

# 2023 Fiero Values - A Guide to Pricing the '84-'88 Fiero

Good news! I have recently seen a substantial improvement in Fiero values, especially in lower mileage examples. Does that mean that the Fiero is becoming a more collectible car these days? Are certain models more valuable? I am sure you have read many recent articles about the price increases in the used car market, and also in the "collectable" category.

The bottom line is that many Fieros have, in fact, started an improved appreciation. Mint, very low mileage '88 GTs are in fact selling in the \$10,000 to \$22,000 price range, depending on options. Several reasons the values are increasing includes its rarity and nostalgia. As 1980's nostalgia becomes more pronounced, the Fiero's value goes up with it. They are becoming more popular among collectors who want something "different". The Fiero GT is certainly considered one of the best collector cars on the market today because of its rarity and history with Pontiac's brand. Car enthusiasts appreciate the Fiero as a piece of heritage and loyalty to a US legend.

What is happening to Fiero values? Since 1996, I have been closely tracking Fiero prices. These are tracked through various internet "cars for sale" sites, Facebook, groups, eBay, internet newsgroups, car dealers, club member transactions, Pennock's Fiero Forum, Craig's List, BringATrailer, Hagerty, Classic cars and discussions with Fiero owners throughout the U.S. One benefit of this is that there are still plenty of good Fieros available that can be purchased inexpensively. Interestingly, there are websites where you can track actual current sales and/or look at actual sales for as much as 5 years ago! While Hagerty has an evaluation site, including Fieros, 2 others have real time for sale and closed sale data. These include BringATrailer.com and Classiccars.com.

The 2023 Fiero Price Guide dollar values are broken down into three condition levels: Fair, Good and Excellent. However, the one variable that is *not* easily reduced to a value chart is condition. It is easy to extrapolate a price from a chart (like this one) based on the year, model, options and even an adjustment for mileage; however, the key lies in how the car was maintained and driven, as well as the condition of exterior paint, tires, brakes, interior, upholstery, glass, and functioning A/C. These are just a few of the major factors that affect the condition variable. Based on the many cars I have seen, this variable alone can translate into price differentials of 25-50% to the values shown in the 2023 Fiero Price Guide. A pristine '88 GT with fewer than 10,000 miles, a mint '84 Indy Pace Car or other mint or low mileage cars are not capable of being charted in this guide. Even considering the used car prices in one region, an "excellent condition" retail price on an average mileage '88 GT may vary by as much as \$5,000! Also, I do not chart or evaluate values for major custom changes like engines, added body panels, special or non-stock paint and major interior changes. I am seeing more of these owner modifications and "upgrades" in cars for sale. Many of these do not add value to the Fiero, and in some cases actually diminish the value.

As a guide for choosing between the three conditions levels in this year's 2023 Fiero Price Guide, following is a description of each:

## Fair

A "fair" vehicle rating means that the Fiero probably has some mechanical defects, but is still in safe, running condition. The paint, body and/or interior need work to be performed by a professional in order to be sold. The tires probably need to be replaced, the A/C may not work and rubber seals around openings are cracked or showing substantial wear. The car may need exhaust work and brake work. There may be some repairable, under-skin rust damage. The value of cars in this category may vary widely. Even after significant reconditioning, this vehicle may not qualify for any pricing guide published. High mileage base Coupes, Sport Coupes and even SE's like this can be regularly found for under \$2,000.

## Good

A "Good" vehicle rating means that the Fiero is free of any major defects. The paint, body, and interior have only minor (if any) blemishes, and there are no major mechanical problems. In states where under-skin rust is a problem, this should be very minimal, and a price correction should be made. The tires match and have reasonable tread life left. Everything works, but the vehicle is showing normal wear and tear for the mileage. Possibly the A/C is not working (but intact), there is some seat wear or rips and/or the emergency brake is non-functioning. The car may need shocks/struts. An average vehicle may need some reconditioning to be sold at retail; however, any major reconditioning should be deducted from the value. Many Fieros fall into this category.

## Excellent

An "excellent" vehicle rating means that the vehicle looks great, is in excellent mechanical condition and needs no major reconditioning. The engine compartment should be clean with no fluid leaks. The finish is glossy and the paint, body and interior are free of any abnormal wear or visible defects. Under-skin rust is minimal. The tires are the proper size, match and are newer or nearly new. Everything works, even the A/C, cruise and emergency brake. Good documented maintenance records are available. You can tell the owner (and possibly previous owners) took great care in maintaining the vehicle. Any condition level above "excellent" tends to be a car that is extraordinarily maintained, low mileage, not regularly driven, kept in seasonal storage, and in many cases driven only to car shows.

The consensus among Fiero enthusiasts continues to be the same as in past years. The '88 GT, '88 Formula and the '86-'87 GTs continue to be at the top of buyers "most wanted" lists. The pricing differentials between '88 and '85-'87 Fieros may make it worthwhile to add suspension and brake components to the typically lower-priced '85-'87 V6 cars, in turn potentially making these cars very desirable. In addition, since 33,540 GTs were produced in the '86-'87 model years, there are a lot more opportunities to find a well maintained '86-'87 GT than finding one of the 6,848 '88 GTs made.

Remember, use the chart as a guide. It is intended only as a starting point when selling or buying a Fiero. ©2023

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