



“For What It’s Worth”™

Collector Car Value Trends

With all but one of the Arizona auctions reporting total auction sales higher than last year, what does that mean for the average collector? More vehicles crossed the blocks so sellers continue to see the auction as a viable option for moving their inventory. More money was spent so buyers continue to see auctions as a good source for filling their stables.

What are buyers looking for when they decide to buy? Condition, correctness, speed, power and documentation are all important factors. Autos being offered for sale with documentation are by far the most desirable autos out there. When buying or selling you want to know “Who restored or built it, what was done, when was it done and where was it done?” This is the recurrent theme for great auto values. Documented autos are bringing 30% to 50% higher values than undocumented autos. Autos with good documentation are very hard to find. Good autos are documented by who, what, when and where. Autos with a lot of unanswered questions are harder to sell and don’t have the potential to bring as much money.

Always document your automobile with a professional. Keep service records and restoration receipts. Keep the old original parts and paperwork. Keep build sheets, window stickers, and sales brochures. If you need to have your auto documented, give us a call to set up an appointment. An auto appraisal becomes part of your vehicle’s history as well as documenting its current condition and value.

While sales records are continuing to be set, you may be surprised to hear which types of vehicles, besides Ferrari’s, are setting the trends. **Come to our “Value Trends Seminar” at the AACA Annual Meeting in Philadelphia on February 13th, this weekend, to review auction sales and identify trends for the coming year.**

Do What You Love, Love What You Do!



Next AAG Certification Class
March 25—28, 2015
Fort Lauderdale, Florida

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LIMITED SPACE AVAILABLE

What AAG agents are saying:

I joined AAG over 20 years ago and found it to be interesting and fun work. I was involved in the LeMay collection appraisal, have seen rare pieces of racing history up close and met some of the finest and most interesting collectors in the country.

I was impressed with the thoroughness, volume and breadth of information in the class. It was clear to me that AAG is the industry leader and they far exceed what other companies are capable of offering.



1929 Pierce Arrow Model 125 Touring Car from the Harold LeMay Collection

AAG’s Founder, Larry Batton, was recently interviewed while at the AACA Museum in Hershey, Pennsylvania for an episode for a television series entitled “[Strange Inheritance](#)”. The show is running on the Fox Business News channel. This episode, which features the LeMay Auto Collection of over 3000 Cars, will include some details about AAG’s appraisal of the automobiles for the estate. The project took 6 months to complete and utilized the skills and manpower of AAG’s agents from across the country.

Harold LeMay was a true saver of collector cars and it was an honor to help his family identify and inventory his vast collection of automobiles. We hope that you will have an opportunity to visit the [LeMay Family Collection](#) if you are ever in the Tacoma Washington area.

Need a speaker for your club meeting?

AAG agents are available to share a portion of our “Value Trends” or “LeMay Appraisal” presentations at a local club or museum event. Call us for more information today.

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