



"For What It's Worth"TM

Are collector cars a good investment?

When I started my first job in the auto industry over 40 years ago, the average price of a new vehicle was \$2,300 to \$3,000. Today many new car models start at \$28,000 and some of those new cars that I sold in the 60's are now worth 6 figures. The most important question when purchasing a vehicle is still; what kind of car do you like? Sporty? Fast? Unique? Original? Restored? Documented? Different things are important to different people.

We can't predict the future but some of these attributes can indicate a potential to increase in value. Here are some of my picks for cars with the potential to see a reasonable increase in the future:

- 1967-1972 Aston Martin DBS Coupe
- 1961-1968 Amphicar
- 1994 Bentley Turbo R Sedan
- 1956-1959 BMW 503
- 1953-1954 Packard Caribbean Convertible
- 1966-1972 Oldsmobile 442 W30 Coupe
- 1958-1962 Mercedes-Benz 300D Convertible
- 1964-1967 Lincoln Continental 4-Door Convertible
- 1961-1964 Jaguar XK-E SI Convertible

Remember that with real estate it's location, location, location; with old cars it's condition, condition, condition. In the last several years we have seen a steady increase in our [pre-purchase inspection service](#). Our clients know the importance of having vehicles independently inspected before making the decision to buy because cars are a whole lot easier to buy than to sell. Whether you're buying for love or money, AAG can help.

Watch for more of my picks in future issues. We wish you and yours a joyful holiday season and many blessings in the coming year! As always, happy motoring and stay safe.

Larry Batton, AAG Founder



Who is going to work on your "new" old car?

All cars require maintenance and repair. Whether it's your daily driver or your collector car, it's going to need a little TLC from time to time. When you are making a buying decision about a "new" old car, don't forget to consider who's going to work on it for you. **We often tell our clients that old cars are like old people, what works this week may not work next week.**

You may be one of those guys who likes to do your own oil changes, adjustments and even repairs. Unfortunately, everyone isn't like that. Everyone likes driving them but not everyone enjoys fixing them. Depending on your old car of choice, you will probably want to take it to a shop that has experience with that make and model. Otherwise you will end up hearing a lot of "I don't know if that's right. It could be, but I'm not sure."

If you already have a qualified mechanic, you might want to take your condition report and photos in and let him take a look at it before you purchase. We like to remind our prepurchase clients that the only guarantee we can give them if they decide to purchase is: **You're going to put money into your "new" old car. How much, we don't know.**

CLIENT TESTIMONIAL: "Just want to thank you for supplying such a great inspector to inspect a car for me last month in Texas, I have dealt with a lot of inspectors over the last 6 months and he is by far the best. It is very daunting purchasing a vehicle from another country sight unseen, your agent gives you confidence in his work, approach, knowledge and communication. It felt like a friend/mate inspecting the car for me. As a result I have passed your details onto a few of my friends and work colleagues who are also looking to purchase a car from the USA."

- Kevin S, 1970 Plymouth Barracuda

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