number of serious collectors in the UAE,” he advises. “A Jordanian gentleman I know very well has three Ferrari F1 cars that were driven by Michael Schumacher, one of which was badly crashed. He has it mounted on a wall in the entrance of his house in Dubai. This is a person who knows exactly what he’s buying – his collection is extremely varied and impressive, he knows every Ferrari inside out, so he’ll keep them and maintain them correctly.”

“But I also know someone with a Porsche 959 in his collection that has just six kilometres on the clock. It’s never been maintained, never been serviced and is basically falling apart – it’s tragic but there are plenty of examples of this sort of neglect in the Middle East. These cars essentially become worthless and the reputation of the region is sullied in the process.”

He tells me about another collector who has 22 Mercedes 600 Pullmans, with another half dozen used as donor cars. “He’s the most authoritative Pullman expert in the world and has taken apart and rebuilt so many of them that he can now do a better job than Mercedes-Benz itself.”

The one thing that’s difficult to get clarity on in this region, however, is who owns what. There are well-known collectors such as Emirati and FIA Vice President, Mohammed bin Sulayem, the Binladens and Moe al Thani, who’s a member of one of Qatar’s wealthiest families – people who have made no secret of their interests. Culturally, however, there’s a tendency to be extremely discreet when it comes to valuable car collections and many never see the light of day, hidden away in private museum spaces.

For ex-pat classic owners things are different and, in some respects, the Middle East is ideal for its temperate (and mostly dry) winter months. I myself run a 1976 Triumph TR6 as my daily between November and May each year and I know owners of E-types, ’60s muscle cars, AC Cobras, the occasional Countach, Testarossa and vintage Bentley, all of whom drive them whenever possible. Remembering that some countries here didn’t really have roads until four decades ago, it’s understandable that most of these classics have been personally imported from Europe and the US, a process that can be surprisingly pain-free.

“Culturally, however, there’s a tendency to be *extremely discreet* when it comes to valuable car collections and *many never see the light of day*, hidden away in private museum spaces.”

I bought my car from a seller in northern Spain and sorted the shipping myself, just paying a local company to get it through customs on this side. There was an import tax applied, which worked out at £200 (approximately one per cent of its value), and I was able to register, insure and drive it within two days of it landing in the UAE. Finding a knowledgeable and sympathetic mechanic, however, (and somewhere to store classics during the summer months) is rather more difficult. It’s when faced with such dilemmas that social media and forums become a godsend, with a raft of enthusiast groups and pages at your disposal, and owners only too glad to help with advice.

Naturally, if your pockets are deep enough, you can pay for experts to take care of every aspect of bringing a car into, or sending one out of, the region. Experts such as James McSweeney, who is managing partner of Classic Automotive Relocation Services (CARS) Middle East.

“We’ve only been operating from here for three years,” he says from his Dubai office, “and we see every variety of







*“Yes, there are so many Cullinans and LaFerraris on the streets that you quickly tire of seeing them but, every now and then, you’ll be treated to the glorious sights and sounds of a Ghibli SS, Espada or 250 Lusso being driven hard by enthusiasts who really understand their immense appeal.”*

client, from people who send their cars out by sea freight to save on costs, to those who send six supercars on planes to Monaco for a couple of months – it’s 50/50.”

While the Daily Mail rages about central London being overrun by ‘wealthy Arab playboys’ in their gold Ferraris and unsociable Lambos, McSweeney has noticed owners becoming more choosy about where they take their cars, as well as what they use them for. “The whole Knightsbridge thing is a bit passé,” he adds, “and more people are arranging driving tours around Europe, either solo or as part of a club, rather than tearing around London.

“When Emirates [airline] added Bologna as a destination from Dubai a couple of years ago, we started to see

substantial numbers of clients using the service to fly their cars into Europe. Sometimes it’ll be a Pagani, a 288 GTO or an F40 flown over for servicing at the factory but, more often than not, it’s people who just want to drive them. We’ve delivered a Veneno to its owner’s yacht in the Med, and we’ve shipped an Audi A1 to France because it was more financially economical than a rental. All we need are the keys and registration documents, and we can deliver anything anywhere in the world.”

That works both ways and it’s well worth considering a visit to the Middle East to immerse yourself in its eclectic car culture. Name a scene and it’s followed here passionately – from hardcore off-roading, dune bashing and wadi crawling, to modified Japanese saloons and Veyrons racing against Teslas on drag strips, there’s something for everyone and it’s only going to get more diverse as time goes on.

Yes, there are so many Cullinans and LaFerraris on the streets that you quickly tire of seeing them but, every now and then, you’ll be treated to the glorious sights and sounds of a Ghibli SS, Espada or 250 Lusso being driven hard by enthusiasts who really understand their immense appeal. Forget what you think you know about the Middle East’s motoring scene – the reality is so much more palatable and fascinating.





Q&amp;A WITH

## Chris Vassilopoulos

**What was your first car?**

It was a VW Golf. Red with black interior.  
Taught me lots!

**What was the first car you bought that could be considered a collector's car?**

A black Ferrari Enzo that had belonged to a Roman lawyer, bought through Kidston SA. We still think it's one of the all-time great car designs.

**Have you ever crashed one, or suffered an embarrassing incident with a car?**

A few that I'd rather not admit to. I think anyone who loves driving has taken risks at one point or another, and doing so sometimes leads to embarrassing incidents – it's part of life.

**Which car has most surprised you?**

A Porsche 996 GT3 Clubsport. It's so good, I prefer it to the equivalent GT3 RS.

**Which car has most disappointed you?**

Nothing stands out as really disappointing.

**What car are you selling?**

Nothing at the moment.

**What is your favourite car event?**

Villa d'Este and anything Goodwood-related.

**Which slow car offers the most fun?**

No question – a Fiat 500 Jolly. In our experience, it's a car that creates pure joy for the driver, the passengers and anyone around it.

**What is the best piece of car advice you have received?**

Aaron Hsu has made me think of cars in a much deeper manner. Consider how cars will be perceived by future generations: do they represent the best of the period in which they were made? Also, do your research, then always, always, buy the best examples of cars that you believe in. Everything else will take care of itself.















# The Ferrari market *in 2019*

2018 was a hard act to follow but disregard the GTO and, year-on-year, the figures for Ferraris traded at auction have held up well after the post-boom corrections of 2016 onwards.

Sell-through in 2019 was still a comfortable 72% and, as with the rest of the market, estimates were missed, but only by a percentage point here and there. Life at the top was very similar to before – better if anything, as nine cars sold at over \$4m compared with five in 2018.

Although Gooding had some success at Scottsdale, Monterey Week remained the venue to offer blue-chip cars and we don’t expect that to change in 2020. Note that the age of cars offered is getting younger, reflecting a move away from the ’50s and ’60s towards more recent models such as the LaFerrari, 599 GTO and 70th anniversary limited editions.

Ferrari sales 2019, major auctions US and Europe. Dollar value conversion on the day (2018)

 Gross: <b>\$150,696,572</b> <b>(\$173,565,187) -13%</b>	 Number of cars not sold: <b>68 (63) +8%</b>	 Number of cars withdrawn: <b>2 (3) -33%</b>
 Total number of cars: <b>242 (230) +5%</b>	 Number sold: <b>174 (167) +4%</b>	 Percentage cars sold by number: <b>72% (73%)</b>
 Percentage of cars met or sold below low estimate: <b>75% (75%)</b>	 Percentage of cars sold not met ave of estimates: <b>88% (90%)</b>	 Percentage of cars sold met/exceeded top estimate: <b>3% (2%)</b>
 Average value of cars sold: <b>\$866,072</b> <b>(\$ 1,039,312)</b>	 Average year of cars offered: <b>1986 (1982)</b>	 Percentage of cars offered at No Reserve: <b>28% (31%)</b>

Top 12 Ferrari sales 2019, major auctions US and Europe. Dollar value conversion on the day

<div>1</div> <div>Monterey – Gooding. 1958 Ferrari 250 GT LWB California Spider <i>est. \$11m to \$13m</i> <b>\$9,905,000</b></div>	<div>2</div> <div>Monterey – RM. 1962 Ferrari 250 GT SWB Berlinetta <i>est. \$8m to \$10m</i> <b>\$8,145,000</b></div>	<div>3</div> <div>Scottsdale – Gooding. 1963 Ferrari 250 GT SWB <i>est. \$6m to \$8m</i> <b>\$7,595,000</b></div>
<div>4</div> <div>Monterey – Gooding. 1958 Ferrari 250 GT Series I Pinin Farina Cabriolet <i>est. \$7m to \$8m</i> <b>\$6,800,000</b></div>	<div>5</div> <div>Monterey – Gooding. 1975 Ferrari 312T <i>est. \$6m to \$8m</i> <b>\$6,000,000</b></div>	<div>6</div> <div>Monterey – Gooding. 1958 Ferrari 250 GT Tour de France Berlinetta <i>est. \$5.75m to \$6.5m</i> <b>\$5,890,000</b></div>
<div>7</div> <div>Paris – RM. 1987 Ferrari F40 LM <i>est. \$5.1m to \$6.25m</i> <b>\$5,485,370</b></div>	<div>8</div> <div>Scottsdale – Gooding. 1953 Ferrari 250 MM Spider <i>est. \$5.5m to \$6.5m</i> <b>\$ 5,395,000</b></div>	<div>9</div> <div>Monterey – Gooding. 1958 Ferrari 250 GT Tour de France Berlinetta <i>est. \$5.5m to \$6m</i> <b>\$ 5,100,000</b></div>
<div>10</div> <div>Monterey – Bonhams. 1951 Ferrari 340 America Coupé Speciale by Vignale <i>est. Refer Dept</i> <b>\$3,635,000</b></div>	<div>11</div> <div>Monterey – RM. 2006 Ferrari FXX <i>est. \$2.85m to \$3.25m</i> <b>\$3,525,000</b></div>	<div>12</div> <div>Scottsdale – RM. 1985 Ferrari 288 GTO <i>est. \$3.2m to \$3.6m</i> <b>\$3,360,000</b></div>
<div>Total: <b>\$70,835,370</b> <i>*2018, \$93,835,526</i></div>		
<div>Number of Ferraris: → sold over \$4m: <b>9 (2018: 5)</b> → offered with mid-estimate above \$4m: <b>16 (2018: 15)</b></div>		

Note: Estimates are intended to reflect eventual hammer price – final sales include buyer’s premium. \* 2018 figures include RM Sotheby’s \$48.4m Ferrari 250 GTO



# Arrivals and departures

As part of our ongoing development of K500 to reflect changing tastes in marques and models, three new additions to the Index have made their debuts last month. Expect more changes in 2020 to maintain *K500's position as the definitive guide* to the world of 500 carefully selected collectable cars.

## Ferrari 599 GTO

“The magic letters ‘GTO’ are back, though this time with no pretence of homologation or racing. When new, the fastest, most focused front-engined, naturally aspirated roadgoing V12 Ferrari ever”

Launched in April 2010, the 599 GTO was the third-ever Ferrari to bear that immortal three-letter suffix. Limited to no more than 599 examples (125 delivered to the US), the new 599 GTO was also the company's quickest. A test driver lapped the Fiorano circuit in just 1min 42sec, one second faster than an Enzo. The engine turned out just over 660bhp: enough for 0-62mph in under 3.3 seconds and a top speed of 208mph (335km/h).

Expect to find an accompanying first invoice with a long list of extras. Paperwork and all-important service records are vital. Low mileage, as always, is a plus, but beware tax implications on cars that are effectively ‘new’, with almost zero on the clock.



## Porsche 918 Spyder

The 918 Spyder that made its debut at the 2013 Frankfurt Motor Show was the natural successor to the Carrera GT. Instead of that car's 5.5-litre V10, the 918 Spyder had a 4.6-litre V8 boosted by two electric motors, giving it the equivalent of 882bhp (and safe and secure 4wd).

Production ran from May 2013 to May 2015. During this time, 918 examples were sold, compared with 499 LaFerraris and 375 McLaren P1s. Like all Porsches, the options list was extensive: look out for the Weissach package and some bespoke commissioning which, if tastefully done, will help your car stand out from the crowd.



“Perhaps not the pure and visceral drive that is the Carrera GT, but another race-derived, technical tour-de-force from Stuttgart (but less likely to kill you). Versus its predecessor, an iPhone compared to a face-to-face conversation”

## Ferrari LaFerrari

“Get beyond the self-indulgent name and experience 950bhp at 9,250rpm – insanely fast, yet in many ways as easy to drive as a 458. Quite possibly the final big-engined Ferrari hypercar”

The LaFerrari was launched in March 2013. Under the attractive composite bodywork sat a 6,262cc V12 producing 790bhp. The addition of an F1-spec, 160bhp KERS system motor boosted total power to 950bhp. Unlike its rivals from Porsche and McLaren, the two-wheel-drive LaFerrari's system works all the time, offering extraordinary performance without any need for further in-cockpit adjustment.

Just 499 coupés were produced (plus one sold for charity) from 2013 to 2016 and all first offered only to the company's top clients. In September 2016, a pre-sold Aperta (open) version was announced, with removable carbonfibre roof and many other small changes. Production closed in 2017 after 210 had been built: 200 regular cars, nine to celebrate Ferrari's 70th and one extra Aperta sold for charity.



## SO, FAREWELL TO...

We bid adieu to three elderly and distinguished members of the K500 Index and wish them a well-earned retirement: Chevrolet Bel Air Convertible; Maybach DS8; Delage D8.



# Why subscribe to K500?

*Answer:* because it's an essential toolkit for the serious collector

While we share a passion for owning and using our classic cars, in some ways our collections are no different from other investments. We need to track the value of our assets; decide when (and what) to buy and sell, and make these decisions based on both our passion – and our pockets.

Subscriber access to the K500 database gives you, among other things:

- The current value of each of the 500 top collector models
- Real-time trends in value, both for individual cars and as a market total
- A search function – by chassis number – to discover the sales history of a specific car
- Online tools to compare makes, models and sectors, both as a snapshot and over time
- The ability to create an online 'collection', allowing you to track its value – and receive an alert every time a similar model is sold at auction

Coming in 2020:

- Where the smart money will be going in 2020
- Brexit and its effect on the market

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K500 serves the needs of both the heart and the brain. Subscribers have access to expertly written and up-to-the-minute articles on world-class events and the best new books, to auction reports and expert opinions, but also to a full set of data-driven tools that support investment decisions.

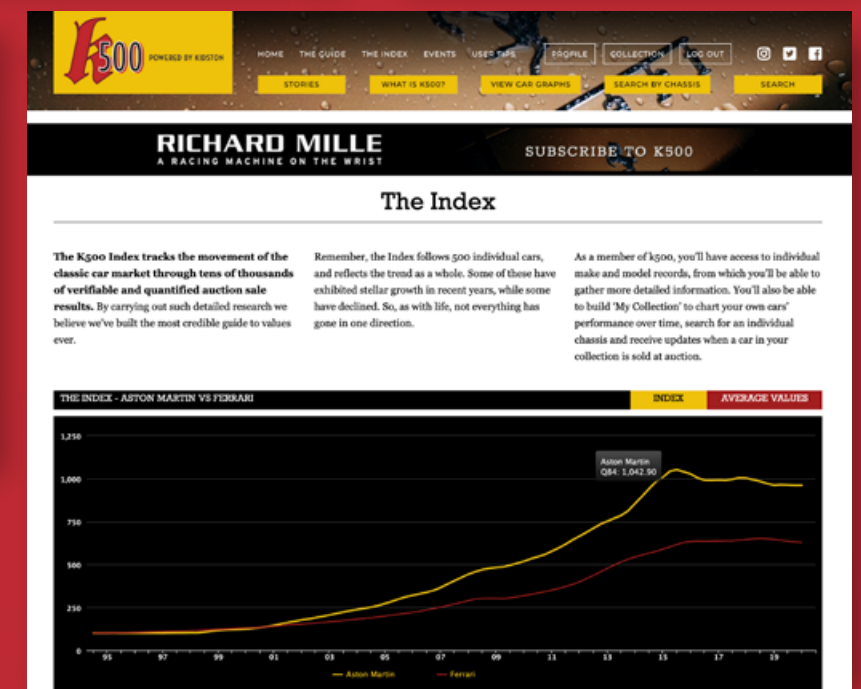
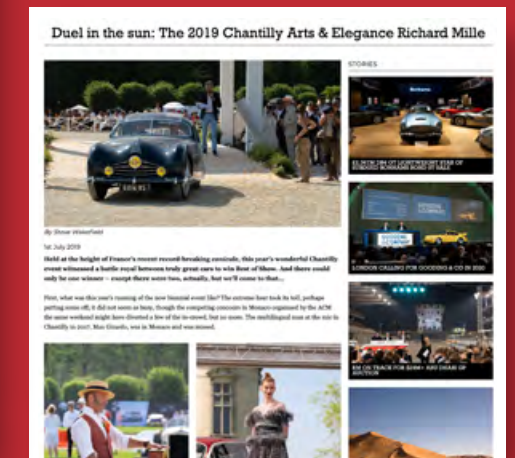
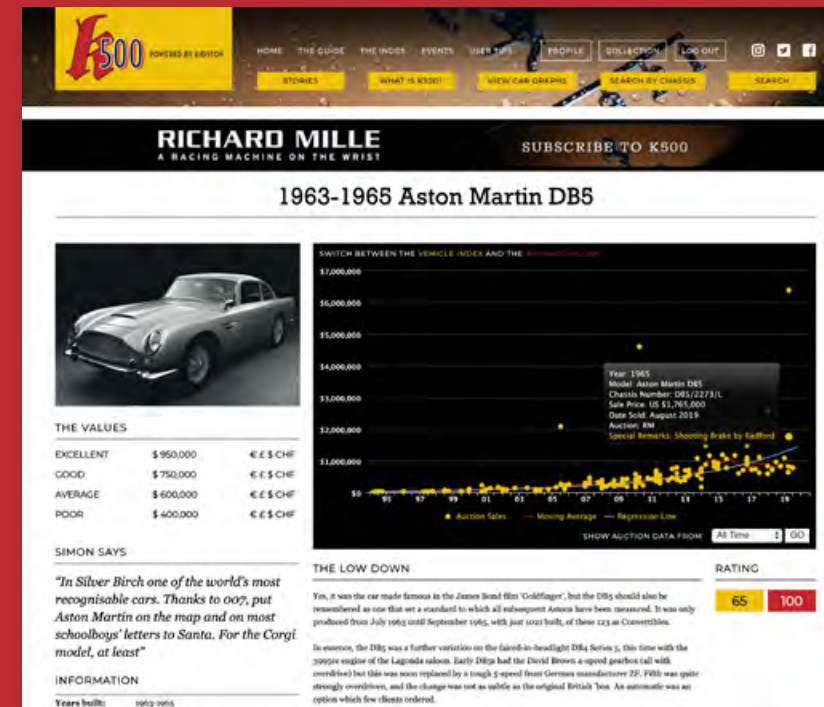
K500 is an essential financial toolkit. No other online guide gives anything like the extensive, up-to-date and independent market information of K500, tracking the real-time value of collector cars from 1994 to the present day. Live data is supplemented by expert commentary from Simon Kidston and other respected specialists, combining to help you invest, manage, and above all enjoy your collector cars.

“Indispensable – I’m hooked! But why aren’t you charging more for it?”

Gerhard Berger

“Undoubtably *the best source of information in the classic car arena*, a fun app to follow, with up-to-date auction and the latest vintage car news. It keeps me in the loop!”

**Laurence Graff O.B.E.**







**RICHARD MILLE**

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