



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!!

Brock Yates, legendary

automotive journalist dies at '82



<http://www.autoblog.com/2016/10/06/brock-yates-dies-alzheimers-82/?icid=autoblog|trend|brock-yates-passes-away-at-82>

GM prepares for C8 Corvette with 'LT5' trademark filing

Sales in Review

September was another 'Great' month, with an 64% increase in commercial sales, a modest 6% increase in retail sales over last year.

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
Z51 suspension performance package
6 speed transmission
B&B Exhaust



http://www.motorauthority.com/news/1106354_gm-prepares-for-c8-corvette-with-lt5-trademark-filing

GM Recalling All 2014-2017 Corvettes For Air Bag Software Defect!



<http://www.corvetteblogger.com/2016/09/09/recall-gm-recalling-2014-2017-corvettes-air-bag-software-defect/>

C7 ZR1 info:



<http://www.autoblog.com/2016/08/10/2018-chevrolet-corvette-zr1-details/#slide-4221232>

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!
-
- Asking: \$34,999 OBO

The Marketplace

Virtually unchanged from the previous month(s), 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 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-

With many 2017's hitting the market, 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 at a record pace. Production time



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



1977 Coupe

- L48/Auto

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 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

- 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 groups, clubs and organizations to use.

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 a lower prices.

C2 1963-67

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.

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

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

'JWYTYHSE'!!

I think the Flared Wheel Wells and the Side Exhaust is a nice touch!



Yes, as a matter of fact, that is a '63 SWC!



Can't figure out why it only gets 7 MPG?!

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

Monthly Quote

Our flag honors those who have fought to protect it, and is a reminder of the sacrifice of our nation's founders and heroes.

As the ultimate icon of America's storied history, the Stars and Stripes represents the very best of this nation.

Joe Barton



2 more trips to Michaels and another case of SuperGlue and it will be done!!



Bad's Bits

Over the past year, we have seen a tremendous increase in our Commercial sales. Often, when we say this to many of our customers, we get a kind of blank look or the usual question: "What do you mean, Commercial Customers"?

Well, for starters, not everyone works on their own Corvette. Many Corvette owners, when they need service and repairs, take their cars to their local dealership or a smaller repair facility. It doesn't take long for them to realize that most repair shops, and especially, GM dealerships, have limited access to Corvette repair parts, especially for the older generations, other than ordering them from some of our vendors, Eckler's, Corvette Central, etc.

Repair parts, like bushings, bearings, electrical parts, suspension and brake parts, have been long gone from dealership inventories for years, if not decades. As we normally stock these kind of parts, it makes sense for them to purchase them from us. We have them in stock, supply them at a lesser cost than ordering themselves, and they don't have to pay freight, just like our own 'Preferred Customers'.

Currently, we have 216 Commercial customers. Sands Chevrolet is our largest GM dealership account, followed by Courtesy, Midway, Freeway and Thorobred (now Ernhardt).

For the smaller independent shops or chains, we have Sun Devil Auto, Wilhelm Automotive and Greulich's Auto, all with multiple locations. Smaller repair shops with single locations, like Litchfield Auto Repair, Elliott's Auto Electric, etc. make up a large part of our Commercial customer base, along with a number of small shops in small towns, all over Arizona.

As replacing a windshield 'usually' requires replacing the weatherstripping, Safelight Glass, also with multiple locations, and a large number of independent glass shops, rely on us for replacement parts.

As our Commercial business continues to grow, we are adjusting our inventory to eliminate a number of accessory parts, that don't turn on a regular basis, with high turn repair and replacement parts. We will however 'always' cater to our Preferred Customers and our retail business.

Stay tuned!

As always, we will buy American products whenever possible!

Until next time.....

'Save the Wave'

Copyright © 2016 Corvette Arizona, All rights reserved.

[unsubscribe from this list](#) [update subscription preferences](#)

