

Fiero as an Investment ... Jan, 2018 Hagerty Valuation Prices

This article is a pricing guide for Michigan Fiero Club members that is derived from Hagerty Valuations. This group has become the recognized classic car pricing experts for most of the auction shows you see on television.

So which Fiero models by production year are most likely to be good investments? Currently the 1985, 1986, 1987, and the 1988 Fiero GT models with manual transmissions and lots of options are the most valued. The 1988 Formula model and the unique 1984 Indy Pace Car are also sought after.

343,766 Fieros were produced in the 5 year model run. **The most sought after models listed above represented only 21% of the total 5 year production volumes** (these volumes include both manual and automatics). Most of these cars are no longer on the road, increasing the value of those remaining. All Fiero models will eventually benefit from classic car valuation pricing. The better the condition, the greater the benefit.

Definitions by Hagerty Valuation Classes:

Generally **Class 1s** are like showroom new or Concours and **Class 2s** are former Class 1s that show some minor wear and tear due to driving miles. Class 2s have been restored visually and mechanically at some point in their history. Every plus 25 year old car needs some restoration due to age: parts rust, paint fades, interiors decline, and rubber parts deteriorate ... all irrespective of miles driven. **Class 2s** are still capable of winning a local car show but have flaws that the casual observer will miss.

Most of our Club Fieros would be classified as Class 3, Class 4 or somewhere in-between! We, at best, have a handful of Class 2s in our Club stable.

A **Class 3** car is driven occasionally, has minor visual flaws that a non expert can see and is generally mechanically sound in every area; this includes air conditioning, handling, breaks, cooling, transmission and engine performance. A Class 3 chassis should be sound from a rust stand point. A **Class 4** car needs work visually, mechanically, rust wise or some combination of the three.

See www.hagerty.com/valuationtool ... for full definitions of all four condition classes and prices for all Fiero models and years.

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HERE ARE HAGERTY VALUATION TOOL RESULTS:

1985 Fiero GT:



Value Details

Item Name		Jan 2015	Jan 2016	Sep 2016	Jan 2017	Sep 2017	Jan 2018
1985 Pontiac Fiero GT 2dr Coupe 6-cyl. 173cid/130hp FI	<i>#1 Concours</i>	\$10,700	\$12,400	\$12,500	\$12,500	\$11,900	\$11,900
	<i>#2 Excellent</i>	\$7,700	\$9,000	\$9,100	\$9,100	\$8,600	\$8,200
	<i>#3 Good</i>	\$5,900	\$6,800	\$6,900	\$6,600	\$6,100	\$5,800
	<i>#4 Fair</i>	\$3,100	\$3,500	\$3,500	\$3,300	\$2,800	\$2,700

- **VALUE ADJUSTMENTS: -\$1,000 for automatic**

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1986 Fiero GT:



Value Details

Item Name		Jan 2015	Jan 2016	Sep 2016	Jan 2017	Sep 2017	Jan 2018
1986 Pontiac Fiero GT 2dr Coupe 6-cyl. 173cid/125hp FI	<i>#1 Concours</i>	\$10,800	\$12,600	\$12,700	\$12,700	\$12,100	\$12,100
	<i>#2 Excellent</i>	\$8,600	\$9,800	\$9,900	\$9,900	\$9,400	\$8,900
	<i>#3 Good</i>	\$6,000	\$6,900	\$7,000	\$6,700	\$6,200	\$5,900
	<i>#4 Fair</i>	\$3,200	\$3,700	\$3,700	\$3,500	\$3,000	\$2,900

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1987 Fiero GT:



Value Details

Item Name		Jan 2015	Jan 2016	Sep 2016	Jan 2017	Sep 2017	Jan 2018
1987 Pontiac Fiero GT 2dr Coupe 6-cyl. 173cid/125hp MFI	<i>#1 Concours</i>	\$11,900	\$13,900	\$13,800	\$13,800	\$13,100	\$13,100
	<i>#2 Excellent</i>	\$9,700	\$11,300	\$11,200	\$11,200	\$10,700	\$10,200
	<i>#3 Good</i>	\$6,200	\$7,200	\$7,100	\$6,800	\$6,300	\$6,000
	<i>#4 Fair</i>	\$3,500	\$3,500	\$3,500	\$4,000	\$4,000	\$4,100

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1988 Fiero GT:



Value Details

Item Name		Jan 2015	Jan 2016	Sep 2016	Jan 2017	Sep 2017	Jan 2018
1988 Pontiac Fiero GT 2dr Coupe 6-cyl. 173cid/135hp MFI	<i>#1 Concours</i>	\$14,800	\$17,200	\$17,400	\$17,400	\$16,500	\$16,500
	<i>#2 Excellent</i>	\$12,200	\$14,100	\$14,200	\$14,200	\$13,700	\$13,000
	<i>#3 Good</i>	\$7,800	\$9,300	\$9,400	\$9,100	\$8,600	\$8,200
	<i>#4 Fair</i>	\$5,300	\$6,000	\$6,100	\$5,900	\$5,400	\$5,100

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1988 Formula:



Value Details

Item Name		Jan 2015	Jan 2016	Sep 2016	Jan 2017	Sep 2017	Jan 2018
1988 Pontiac Fiero Formula 2dr Coupe 6-cyl. 173cid/135hp MFI	<i>#1 Concours</i>	\$13,000	\$15,200	\$15,000	\$15,000	\$14,300	\$14,300
	<i>#2 Excellent</i>	\$10,000	\$11,600	\$11,500	\$11,500	\$11,000	\$10,300
	<i>#3 Good</i>	\$7,000	\$8,000	\$7,900	\$7,600	\$7,100	\$6,700
	<i>#4 Fair</i>	\$4,400	\$5,100	\$5,000	\$4,800	\$4,300	\$4,100

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1984 Indy Pace Car:



Value Details

Item Name		Jan 2015	Jan 2016	Sep 2016	Jan 2017	Sep 2017	Jan 2018
1984 Pontiac Fiero Indy Pace Car 2dr Coupe 4-cyl. 151cid/92hp TBI	<i>#1 Concours</i>	\$14,000	\$15,600	\$15,600	\$14,800	\$14,100	\$14,000
	<i>#2 Excellent</i>	\$10,200	\$11,400	\$11,400	\$10,800	\$10,300	\$9,800
	<i>#3 Good</i>	\$7,000	\$7,700	\$7,700	\$7,300	\$6,800	\$6,500
	<i>#4 Fair</i>	\$4,500	\$5,000	\$5,000	\$4,800	\$4,300	\$4,100

- **VALUE ADJUSTMENTS: -\$1,000 for automatic**

No long term growth here?

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As you can see, all of the Class 3 and Class 4 models presented here have lost some value over the last 16 months or so. In the longer view from Jan 2015 to January 2018, most of the models presented are between a slight loss and break even. This is generally consistent with the overall classic car market. Baby Boomers are retiring and selling some of their collectable cars; The younger generations seem to be less involved in the Classic car market and a small supply demand imbalance looks like it's putting some pressure on pricing.

In a broader picture, really collectable Fiero Cars (Class 1 and Class 2) have generally **appreciated about 6%** from January of 2015 to January of 2018. An exception to this picture is the Indy Pace Car models which have shown a slight loss over this same period.

The other good news is that our Fieros are fun to drive, don't depreciate, and can be inexpensively insured. Parts for most models (the 88 GTs and Formulas being somewhat of an exception) are readily available at reasonable prices. The Fiero is an inexpensive classic car that many can enjoy.

If you are into fixing or restoring your Fiero, the Michigan Fiero Club can help you with information (we have an extensive technical library) and advice on the development, maintenance and enjoyment of this fine classic car. We also have good information on parts sources and useful comfort/drivability modifications.

Many of our members are skilled automotive engineers, development people, and build technicians ... some of our members are even GM engineers that worked on the original development of the Fiero. We also have a rich events schedule that will put you in touch with a great group of fellow Fiero enthusiasts.

Check out the rest of our Michigan Fiero Club web site and join us; if you don't have a Fiero, we will help you find one.

The Pontiac Fiero is currently a good value in the Classic Car Market; a lot of car for the money ... begin the journey!

All The Best / *Roger Fagnani*