



Preferred Customers

Our 'Preferred Customers' are the reason for our success!
Is it the Parts Price Discount? Is it No Shipping Charges? Tasty Beverage in our 'PC' Lounge? Free use of the Lift in our Service Shop?
Whatever the reason, we are grateful for all the support!!

What if the mid-engine Corvette is really a Cadillac?



<http://www.autoblog.com/2016/06/28/mid-engine-corvette-is-cadillac-theory/>

OR.....

Sources: Mid-engine Corvette due in 2019

Sales in Review

August was a 'Great' month, with an 85% increase in commercial sales, a 'Fantastic' 36% increase in retail sales over last year and the sale of 3 Corvettes.

August 18th/19th set the record for us for 2 day back to back sales with \$6.6K retail and \$4.2K commercial sales.

It looks like the Concentrated focus on our commercial customers, eCommerce store and eBay store, along with the continued retail growth will make 2016 a record year.

Feature Corvettes in our Showroom



2007 Indy Pace Car

#74 of 500 built with all Documents and Memorabilia
Atomic Orange metallic exterior with gold ribbon stripes
Black leather interior with Indy 500 embroidery and orange trim
Black convertible power top
6.0LV8 400hp
3 LT package



<http://www.detroitnews.com/story/business/autos/general-motors/2016/08/04/sources-mid-engine-corvette-due/88054852/>

How Does GM Improve the C7 Corvette?



<http://www.torquenews.com/106/how-does-gm-improve-c7-corvette>

The Marketplace

The collector car market still seems to be off 30-40%, with no indication it will improve any time soon. This is a great time to find bargains in a 'Buyers Market'. As always, it is more important to be realistic with regard to condition. It's extremely important that you do not over represent the condition of the car, whether you are buying or selling.

Note: We base our 'Marketplace' on Corvettes that have actually 'SOLD', not the many cars that

Z51 suspension
 performance package
 6 speed transmission
 B&B Exhaust
 Navigation system/On
 Star
 Bose audio system
 AM/FM stereo
 w/CD/MP3
 Leather wrapped
 steering wheel
 \$1000 package
 SpeedLingerie® set
 with color coordinating
 "Super Bra" --
 nose/rear deck/mirror
 covers
 Hood and trunk lid
 Corvette logo liners
 Fully loaded Official
 Pace Car
 Always garaged - non
 smokers
 7312 miles

Asking \$37,900 OBO



2008 Coupe

Victory Red with
 Cashmere Leather
 Interior

- 2LT Preferred equipment Group
- Dual Power Seats
- AM/FM/Stereo Radio with CD Player
- LS3/6 Speed 'Paddle Shift' Auto
- Active Handling
- Dual Mode Exhaust
- Chrome Aluminum Wheels
- only 16,958 Miles!
-

are advertised month after month at unrealistic high prices.

We see it all the time, we get a call from a prospective buyer. They are looking at a 'nice' C5 (for example), advertised online. The owner is "asking" \$24K for his 2002 Coupe with 50K miles. While you can buy a 'nice' '08 for that kind of money, you can't fault the seller. He has had this car for years, probably paid \$30-\$40K for the car years ago and wants to sell this car in order to purchase a newer one, possibly a Corvette. The issue is; He is basing his 'selling' price on other Corvettes similar to his, that he has seen on the internet or in other forms of advertising listed for unrealistic prices. 90 days from now, you can see the same cars, still listed and not sold. Patience is the issue: You can run out, buy the first car you see and find out later you are out \$\$'s, or take your time, search all the options and find the right car at the 'right' price.

By The Generations

C7 2014-

More early C7's are showing up for sale, with some Coupes selling in the low 40's, and Convertibles selling in the mid 40's and excellent Z51's selling for below \$50K. Local dealers have a much greater inventory, and the Corvette plant is producing 2017 models. Production time on 'Sold Orders' is still strained, but wait times are significantly decreased. More used Z06's, with extremely low miles are hitting the market and they can be bought below new MSRP.

Many new Z06 owners, uncomfortable with the 'aggressive' power and handling, especially the Z07's Cup Tires are switching to the Michelin Pilot Sport EMT's as a replacement and that has completely stripped the market, with 'literally' no product available nationwide.

C6 2005-13

Basically unchanged with many C6 owners trying to sell their Corvettes privately, due to the strong C7 market. This results in a huge surplus of inventory, causing a constant

- Asking: \$34,999 OBO



1966 Convertible

- Nassau Blue/White Interior
- White Convertible Top
- 'Soft-Ray' Tinted Windshield
- AM/FM Radio
- 327 4-Speed
- Custom Wheels
- Side Exhaust
-

\$52,900 OBO



1978 Indy Pace Car

- #3401 of 6502
- L48/Automatic
- TurboCharged
- Power Windows
- Door Locks
- Factory Air Conditioning
- Glass Roof Panels
- 27,339 'Original' Miles

Asking: \$18,900 OBO



drop in price in a 'Buyers Market'. Many early C6 Coupes (2005-07) have been sold in the high teens, convertibles in the low twenties, and the later cars, (2008-10's), selling in the mid to high 20's for coupes and low 30's for convertibles. Z06/ZR1 models do demand higher prices, but these are dropping as well, with 2008 Z06's selling in the mid to high 20's to low 30's and excellent 2010-13 ZR1's to be found in the high 40's to low \$50's

C5 1997-2004

Also unchanged and following the C6's lead, C5 prices continue to soften, making them one of the best performance bargains available. We have seen several early (1997-99) coupes sold well under \$10K, while 'Exceptional' later model C5's with extremely low mileage (under 15K), seem to be holding their own, at low to mid teens. Several low mileage Z06's have sold in the \$10-\$12K range at auction.

C4 1984-96

C4 pricing remains stagnant, with no indication it will improve any time soon. While the pricing is dictated by the lack of many repair parts, many low mile C4's can be purchased at bargain prices and are excellent values for a driver Corvette. 1984's to '88's are selling in the \$1200-\$3000 range, while '1989-94's can be bought well under the \$6K mark. It takes a significantly nice, low mile '95-96 to break the \$10K barrier.

C3 1968-82

C3's seem to be holding their own, with 'Steel Bumper' cars, (1968-72), always demanding the strongest prices. Many excellent '68-'72's can be found in the high teens to mid/high \$20's for convertibles and mid to high teens for Coupes. Late models, '73-82's, are anywhere from \$3500-\$6500 for cars needing TLC, to \$8-10K for cars needing little in the way of restoration. While the earlier ('73-75) convertibles bring a premium, coupes are more plentiful and available at lower prices.

C2 1963-67

1977 Coupe

- L48/Auto
- Black w/ Black Cloth/Leather Interior
- PS,PB,PW
- Factory AC
- Tilt/Telescopic wheel
- Cruise Control
- Chrome Wheels/Radial Tires
- Sport Mirrors
- Luggage Rack
-
- 39966 Miles

\$9,999 OBO

Extended Warranties

Our 'Extended Warranty' program has been very well received.

Excellent Coverage, as well as very competitive rates, have helped with sales.

Extended Warranties are available for just about any year Corvette. While the older cars can get 'Power Train' only, the newer ones have 'Ultimate Plus' Coverage available, which covers virtually all major components. These warranties are also available for almost all vehicle makes and models.

Call for price and availability!!

The Club Room

Corvette Arizona has 'The Club Room' available for small

While C2's always seem to command fairly high prices, it is still a 'Buyers Market'. While only a few examples, primarily One of One's or 'Special's are bringing north of \$100K, the majority are selling for significantly less, many far less than their restoration cost(s). Many excellent C2 models are being passed by in favor of C7's, which can be purchased for about the same prices, with far greater value in terms of comfort, driveability and everyday use.

C1 1953-62

Not much change in the past couple of months. many C1's that start/run/drive, sell in the mid teens to lower \$20's, respectable 'drivers' selling in the high \$20's mid to upper \$30's and excellent examples selling in the low to mid \$40's. BOR Corvettes seem to be selling at half of the restoration cost.

The 'HKNML'

The Howard Katz 'Not Memorial' Library

We are trying to build a 'complete' set of GM Shop/Service Manuals and Assembly Manuals for the HK'NM'L.

We have had several Service/Shop Manuals donated to the store, but we need lots more.

If you have any old Shop/Service Manuals, you no longer have use for, let us know.

'JWYTYHSE'!!

Moose Lives Matter!! The moose was cited for Excessive Speed, Following Too Close and Breaking and Entering!

groups, clubs and organizations to use.

This room seats 'up to' 45 and has a TV/DVD available for videos and entertainment.

Contact us for more info;

Info@CorvetteArizona.com

Service Shop

Keep in mind, Corvette Arizona has a vehicle lift and compressor available in our service shop.

While we do not do service or repair, our shop is available to our Preferred Customers to use at 'No Charge' for minor repairs, installations and inspections.

We are 'NOT' able to do oil/fluid changes, due to the permits/license required to dispose of waste oil/antifreeze.

Call ahead to book time on the lift as required.

Gift Cards



Gift Cards are available at Corvette Arizona!!

These cards can be purchased in any amount requested and are great for gifts or any 'Special' occasion!

For more information, Contact us at:

Sales@CorvetteArizona.com



Consignment Store

Corvette Arizona has a 'Consignment Store', both online and in our store.

Contact us if you have any parts and accessories you wish to consign.

We have information, for rates/times, etc. and advertising available.
Contact:

Sales@CorvetteArizona.com

Reminds me of that Beatles song....You know the one....from Abbey Road!



Monthly Quote

Suppose you
were a member
of Congress.
And suppose you
were an idiot.
But I repeat
myself.

- Mark Twain

That's nothing...You should have see the line

to get tickets!!



Ich interessiere mich nicht, wenn Sie ein behindertes Teller tun haben ... Sie hier nicht parken können !!



Bad's Bits

Every six months or so we have to address the issue of pricing. We hear, from time to time, "Prices are too high"! Usually, this comes from someone who hasn't purchased anything in a while, unaware of market pricing, or, simply unable to afford something they want to purchase.

While pricing is important, it isn't the only consideration. Freight charges, availability, back orders and simple 'out of stocks' or shipping

times, all affect the issue. Corvette Arizona has solved the pricing Issue(s) through our 'Preferred Customer' Program.

First, we have to remind everyone that we have 'Vendor Agreements' with all our vendors that require us to advertise all our inventory and available parts and accessories at 'Retail' or Catalog Prices.

We can actually 'sell' parts at whatever pricing we choose, but we still have to advertise at 'Retail'.

Second, our 'Preferred Customer' pricing is based on a % on cost, not a % off retail. Preferred Customers are charged on a tiered pricing scale, based on their purchase history.

Here is an example: One of our popular items is a HD 3 Layer Tailored Car Cover.

This cover has a 'Retail' price of \$149.99. Anyone buying one from an online vendor like eBay, Amazon or one of the Corvette suppliers would pay \$149.99, plus freight. Shipping for this cover would average about \$23.00 for a total of \$172.99.

Shipped from out of state, there would be no sales tax. Ordered on a 'Free Shipping' special would (obviously) make the net price \$149.99.

We 'advertise' this cover at \$149.99. Our OTC price in the store is \$129.99, and, like our Preferred Customers, we do not add on freight charges. The tiered pricing levels (E thru A) would run \$123.99 for PC/E to \$99.99 for PC/A, again without any freight charges. As with all our 'in-store' purchases, we have to charge tax, which in this case, for PC/A, would be \$7.94, making a total cost to the customer(s), \$107.94, 42.05 less than the 'online' pricing.

While this is just an example, and our discounts are based on cost not retail. there are lots of variations, but we always try to be as competitive as we possibly can. Keep in mind, we have car covers 'starting' at \$39.99

Once again, we have to thank our 'Preferred Customers' and the members of the Corvette Community for your support.

Stay tuned!

As always, we will buy American products whenever possible!

Until next time.....

'Save the Wave'

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