

Report by Geoff Archer  
Market opinions in italics

**S**exy and Italian often go hand in hand. This month we bring you some of Italy's finest creations. And also Annie Rivieccio, a woman with far more grunt than her Ferrari.

*Condition inferred from seller's descriptions; cars were not physically examined by the author. sf=seller's feedback; bf=buyer's feedback*



**#2600205279-1966 GHIA 1500 GT coupe.** S/N N8155359. Metallic blue/navy. 9 photos. Fountain Valley, CA. "Supposedly around 900 were built," based on a Fiat 1500. "With some easy detailing and minor work, you could have a car that will stand out at any show." Very complete, in need of a total restoration. "Delivery to anywhere in S. Calif. for \$100." 7



bids, sf242, bf229. Cond: 4. **SOLD AT \$6,900.** Here is a seller who plainly states "missing 3 hubcaps" instead of the more positive "1 hubcap included." Low shipping quote implies ownership of a tow vehicle. Great lines on the car would have shown better nearly anywhere other than this cramped workshop parking lot. A better presentation could have pulled a few thousand more.

**#1600396101-1967 FERRARI 330 GTC coupe.** S/N 10727. Bordeaux/black leather. Odo: 68,787 miles. 40 photos. San Rafael, CA. Bought 4 years ago from Fantasy Junction. 25 prior years with one NorCal owner. "Excellent condition throughout with a very strong engine, perfect transmission, nice brightwork, new MXW tires, original interior, and an excellent body & paint. It's a pleasure to drive and



comes with books, partial tools, and all service records." Interior lightly worn and faded. One 3/8-in rust bubble under the paint. Borraris need refinishing. Small oil drips. 26 bids, sf 2, bf 209. Cond: 3-. **SOLD AT \$133,100.** Nice to have such a simple and complete life story. Parsimony coupled with recent classic Ferrari appreciation seems to have pushed bidding to a level expected for a nicer #3 car. Well sold... but the buyer may regret it in six months.

**#1500376840-1967 LANCIA FULVIA coupe.** S/N 818330003935. Blue/red leather. Odo: 44,441 km. 24 photos. Chadron, NE. Bought in Italy by an American G.I., imported to the U.S. in 1982. 6,000 km on new engine installed in 1987. Four year old paint "good but not quite show quality." Two pinholes of rust under mats, rear calipers seized. No high beams. Bumpers included. "The car runs and



drives exceptionally well." 11 bids, sf 477, bf 20. Cond: 3-. **SOLD AT \$3,975.** "Selling this car because my interests have changed and I will be loosing money." You got that right. In this case the seller's framing of the situation backfired: Trying to make it seem like a bargain probably made it seem unwanted. The car was likely nice enough for double this selling price.

**#4633458380-1972 FERRARI 246 GT Dino coupe.** S/N 03086. Red/tan. Odo: 44,878 miles. 11 photos. Seattle, WA. "This DINO is in excellent condition and ready to drive or become part of a collection. It clearly exhibits the sleek and extroverted, delicate and robust characteristics today that it did in 1972!"



Original Becker stereo, books, and bill of sale. Recent service by Ferrari of Seattle. Sales includes photos of a "restoration" otherwise not described. 29 bids, sf 34, bf 8. Cond: 2. **SOLD AT \$92,601.** Seller quotes 37% appreciation over the last two years. SCM says 43% in just the most recent one. In any case, it looks like a deal by about \$20k, more so by the time you read this. Makes me wonder why everybody doesn't just buy and hold a Dino.

**#2700321357-1976 LAMBORGHINI URRACO P300 coupe.** S/N 20240. Orange/tan. Odo: 34,341 miles. 12 photos. Seattle, WA. Cosmetically, "quite good with only minor flaws from ten foot it looks like new." Mechanically "spot on" with a "comprehensive service history" and ownership record. "The car has been dealer serviced and has recently



had some electrical issues and the exhaust replaced." 12 bids, sf 131, bf 44. Cond: 3. **SOLD AT \$28,100.** If a Urraco looked great, it would be in orange. Fair price for both parties. If the buyer had a thorough mechanical inspection, this price will continue to seem fair for a couple of months.

**#1900432130-1985 FERRARI 308 GTB coupe.** S/N ZFFUA12A0F0056945. Black/black. Odo: 85,285 miles. 23 photos (three of which are terrifying). Dallas, GA. "You



will never appreciate how clean this 308 is until you cast your eyes upon it in person." Recent a/c service and \$3,200 belt service. "Absolutely no drips or leaks whatsoever." Driver's window motor is slow. Car cover, tool roll and spare tire included. 16 bids, sf 215, bf 0. Cond: 3+. **SOLD AT \$25,100.** Many possible visitors might have been, um, intimidated by the flexing, flesh-colored bikini and fishnet of "professional bodybuilder" and 3rd-place Ms. Olympia, Annie Riveccio. The seller chose not to publish the Q&A resulting from over 90k pageviews. More of a gargoyle than a hood ornament, Annie's gatekeeping ironically resulted in a 10% discount to market.

#2300262492-1987 **FERRARI TESTAROSSA targa.** S/N ZFFSG17A4H0069005. Fly Yellow/yellow & black ostrich. Odo: 19,350 miles. 22 photos. Wildwood, MO. "This car is beautiful with no flaws. Drives wonderful." Removable targa top. Interior is hysterically garish with black ostrich seats and a yellow



dash, door panels, and gauge binnacle. Recent clutch. 2 bids, sf 21, bf 51. Cond: 2. **SOLD AT \$55,000.** Bought by a dealer. This is #3 money for what might be a #2 car. It probably had something to do with seller's lack of a poker face: "I must sell this car this week so the reserve is quite low for a car of this caliber."

#1300362528-1991 **LANCIA DELTA INTEGRALE hatchback.** S/N ZLA831AB000532473. Red/gray velour. Odo: 80,000 miles. 6 photos. Milton, Ontario CAN. 3rd owner imported from Italy to Toronto area where it is titled. 0-60 in 5.5 seconds, care of a 200-hp 16-valve four driving all four wheels, WRC-style. "Nice and shiny" full repaint. "Just went for a full tune up last month, new tires, brakes, needs nothing." 36 bids, sf 0, bf 0.



Cond: 3. **SOLD AT \$10,850.** It will be another nine years before this car hits 25 years old and can be legally imported into the U.S. for road use. Relatively easy to find in Europe, it just wouldn't be worth it to put this one "on ice" in a Canadian self-storage locker until then. Price was market, though the market is about 3,000 miles east of the transaction.

#1800267884-1995 **FERRARI 456 GT 2+2.** S/N ZFFSP44A1S0099978. Metallic blue/tan. Odo: 28,490 miles. 23 photos. Auburn, NH. "Stored in a heated garage and has been fully serviced (including the major service replacing the timing belt and the water



pump)." Purportedly clean and excellent driving. 35 bids, sf 314, bf 315. Cond: 3. **SOLD AT \$52,400.** Wouldn't it be cool if you could train eBay to call your cell phone whenever there is a nice blue #3 Ferrari selling for #4 money? Until then we'll just have to be more alert. I can't see any good reason for this four-figure discount. Well bought.

#2700349741-2006 **MASERATI COUPE GT coupe.** S/N N/A. Grigio Touring Silver/black leather. Odo: 68 miles. 42 photos. Plano, TX. Sixty eight miles on a (technically) used car. "No signs of any previous body damage or accidents and has a clean CARFAX report. You will receive 2 remote keys with all owners' books." Remainder of 4/50 warranty in effect. 1 bid closed with Buy-It-Now option, sf



107, bf 167. Cond: 1. **SOLD AT \$66,000.** Not knowing what delivery miles were on the car, we can calculate that sampling this Maser cost the first owner at least \$300 per mile. Unlike sending an Italian meal back to the chef, being finicky with new cars will hit you right in the wallet. Maybe that billfold was so fat the seller didn't notice the \$20,000 that fell out... Well bought. ♦

# Fresh Meat

Online sales of recent production cars.

## 2007 AUDI S8



**Date sold:** 10/22/2006  
**Sale location:** eBay Motors #290040771643  
**Details:** New, 28 miles. Brilliant Black over light gray. 450-hp 5.2-L V10. Premium Package and B&O sound system. On the ground early November.  
**Sale result:** \$104,220, 1 bid  
**Seller's feedback:** 27  
**Buyer's feedback:** private  
**MSRP:** \$92,000  
**Other current offering:** Autosport USA, Pompano Beach, FL, 954.590.1300, www.autosportusa.net, asking \$110,010 for an all-black, all-options car.

## 2007 MERCEDES-BENZ CLS 63 AMG



**Date sold:** 11/01/2006  
**Sale location:** eBay Motors #200040470419  
**Details:** New, 275 miles. In stock. Pearl White over charcoal. 507 hp, 475 ft-lb of torque. Options include Parktronic, Distronic, Premium package, and SMG.  
**Sale result:** \$96,000, 14 bids  
**Seller's feedback:** 9  
**Buyer's feedback:** 52  
**MSRP:** \$103,965  
**Other current offering:** Mercedes-Benz of Augusta, Augusta, GA, 866.372.5493, asking \$113,455 for a new black/black car with 10 miles.

## 2007 FERRARI 599 GTB



**Date sold:** 10/20/2006  
**Sale location:** eBay Motors #160040507048  
**Details:** Exotic Cars of Caesar's Palace says, "You are bidding an amount OVER MSRP for a very early Ferrari 599. This car is spec'd red with tan interior and is a heavily optioned car." S/N and delivery date N/A.  
**Sale result:** \$160,100, 3 bids  
**Seller's feedback:** 8  
**Buyer's feedback:** 14  
**MSRP:** \$370,000  
**Other current offering:** None ♦