

## Fiero as an Investment ... Jan, 2020: 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 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 Fiero Cars 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.

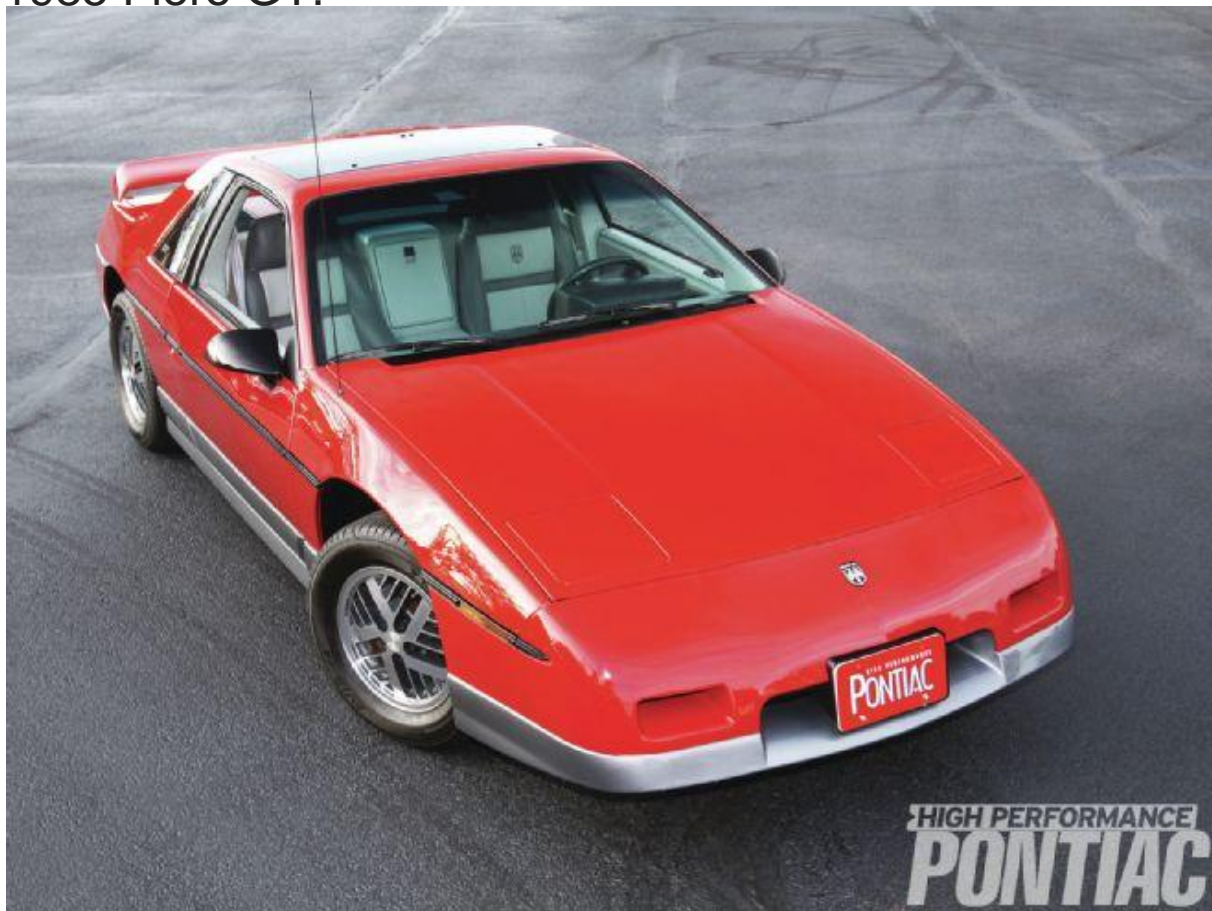
A **Class 3** car is driven occasionally, has minor visual flaws that a non expert can see and is generally mechanically sound in every area; this includes air conditioning, handling, breaks, cooling, transmission and engine performance. A Class 3 chassis should be sound from a rust stand point. A **Class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

See [www.hagerty.com/valuationtool](http://www.hagerty.com/valuationtool) ... for full definitions of all four condition classes and prices for all Fiero models and years.

HERE ARE HAGERTY VALUATION TOOL RESULTS:

## Fiero as an Investment ... Jan, 2020: Hagerty Valuation Prices

### 1985 Fiero GT:



### Value Details

Item Name		Jan 2015	Jan 2016	Jan 2017	Jan 2018	Jan 2019	Jan 2020
1985 Pontiac Fiero GT 2dr Coupe 6-cyl. 173cid/130hp FI	<i>#1 Concours</i>	\$10,700	\$12,400	\$12,500	\$11,900	\$14,900	\$14,900
	<i>#2 Excellent</i>	\$7,700	\$9,000	\$9,100	\$8,200	\$8,400	\$8,400
	<i>#3 Good</i>	\$5,900	\$6,800	\$6,600	\$5,800	\$5,800	\$5,800
	<i>#4 Fair</i>	\$3,100	\$3,500	\$3,300	\$2,700	\$2,700	\$2,700

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

All '85 GTs were unchanged from last year.

# Fiero as an Investment ... Jan, 2020: Hagerty Valuation Prices

## 1986 Fiero GT:



## Value Details

Item Name		Jan 2015	Jan 2016	Jan 2017	Jan 2018	Jan 2019	Jan 2020
1986 Pontiac Fiero GT 2dr Coupe 6-cyl. 173cid/125hp FI	<i>#1 Concours</i>	\$10,800	\$12,600	\$12,700	\$12,100	\$15,100	\$15,100
	<i>#2 Excellent</i>	\$8,600	\$9,800	\$9,900	\$8,900	\$9,200	\$9,200
	<i>#3 Good</i>	\$6,000	\$6,900	\$6,700	\$5,900	\$5,900	\$5,900
	<i>#4 Fair</i>	\$3,200	\$3,700	\$3,500	\$2,900	\$2,900	\$2,900

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

All '86 GTs were unchanged from last year.

## Fiero as an Investment ... Jan, 2020: Hagerty Valuation Prices

### 1987 Fiero GT:



### Value Details

Item Name		Jan 2015	Jan 2016	Jan 2017	Jan 2018	Jan 2019	Jan 2020
1987 Pontiac Fiero GT 2dr Coupe 6-cyl. 173cid/125hp MFI	<i>#1 Concours</i>	\$11,900	\$13,900	\$13,800	\$13,100	\$16,400	\$16,400
	<i>#2 Excellent</i>	\$9,700	\$11,300	\$11,200	\$10,200	\$10,500	\$10,500
	<i>#3 Good</i>	\$6,200	\$7,200	\$6,800	\$6,000	\$6,000	\$6,000
	<i>#4 Fair</i>	\$3,500	\$3,500	\$4,000	\$4,100	\$4,100	\$4,100

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

All '87 GTs were unchanged from last year.

## Fiero as an Investment ... Jan, 2020: Hagerty Valuation Prices

### 1988 Fiero GT:



### Value Details

Item Name		Jan 2015	Jan 2016	Jan 2017	Jan 2018	Jan 2019	Jan 2020
1988 Pontiac Fiero GT 2dr Coupe 6-cyl. 173cid/135hp MFI	<i>#1 Concours</i>	\$14,800	\$17,200	\$16,500	\$17,400	\$20,600	\$19,600
	<i>#2 Excellent</i>	\$12,200	\$14,100	\$13,000	\$14,200	\$13,400	\$12,700
	<i>#3 Good</i>	\$7,800	\$9,300	\$8,200	\$9,100	\$8,200	\$7,800
	<i>#4 Fair</i>	\$5,300	\$6,000	\$5,100	\$5,900	\$5,100	\$4,800

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

**All four classes of '88 GTs suffered a small decline from last year!**

## Fiero as an Investment ... Jan, 2020: Hagerty Valuation Prices

### 1988 Formula:



### Value Details

Item Name		Jan 2015	Jan 2016	Jan 2017	Jan 2018	Jan 2019	Jan 2020
1988 Pontiac Fiero Formula 2dr Coupe 6-cyl. 173cid/135hp MFI	<i>#1 Concours</i>	\$13,000	\$15,200	\$15,000	\$14,300	\$17,900	\$17,000
	<i>#2 Excellent</i>	\$10,000	\$11,600	\$11,500	\$10,300	\$10,800	\$10,300
	<i>#3 Good</i>	\$7,000	\$8,000	\$7,600	\$6,700	\$6,700	\$6,400
	<i>#4 Fair</i>	\$4,400	\$5,100	\$4,800	\$4,100	\$4,000	\$3,900

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

**All four classes of '88 Formula Cars suffered a small decline from last year!**

## Fiero as an Investment ... Jan, 2020: Hagerty Valuation Prices

### 1984 Indy Pace Car:



### Value Details

Item Name		Jan 2015	Jan 2016	Jan 2017	Jan 2018	Jan 2019	Jan 2020
<b>1984 Pontiac Fiero Indy Pace Car 2dr Coupe 4-cyl. 151cid/92hp TBI</b>	<i>#1 Concours</i>	\$14,000	\$15,600	\$14,800	\$14,000	\$13,800	\$13,800
	<i>#2 Excellent</i>	\$10,200	\$11,400	\$10,800	\$9,800	\$9,600	\$9,600
	<i>#3 Good</i>	\$7,000	\$7,700	\$7,300	\$6,500	\$6,400	\$6,400
	<i>#4 Fair</i>	\$4,500	\$5,000	\$4,800	\$4,100	\$4,000	\$4,000

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

**All cars unchanged from last year.**

## Fiero as an Investment ... Jan, 2020: Hagerty Valuation Prices

As you can see, most of the Class 2, 3, and 4 models presented here have lost some value over the last several years. This is generally consistent with the overall classic car market; only the most collectable cars are holding or increasing in value.

On the brighter side, most of the really collectable Fiero Cars (Class #1s) have held their **appreciation** from January of 2015 to January of 2020. The Class #2 cars are showing a mild loss position over this same period making them a good value. Finding one of these Class #2s is a much better bet than restoring a Class #3!

**An exception to this steady collectable car picture for the Fiero cars is the 1988 GT and Formula Models. These cars are starting to show a modest decline in value; possibly due to parts availability problems?**

The other good news is that our Fieros are fun to drive, don't really depreciate, and can be inexpensively insured. Parts for most models (the 88 GTs and Formulas being an exception) are readily available at reasonable prices. See our article on owning the 88s in this same section of our web site.

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*