

The Market

- 1 CONCOURS

Only a tiny percentage of cars are true #1 vehicles. They are literally the best in the world. The one-word description for #1 vehicles is "concours."
- 2 EXCELLENT

#2 cars could win a local or regional show and drive as new. The one-word description for a #2 car is "excellent."
- 3 GOOD

#3 cars are ready for a long tour without excuses, and the casual passerby will not find any significant visual flaws. "Good" is the one-word description of a #3 vehicle. The vast majority of cars are #3s.
- 4 FAIR

#4 cars are daily drivers, with flaws visible to the naked eye. The chrome might have pitting or scratches, or the windshield might be chipped. Paintwork and interior are imperfect, and perhaps the body has a minor dent. "Fair" is the one word that describes a #4 vehicle.
- 5 POOR

#5 cars are running but have significant flaws and wear. Interiors may be incomplete, and mechanicals are in need of attention. They are not suitable for prolonged use as they stand. "Poor" is the one word that describes a #5 car.
- 6 PARTS CAR

Parts cars are incomplete, not running, and severely compromised.



Good: \$35,000-\$50,000

The entry level of the 964 world is likely to be a cabriolet. Two-pedal (Tiptronic) cars get a fairly steep discount. The low end of this price range is likely to be a car with more than 150,000 miles in one of the more common colors, such as Guards Red, Grand Prix White, Black, or Silver.



Better: \$55,000-\$85,000

964 coupes are in high demand by retail buyers at the moment. Carrera 2s are often preferred for their lightness. 964 Targas have also gained in popularity of late, and the delta between Targa and coupe prices has been getting quite a bit narrower. Manual cars predominate over Tiptronic in this price range, and the higher end is populated with some of the rarer 964 colors.



Best: \$125,000-plus

Take your pick of the really special 964 variants—Turbo, Turbo S, Speedster, RS, RS America—they're all well into six figures and still climbing at the moment. A base 3.3-liter Turbo or an RS America is probably the entry level of the most desirable 964s.



Price Guide FROM HAGERTY*

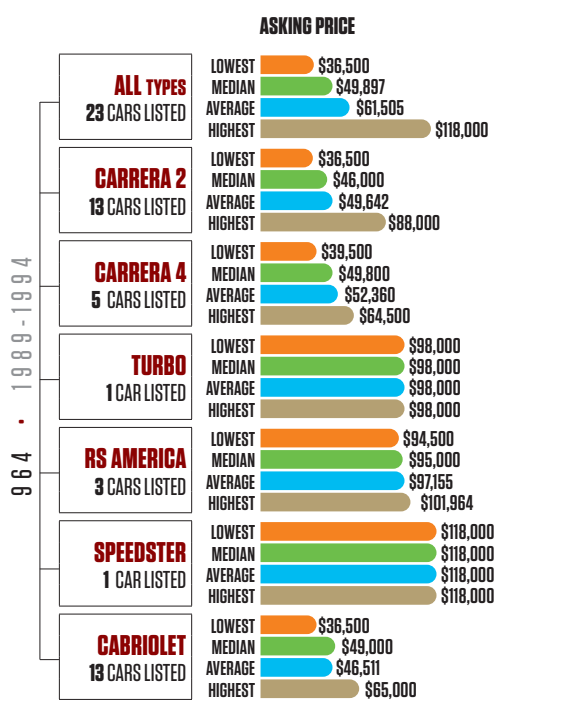
Year	Model	Sub Model	Body Type	Engine	Value 1	Value 2	Value 3	Value 4	Notes
1989	911	Carrera 4	Coupe	6-cyl. 3602cc/247hp FI	\$85,000	\$64,500	\$44,500	\$27,000	964 debuts as first major redesign of the 911 since 1974.
1990	911	Carrera 2	Cabriolet	6-cyl. 3602cc/247hp FI	\$62,500	\$49,000	\$33,000	\$23,500	Carrera 2 Coupe, Cabriolet, and Targa join the Carrera 4 Coupe in the lineup. Tiptronic, the first fully automatic 911 transmission, is available.
	911	Carrera 2	Coupe	6-cyl. 3602cc/247hp FI	\$92,500	\$75,000	\$49,000	\$29,500	
	911	Carrera 2	Targa	6-cyl. 3602cc/247hp FI	\$83,000	\$62,500	\$45,500	\$28,000	
	911	Carrera 4	Cabriolet	6-cyl. 3602cc/247hp FI	\$65,000	\$51,000	\$34,000	\$24,000	
	911	Carrera 4	Coupe	6-cyl. 3602cc/247hp FI	\$90,000	\$72,500	\$53,000	\$32,000	
1991	911	Carrera 4	Targa	6-cyl. 3602cc/247hp FI	\$84,500	\$65,000	\$47,000	\$30,000	The Turbo arrives with a 3.3-liter engine that was derived from the previous 930.
	911	Carrera 2	Cabriolet	6-cyl. 3601cc/247hp FI	\$62,500	\$49,000	\$33,000	\$23,500	
	911	Carrera 2	Coupe	6-cyl. 3601cc/247hp FI	\$92,500	\$75,000	\$49,000	\$29,500	
	911	Carrera 2	Targa	6-cyl. 3601cc/247hp FI	\$83,000	\$62,500	\$45,500	\$28,000	
	911	Carrera 4	Cabriolet	6-cyl. 3601cc/247hp FI	\$65,000	\$51,000	\$34,000	\$24,000	
	911	Carrera 4	Coupe	6-cyl. 3601cc/247hp FI	\$90,000	\$72,500	\$53,000	\$32,000	
1992	911	Carrera 4	Targa	6-cyl. 3601cc/247hp FI	\$84,500	\$65,000	\$47,000	\$30,000	The ultra-rare Turbo S makes its appearance, still in 3.3-liter form. Lightweight Carrera RS available in Europe with a power bump. Aero mirrors replace traditional flag mirrors.
	911	Turbo	Coupe	6-cyl. 3229cc/320hp FI	\$239,000	\$175,000	\$125,000	\$90,000	
	911	America	Roadster	6-cyl. 3601cc/250hp FI	\$136,000	\$116,000	\$98,500	\$65,000	
	911	Carrera 2	Cabriolet	6-cyl. 3601cc/250hp FI	\$62,500	\$49,000	\$33,000	\$23,500	
	911	Carrera 2	Coupe	6-cyl. 3601cc/250hp FI	\$92,500	\$75,000	\$49,000	\$29,500	
	911	Carrera 2	Targa	6-cyl. 3601cc/250hp FI	\$83,000	\$62,500	\$45,500	\$28,000	
	911	Carrera 4	Cabriolet	6-cyl. 3601cc/250hp FI	\$65,000	\$51,000	\$34,000	\$24,000	
	911	Carrera 4	Coupe	6-cyl. 3601cc/250hp FI	\$90,000	\$72,500	\$53,000	\$32,000	
	911	Carrera 4	Targa	6-cyl. 3601cc/250hp FI	\$84,500	\$65,000	\$47,000	\$30,000	
1993	911	Carrera RS	Coupe	6-cyl. 3601cc/260hp FI	\$297,000	\$236,000	\$164,000	\$116,000	3.6-liter Turbo is unveiled. North America gets the RS America without the power increase of the Euro Carrera RS. Euro-only 3.8 RS available briefly. The 964 Carrera 2 Speedster debuts in nearly all markets. A/C is now R134a.
	911	Turbo	Coupe	6-cyl. 3229cc/320hp FI	\$247,000	\$191,000	\$128,000	\$93,500	
	911	Turbo S	Coupe	6-cyl. 3229cc/320hp FI	\$732,000	\$567,000	\$427,000	\$300,000	
	911	America	Roadster	6-cyl. 3601cc/250hp FI	\$126,000	\$100,000	\$80,000	\$58,000	
	911	Carrera 2	Cabriolet	6-cyl. 3601cc/250hp FI	\$62,500	\$49,000	\$33,000	\$23,500	
	911	Carrera 2	Coupe	6-cyl. 3601cc/250hp FI	\$92,500	\$75,000	\$49,000	\$29,500	
	911	Carrera 2	Targa	6-cyl. 3601cc/250hp FI	\$83,000	\$62,500	\$45,500	\$28,000	
	911	Carrera 4	Cabriolet	6-cyl. 3601cc/250hp FI	\$65,000	\$51,000	\$34,000	\$24,000	
1994	911	Carrera 4	Coupe	6-cyl. 3601cc/250hp FI	\$90,000	\$72,500	\$53,000	\$32,000	964 production winds down in favor of the new-for-1995 993.
	911	Carrera 4	Targa	6-cyl. 3601cc/250hp FI	\$84,500	\$65,000	\$47,000	\$30,000	
	911	Carrera RS 3.8	Coupe	6-cyl. 3746cc/375hp FI	\$1,350,000	\$920,000	\$575,000	\$499,000	
	911	Turbo	Coupe	6-cyl. 3229cc/320hp FI	\$247,000	\$191,000	\$128,000	\$93,500	
	911	Carrera	Cabriolet	6-cyl. 3601cc/270hp FI	\$62,500	\$49,000	\$33,000	\$23,500	
	911	Carrera	Coupe	6-cyl. 3601cc/270hp FI	\$92,500	\$75,000	\$49,000	\$29,500	
	911	Carrera	Speedster	6-cyl. 3601cc/270hp FI	\$235,000	\$172,000	\$132,000	\$105,000	
	911	Carrera 4	Coupe	6-cyl. 3601cc/270hp FI	\$90,000	\$72,500	\$53,000	\$32,000	
	911	Turbo	Coupe	6-cyl. 3601cc/355hp FI	\$325,000	\$255,000	\$190,000	\$123,000	
	911	RS America	Coupe	6-cyl. 3601cc/270hp FI	\$129,000	\$93,000	\$77,500	\$59,000	

* Values are from the May 2021 edition of the Hagerty price guide.



Asking Price

PAST 12 MONTHS FROM PCA MART

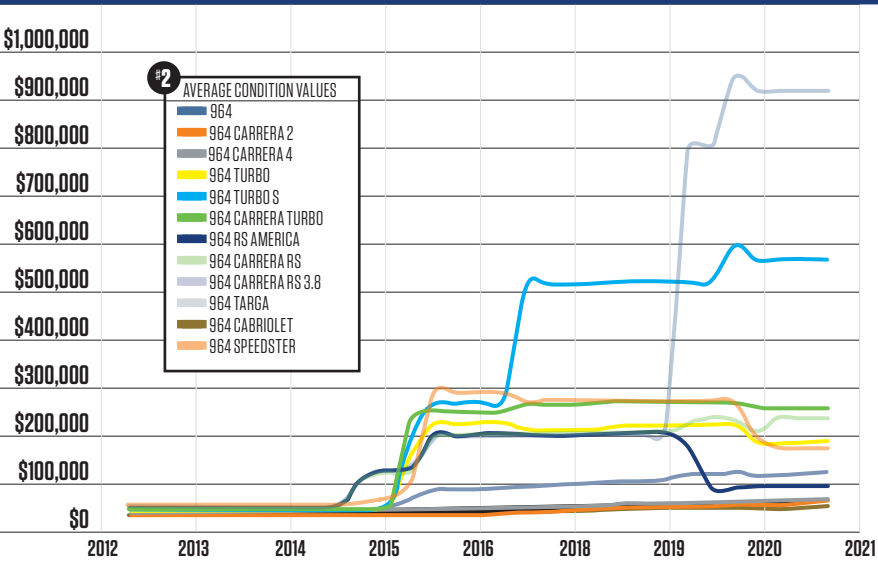


Asking prices should be taken with a grain of salt when determining values simply because they're generally aspirational. They don't represent actual prices realized.



Ten-Year Picture

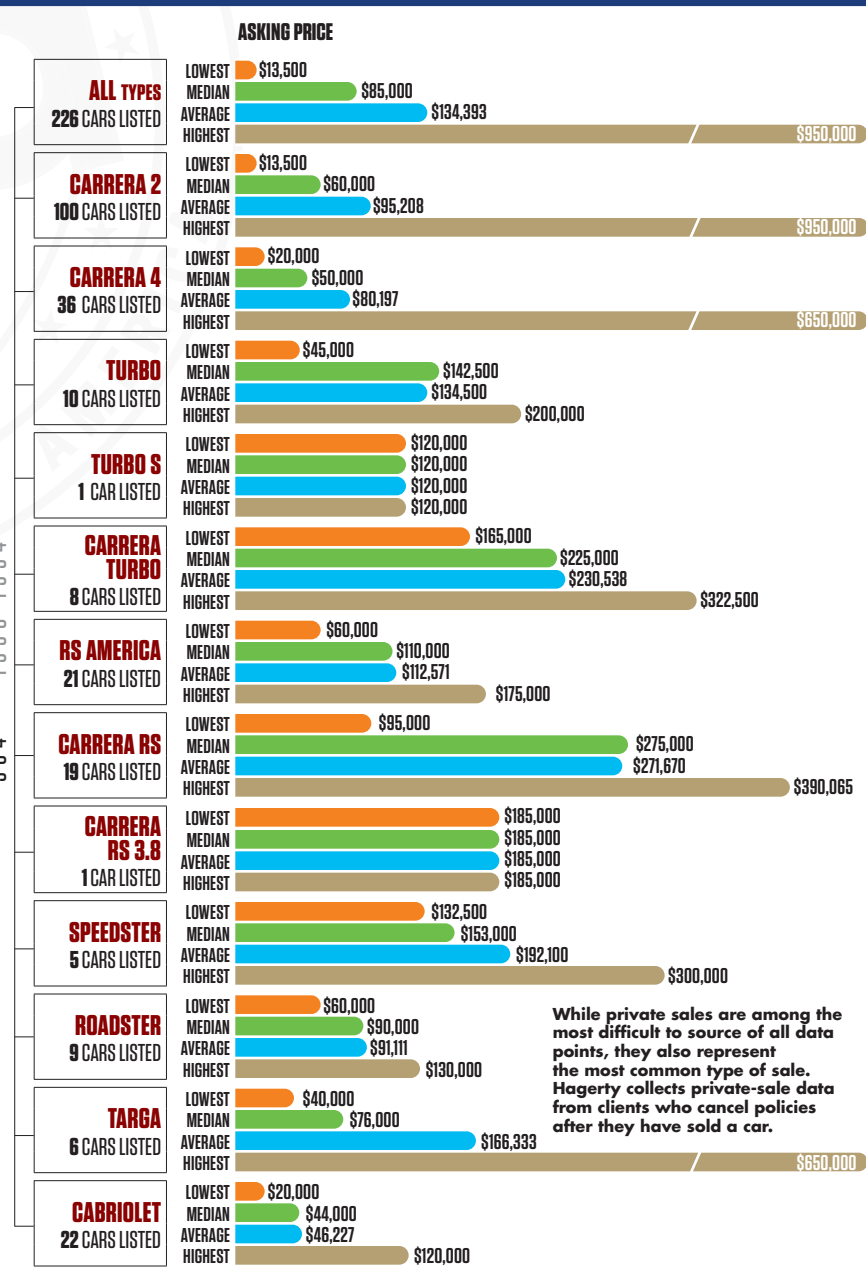
FROM HAGERTY PRICE GUIDE



It took about 20 years, but the initially controversial 964 caught fire around 2015, peaking a few years later before cooling down just a bit and leveling off. As always, it's the best cars that have seen the most appreciation, but a rising tide tends to lift all boats.

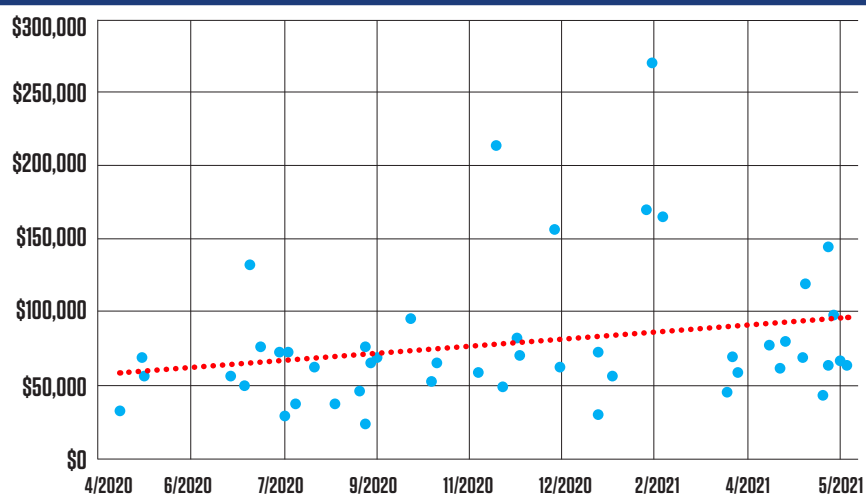
Private Sales

FROM HAGERTY



Sales Results

FROM BRING A TRAILER



964 1989-1994

How Hot Is It?



Hagerty Vehicle Rating

The Hagerty Vehicle Rating is a 0-100 measurement of a vehicle's performance relative to the market.

A vehicle's score reflects whether it is currently outperforming the classic car market, underperforming, or aligned with the rest of the market.

Rating Description

- 60-100: Strongly outperforming
- 50-60: Slightly outperforming
- 50: Neutral
- 40-50: Slightly underperforming
- 0-40: Strongly underperforming

The HVR algorithm takes into account such factors as:

- Increases or decreases in price guide values
- Increases or decreases in quoting activity
- Increases or decreases in the number of similar cars on the market, including time on market
- Percentage of cars sold at auction that sell at or in excess of pre-sale estimates

MORE AT <https://www.hagerty.com/valuationtools/Hagerty-Vehicle-Rating/About-Hagerty-Vehicle-Rating>

Bring a Trailer sales have shown a bit of a pandemic bump in 964 prices, similar to what we've seen with other Porsche models. For details on the cars represented by each dot, go to:

www.bringatrailer.com/porsche/964