

Selling Your Allante: A Lesson for ALL Cadillac Owners

Peach State Members: Below you will find a very nice piece on Allantes, which the Potomac CLC Region was kind enough to share with us. We thought it was a good example for ALL of us who try to find a way to part with our "prides and joys." Thanks to author Johnny Monzo for his story and photos, and to Potomac Region's newsletter editor, Vince Taliano. Enjoy this piece from the *Caddie Chronicle!* – Sandy

We are hoping you are looking to buy an Allanté, but if you are looking to sell, then I'm going to try to make you understand the pros and cons of buying and selling an Allanté. Go ahead, take one for a ride, but please make sure you do a comparison to one that is well maintained. If anyone is asking \$5,000 or under, you can rest assured you will need it serviced. Other than the Mercedes Benz SL, you won't find a full size car with only two seats. Now let's talk SL! The ride compared to the Allanté is no comparison. The SL is bumpy, and if you think parts are cheaper think again.



**Cadillac Style:
1987 Cadillac Allanté T.V. Commercial
View at**

http://www.youtube.com/watch?feature=player_c tailpage&v=CqUOUubitQE

Allanté Years: 1987-93

I'm always asked what years are better. I like them all and I will tell you why. We Allantéans list them in Phases because of parts designed, and in this case for the ride.

Phase 1: 1987-89 – If I was going to go for a ride in the country or mountains with winding hills, then these are the years you want to drive. It has the sports car feel which Pininfarina was going for when they designed it.

Phase 2: 1990-92 – If I was going to drive an Allanté full time / every day, then this would be my choice. It still has that sports car ride but a little softer suspension. Pininfarina is still scratching their heads as to why Cadillac wanted to turn a sport car into a Cadillac.

Phase 3: 1993 – If I'm going to take my spouse out to dinner, then it's the 1993 all the way. Cadillac wins the suspension battle with the designers, and the Americans got a sports car with a Cadillac ride -- floats!

Allanté Pricing: (as of November 2014)

If I had my way, no Allanté should be worth less than \$10,000, but it seems there is a magic number for buying or selling one. If you have a pre '93, it looks like the magic number is around \$6,000. Now you need to take this number and add or subtract it based on the condition of the Allanté. Is the paint perfect or peeling? What works or what doesn't work? Does it come with hard top? How about the tires? By the way, if you have original tires, please do everyone a favor and remove them before someone gets killed. 1993's are more sought after because of the famous Northstar engine. For those, prices really fluctuate. Again, it's the

condition – what works and what doesn't work? But the magic number on the 1993 Allantés seems to be \$10,000.

How to find a good one?

You have some options. Take a look at our website's classifieds. We have quite a few for sale all over the country on that site. If you locate one close to you, go take a look at it. Take someone with you who knows automobiles, preferably someone who knows Allantés. If it's a distance from you, no problem! We can email our members who live close by and they will check it out for you. Also when inspecting the car, feel free to call me and we will both do the walk around.

I try not to get in the habit of buying and selling cars at my Allanté repair shop in Sewell, New Jersey, but sometimes members need to sell their babies for various reasons. We have a few for sale at the shop now. I hope this helps you in finding your next love or selling your Allanté before next year's driving season starts. As always, if you have any questions, contact me at 609-634-6518 or itonlyluv@comcast.net.

Russ, Roger, Lewis, Jim...

I recently read a piece assessing the strengths of Allantes in the Potomac Region's newsletter, the *Caddie Chronicle*. The author, Johnny Monzo, seems pretty knowledgeable about your favorite Cadillacs. What peaked my interest is all the calls I get from folks looking to buy this or that car, or to sell this or that car. Any time we can help our members think through such matters we are giving them a good return on their membership dues. THAT made me wonder whether you Allante folks would agree with Johnny Monzo's assessments. If you DO, let me know and I will ask permission to re-run the article in the TAILFIN. If you DO NOT, then maybe one of you can write up a rebuttal; we might run that in the TAILFIN, too! Let me know what y'all think!

Doug

Doug,

I concur with Mr. Monzo's evaluation of the car classes. However, I have NO experience nor expertise in the VALUE category. One of the multiple Allante owners I know buys and sells them to some extent. He *insists* on an insurance value of \$25,000.

Roger Williams

Montgomery, AL

1993 CV67 CVT Allante

Doug,

This is a very good article. We've known John & Barbara Monzo for over 10 years. He's been a great source for information when it comes to the Allante'.

Russell Vopelak

Cumming, GA

1993 CV67 CVT Allante

Photo: Johnny and Barbara Monzo

