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AUTO APPRAISAL GROUP™

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INSIDE

2
Howard Hughes' Cars
Highlight Barrett-
Jackson Auction

3
Interactive Bidding on
Speed Channel

3
AAG Appraises Million
Mile Mercedes

4
Aston Martin Expected
to Set New World
Record at RM Auction

5
Value Range Service

6
As Good As New?

7
AAG's Five Star Rating
System

8
New AAG Agents
Sought

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GROUP™**

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Auto Appraisal Group Launches Five Star Rating System

Auto Appraisal Group's Five Star Rating System now sets the highest standard for evaluating vehicle authenticity, restoration quality, road worthiness, and marketability. This newly launched service is a powerful tool for sellers and buyers alike and provides accurate, impartial information on condition and verification before a sale takes place.

Any car, truck, or motorcycle can be distinguished by the AAG Five Star Rating System. Before it is offered for sale, a certified AAG appraiser inspects the vehicle and checks for matching numbers and a rating of one to five stars is awarded. This inspection is unbiased, since AAG doesn't profit from the sale of any vehicle. The rating is based solely on condition at the time of inspection.

There are no bad collector cars, some are just in better condition than others. Likewise, a vehicle that is rated at fewer stars is not inferior to one with more stars. It simply indicates its condition. Some are excellent originals ready

for restoration while others have already been professionally restored. Some are daily drivers with regular repairs while others are extremely rare show winners.

Sellers know the true market for their vehicle before setting a price. They also have a competitive edge since an AAG star rating distinguishes their vehicle from the sea of others for sale. AAG's Five Star Rating System gives a discerning buyer the confidence to make a well-informed decision. Buyers can narrow down their choices by reviewing the evaluation of each vehicle and can select a vehicle that best meets their price and condition expectations.

For more than 30 years our appraisers have been in touch with the automotive market place. Today, as values continue to climb to all time highs, the need for condition verification is more important than ever. AAG's Five Star Rating System provides the crucial information sellers and buyers need.

More on Page 7

The Aviator Howard Hughes Highlights Upcoming Barrett-Jackson Auction

Aviation genius Howard Hughes will have an omnipresence at the 34th Annual Barrett-Jackson Classic Car Auction at Westworld in Scottsdale, Arizona when the movie car used in *The Aviator*, a possible Academy Award nominated film that documents Hughes' early life, is auctioned off at no reserve, while the car owned, customized, and driven by Hughes himself is on display to the public.

"This year's auction will combine the past and the present with two cars linked to Howard Hughes," said Craig Jackson, president of the Barrett-Jackson Auction Company. "Under one roof you will have the mystique of a movie car driven by present-day celebrity Leonardo DiCaprio and a customized classic car owned and driven by the aviation genius he portrays."

Crossing the auction block at the Scottsdale Auction will be a 1937 Ford Cabriolet Convertible, the documented movie car featured in *The Aviator*, starring Leonardo DiCaprio. The film is directed by Martin Scorsese.

Howard Hughes' 1953 Buick Roadmaster was purchased off the blocks at 7000 Romain, in Hollywood, California, where it had been sitting since he last drove the car. "My brother Brian actually went to get the car out of storage when our family purchased it," said Jackson. "It is a situation where if these walls could talk, because the history and stories attached to the car are legendary."

The Roadmaster, with only 5,339 miles, is pastel blue with a seafoam green top. The car is in top condition, with the original blue wool, broadcloth, and nylon interior and all appointments including carpets and the instruments along with the California license plate with the 1958 registration tags.



PHOTOGRAPH COURTESY OF BARRETT-JACKSON AUCTION

The 1937 Ford Cabriolet Convertible driven in The Aviator by Leonardo DiCaprio, who portrays Howard Hughes.

But that is not all that makes this car so interesting.

Hughes drove the Roadmaster while he stayed at the Beverly Hills Hotel, where he suffered his second nervous breakdown which amplified his strange behavior. Hughes' obsessive personality is evident with the alterations and additions to this personal car.

Much of the Roadmaster has been converted with aircraft electrical systems, including the air conditioning that runs completely on electricity and is fully operable when the engine is not running. Hughes, obsessed with germs, redesigned the system for air to flow through a dust trap and bacterial filter mounted in the trunk of the Roadmaster. The vent and heaters were removed and the firewall completely sealed. The air conditioning ducts were installed on the roof and the diffusers were changed to aircraft type. All windows except for the driver's are locked, sealed, and inoperative from the inside. The Roadmaster is where Hughes conducted many of his meetings to avoid being bugged or taped.

In addition to the car's typical 12-volt system, Hughes had a full 24-volt aircraft electrical system installed with a plug-in attachment under the trunk. Hughes would not disclose which airport or plane in his personal fleet he planned to use when traveling. The attachment gave him the ability to drive onto a tarmac and personally jumpstart his plane, thereby outsmarting his enemies and traveling undetected.

Hughes' categorical success has made him an American legend. This car is an example of the eccentricities in his personality that have made him one of the most fascinating individuals in American history.

His 1953 Buick Roadmaster will be on display at the Barrett-Jackson Auction in Scottsdale, Arizona and will be put up for sale at no reserve at the Barrett-Jackson Palm Beach Auction.

The Barrett-Jackson Classic and Collector Car Auction in Scottsdale is scheduled for January 25-30, 2005 with the annual gala taking place on the 25th. The Palm Beach Auction will run March 31 through April 3, 2005.

Speed Channel Inaugurates Interactive Experience with Barrett-Jackson Auction

So, how much would a restored '68 Chevy Camaro convertible with matching numbers go for at auction?

SPEED Channel has teamed with industry leader Proteus, Inc. to develop an interactive television experience for the network's January 2005 coverage of the 34th Annual Barrett-Jackson Classic Car Auction.

The interactive feature will allow viewers to make fantasy bids on the ultimate sales price of upcoming vehicles via wireless devices or Internet. Twenty-four cars will be featured during the broadcast, giving viewers an opportunity to guess the sales price prior to the car being auctioned off the block. Responses will be tabulated in real time and shown in the broadcast shortly after each car is sold.

The interactive telecast will provide viewers with a unique opportunity to compete against each other in real time with the auction and put them right in the middle of the action.

Viewers will be given some info about each car on-air, but can also register at SPEEDTV.com to get fact sheets to assist in making an educated fantasy bid. The list of cars and their descriptions are also available on barrett-jackson.com.

SPEED Channel coverage of Barrett-Jackson begins Thursday, January 27

Viewers will compete against each other in real time with the auction and be right in the middle of the action.

at 8 P.M. ET with four hours of live auction action from Scottsdale, Arizona. Coverage continues Friday, January 28 (5 P.M.–11 P.M. ET live), Saturday, January 29 (2 P.M.–9 P.M. ET live; 9–11 P.M. ET, additional coverage), and Sunday, January 30 (2–5 P.M. ET, live; 5–7 P.M. ET, additional coverage). The 24 hours of live coverage over four days increases SPEED's commitment to the Barrett-Jackson event by nearly 10 hours.

The 34th Annual Barrett-Jackson Auction is expected to draw record-breaking crowds and generate blockbuster car sales at Westworld in Scottsdale, Arizona from January 26–30. This year's banner event will include 900-plus collector cars offered at no reserve, an additional fifth auction day along with new activities, a luxury lifestyle pavilion, a host of celebrities, and much more.

AAG Chosen to Appraise Million Mile Mercedes

Zippo, the Million Mile Mercedes, owned by Luther Kissick, Col. USAF Ret., will be appraised by the Auto Appraisal Group. It takes a company like AAG to accurately appraise a vehicle with the unique history, extensive documentation, and collector appeal of this custom built 1955 Mercedes-Benz 220S. And in this case, high mileage – super high mileage – adds value to the car rather than detracting from it.

The car was purchased by Col. Kissick for his wife in 1955 while they were stationed in Japan with the United States Air Force. It was the first Mercedes delivered to Japan after World War II.

Zippo accompanied the Kissicks on tours of duty in many other countries. It was driven over 1,000,000 recorded miles on five different continents. It won the "Total Mileage Contest" sponsored by Mercedes-Benz Company for any gasoline version engine.

Zippo has always been fastidiously maintained and has undergone a recent full restoration. Col. Kissick has extensively documented the Mercedes and even written a history of the car.

Once the Mercedes has been appraised, the Kissicks will offer it for sale. It has been difficult decision to part with a fantastic car that has accompanied them on much of their life's journey, but they are confident that Zippo will write many new chapters of driving enjoyment with people who appreciate its exceptional worth and unique place in history.



Zippo, the Million Mile Mercedes, will be appraised by the Auto Appraisal Group.

Rare Aston Martin Expected to Set New World Record at RM Auction's Arizona Biltmore Sale

Historically Significant Kennedy Bubbletop Limo Shares Top Billing

RM Auctions once again brings significant cars with record-setting potential to the auction block at its 6th Annual Vintage Motor Cars in Arizona sale on January 28, 2005. Hosted at the magnificent Arizona Biltmore Resort in Scottsdale, this one-day auction is expected to generate spirited bidding, possibly eclipsing the excitement that produced last year's \$500,000 world record price paid for a 1948 Tucker Sedan.

One of the 2005 auction headlines is a 1962 Aston Martin DB4 GT Zagato Coupe. One of only 19 ever built, this particular car is the 1962 Brands Hatch race winner, driven by sports car legend Roy Salvadori, who three years earlier won the 24 Hours of LeMans in another Aston Martin with Carroll Shelby.

The most unique of the 19 built by Italian coachbuilder Zagato, this car has many

features specially requested by its original owner, including thicker gauge alloy panels, chromed brightwork, and glass in place of the traditional Perspex windows. It also sports a unique grille configuration and late DB4-style rear lights. Chassis #DB4 GT, Serial #0190/L has a pre-auction estimate of between \$2,500,000 and \$2,800,000.

Another of the auction's million dollar offerings is a 1953 Ferrari 250 MM Pinin Farina Competition Coupe. A fabulous ex-Franco Rol early V12 competition coupe complete with ACCUS and FIA papers, this car ranks among the world's finest vintages. In 1998, this stunning Ferrari completed the Mille Miglia Retrospective following a full restoration by a leading expert in the marque. Its auction estimate is \$1,100,000 to \$1,500,000.

RM is also honored to offer one of the most historically significant American cars ever sold at auction. Known as the Kennedy Bubbletop, this black 1962 Lincoln Continental Limousine was designed by Ford Motor Company's Advance Division and built in 1961 by Hess & Eisenhardt of Cincinnati, Ohio for use by U.S. President John F. Kennedy, the first lady, Mrs. Jacqueline Kennedy, world leaders and other visiting dignitaries.

Specially ordered for the presi-

dential fleet, the Kennedy Bubbletop is one of the rarest Lincoln Continental sedans in existence with its unique see-through top option. Although the car is not armored, it is designed with a transparent roof over the rear-seat compartment to protect its occupants from the elements and allow them to still be visible to the public. It also has a one-piece black plastic skin that can be attached over the bubbletop to transform the vehicle into a true closed limousine. Used by the White House from 1962 through early 1969, the Kennedy Bubbletop was the preferred transport of First Lady Jacqueline Kennedy. It also carried Pope Paul VI, President Lyndon Johnson, Vice Presidents Hubert Humphrey and Spiro Agnew, Philippine President Ferdinand Marcos, First Lady of Mexico Mrs. Lopes Mateos, and the Apollo 8 astronauts and their wives.

"This is undoubtedly the most historically significant car ever sold by RM," says Rob Myers of RM Auctions. "The Bubbletop might be the most important presidential car ever offered at auction. The list of dignitaries who have used it is extensive and we expect there will be considerable interest in this rare piece of American history." This rare presidential limo is expected to bring up to \$1,000,000.



PHOTOGRAPH COURTESY OF RM AUCTION

The sale of this extraordinary 1962 Aston Martin DB4 GT Zagato Coupe is expected to set a world record.

Value Range Service at AutoAppraisal.com

Tired of looking at price guide books and not being able to find your specific car or only finding a range so wide that it offers no real information?

For as little as \$25 you can order a current market value range for your car, truck, street rod, motorcycle, collector car, or other commercial or military vehicle. AAG's market value range service is specific to your vehicle and is based on the information you provide.

AAG utilizes all available resources to determine fair market value including current and previous sales results as well

as values of vehicles we have inspected over the past 15 years.

Since 1989 the Auto Appraisal Group has provided certified appraisals and evaluations for all types of vehicles. Insurance agents and adjusters, loan officers, leasing agents, financial advisors, philanthropists, divorce and estate attorneys, and courts of law have utilized AAG's expert services in claim settlements and legal matters.

Now you can use this resource to receive accurate information on your vehicle. Order your report today by visiting us at www.autoappraisal.com.



AAG Blimp Flies High Over Auctions and Shows

It's a bird, it's a plane... no, it's the AAG blimp!

If you're at an auto auction or swap meet and are looking for a prepurchase appraisal, look no further than the skies above. Chances are, the distinctive yellow AAG blimp will be flying directly above the Auto Appraisal Group's booth.

Agents will be on hand to expertly evaluate vehicles that are consigned to an auction or for sale in a car corral. An independent prepurchase appraisal enables both the seller and buyer to determine a current market-based value for the vehicle. The seller's job is made easier with documentation showing the vehicle is as represented and the buyer can be confident that he or she has not overlooked any of the vehicle's features or its potential to increase as an investment.

Check out www.autoappraisal.com for a list of upcoming events where the blimp will be flying high!



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As Good As New?

Diminished Value Claims Compensate for Accident Damage – Even When Properly Repaired

What is diminished value and how do I know when I am entitled to it?

Diminution of value happens when a vehicle is wrecked or damaged in an accident. The vehicle is then repaired or restored back to a roadworthy condition. The insurance company agrees to pay for the repairs. You have your car back, but it's just not the same.

To help you see what has happened to your car's value, let's take a trip to the local car dealership. You've decided to buy a used car. You know what make and model you're looking for and you find two of them sitting on the dealer's lot. You start to compare options, mileage, and features and find they are practically identical. As the sales person explains the features available on each car, you learn that one of the two cars was involved in an accident requiring substantial repairs. You are told that you can be assured that it is now good as new. But can you? Would you be willing to pay the same amount for a car that has been repaired?

In a recent study, 43% of the people surveyed would not buy a car that was in an accident. 42% said they would buy a car that has been in an accident but only if it was being sold for a large discount.

So what does that say about your car? Is it worth as much now that it's been repaired as it was prior to the accident damage? Insurance companies have been wrestling with this question by their claimants for many years. Does your insurance company pay for diminished value? Has your car diminished in value because of the repairs required by an accident? How do you know?

You don't, but we do. AAG is your local diminished value professional. We make it our business to know. We attend auto auctions

nationwide to gather information on cars sold that have sustained accident damage. We then compare the sale price of these damaged and repaired vehicles to the sale price of those that have not been in an accident. This use of comparables gives us a percentage of loss of value for each type of automobile. The results tell the story.

During a recent dealer survey conducted by AAG, we found that dealers diminished a car's value by 15% to 50% because it had been involved in an accident requiring significant repairs. Even though repairs have been made properly, there is a loss of value due to inherent diminished value. Should repairs be done poorly, and not up to industry standards, there may be additional repair-related diminished value.

What are some of the factors that cause diminished value? Some of these factors, but not all, are:

- Overall percentage of damage to the car versus its original value.
- Year, make, or model.
- Any frame damage.
- Use of non-OEM parts – which are parts that are not the original ones – placed on the car by the manufacturer.

What does this mean for you? The diminution of value is the difference between what your car was worth before the accident and after its repair. Let the Auto Appraisal Group help you determine your car's diminished value.

Visit the AAG Web site at www.autoappraisal.com to access our Diminished Value Range Form or to complete our Schedule an Appraisal Form. You can also call us today at 1-800-848-2886.



In a recent study, 43% of the people surveyed would not buy a car that was in an accident. 42% said they would buy a car that was in an accident but only if it was being sold at a large discount.

Auto Appraisal Group Launches Five Star Rating System

Continued from Page 1.

Auto Appraisal Group's Five Star Rating System takes the guesswork out of selling or buying any car, truck, or motorcycle. AAG provides a true measure of the authenticity, restoration quality, road worthiness, and marketability of each vehicle.

When buyers see an AAG star rating on a vehicle they can use that information to determine the qual-

ity of their potential investment. With a huge number of vehicles constantly on the market, sellers can be confident that serious buyers will focus on star-rated cars first, knowing that they will get their money's worth.

Vehicles are evaluated in the following areas, categories are averaged, and then an overall star rating is assigned.

INTERIOR	5★	Appears as new; no wear.
	4★	Shows minor wear.
	3★	Shows normal wear.
	2★	Shows excess wear.
	1★	Needs restoration or replacement.
EXTERIOR	5★	Shows as new; no chips or blemishes.
	4★	Shows very good; original or professional repaint.
	3★	Light bondo; repaint on good original.
	2★	Minor surface rust; bondo; color mismatch.
	1★	Rust; bondo; poor paint; pitted or broken chrome and brightwork; needs to be restored.
MECHANICAL	5★	Professionally detailed; very clean; no leaks; new hoses, belts, and wiring; maintenance records.
	4★	Detailed engine; clean; no leaks; rebuilt.
	3★	Not detailed; minor leaks; good wiring.
	2★	Runs but leaks; not dependable.
	1★	Not running.
AUTHENTICITY	5★	Original; correct; complete; with documentation; numbers match.
	4★	Original or correctly restored; shows little wear.
	3★	Correct but shows wear.
	2★	Mostly correct; numbers do not match; repainted correct color.
	1★	Incorrect or missing components; non-OEM parts, repainted wrong color.
MARKETABILITY	5★	Documented low mileage original or professional total restoration; limited production or noteworthy history; value increase for past 10 years.
	4★	Desirable original with documentation or above average restoration.
	3★	Original in good condition; amateur restoration or older professional restoration.
	2★	Needs some restoration; running; possibly drivable.
	1★	Needs complete restoration; not running or drivable.

AAG's Star Scale

AAG's star rating system is an accurate, impartial evaluation of a vehicle's market value. A rating of fewer stars does not mean a vehicle is inferior to one with more stars; it simply reflects the vehicle's current condition.



Show quality. Award winner. Professionally restored. Could be a very limited use original car in excellent condition. Has historical significance and highest quality of craftsmanship. Mostly trailered.



Above average for year and model or original vehicle. Good amateur restoration shows only minor flaws in paint and trim. Garage kept. Limited driver.



Roadworthy, older restoration or partially restored. Shows some wear. Garage kept. Driven periodically.



Needs cosmetic and mechanical restoration to be a dependable, roadworthy vehicle.



Unrestored. Needs restoration. Worthy of time and attention. Can be restored with professional skills.



AUTO APPRAISAL GROUP™

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Charlottesville, VA 22906

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New AAG Agents Sought for Expanding Appraisal Market

The Auto Appraisal Group is currently seeking agent candidates in the following metro areas:

- Birmingham, AL
- Little Rock, AR
- Austin, TX
- Bakersfield, CA
- Los Angeles, CA
- San Francisco, CA
- Colorado Springs, CO
- Denver, CO
- Washington DC
- Daytona Beach, FL
- Jacksonville, FL
- Des Moines, IA
- New Orleans, LA
- Grand Rapids, MI
- Wilmington, NC
- Omaha, NE
- Albuquerque, NM
- Buffalo, NY
- Long Island, NY
- Rochester, NY
- Oklahoma City, OK
- Portland, OR
- Providence, RI
- Charleston, SC
- Nashville, TN
- Amarillo, TX
- Austin, TX
- El Paso, TX
- Norfolk, VA
- Milwaukee, WI



Candidates should have experience with special interest vehicles or a particular interest in some aspect of the industry. Investment required. Training provided. Send résumé and qualifications to:

Auto Appraisal Group
P.O. Box 7034
Charlottesville, VA 22906
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