

2024 Fiero Values: A Guide to Pricing the '84-'88 Fiero

Good news! Most Fieros have appreciated nicely in the last 2-3 years. Mint, very low mileage '88 GTs are selling in the \$10,000 to \$22,000 price range, depending on options. Several reasons are causing the values to continue to improve, including the Fiero's rarity and nostalgia. As the 1980s become more mainstream, the Fiero's value has improved and they are becoming more popular among collectors who want something "different". The Fiero GT is considered one of the best collector cars on the market today because of its relative rarity and being part of the storied Pontiac marque. Car enthusiasts appreciate the Fiero as a piece of a U.S. legend.

Since 1996, I have been 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, Craigslist, Bring A Trailer, ClassicCars.com, Hagerty.com and discussions with Fiero owners throughout the U.S. Interestingly, there are websites where you can track actual current sales and/or look at actual sales as far back as five years! Two others have real time For Sale and Closed Sale data. These include Bring A Trailer (bringatrailer.com) and ClassicCars.com. Hagerty.com also has an evaluation component to look up a price by year and model.

The 2024 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, the condition of paint, tires, brakes, interior fixtures, upholstery, and glass, and whether there's functioning A/C. These are just a few of the major factors that affect the condition variable. Based on the many cars I've seen, this variable alone can translate into price differentials of 25-50% from the values shown in the 2024 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, or major interior changes. I'm seeing more of these owner modifications and "upgrades" in cars for sale, but 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 2024 Fiero Price Guide, following is a description of each:

Fair

A "fair" vehicle rating means 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 or 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 models considered Fair can regularly be found for under \$2,000.

Good

A "Good" vehicle rating means 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. The A/C may not be working but is intact, there is seat wear or ripping, or the emergency brake is not functioning. The car may need shocks or struts. An average vehicle may need some reconditioning to be sold at retail and 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 new or nearly new. Everything works, even the A/C, cruise, and emergency brake. Good documented maintenance records are available. You can tell the previous owner(s) 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 '86-'87 GTs continue to top 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 lower-priced '85-'87 V6 cars, 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.

Remember, use the chart as a guide. It is intended only as a starting point when selling or buying a Fiero. ©2024

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