

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: \$36,000-\$45,000

The entry level in the 993 market will almost certainly be a cabriolet, with the absolute rock bottom being a high-mileage Tiptronic cabriolet. At the upper end of this category, it's still possible to find a coupe in the 160,000-to-200,000-mile-plus range. These aren't necessarily cars to be shied away from, particularly with a clean pre-purchase inspection and perhaps receipts for a top end or gearbox rebuild. These were robustly constructed cars from the end of the handbuilt era at Porsche.



Better: \$50,00-\$80,000

In a market as frothy as the current one, it's somewhat difficult to peg this segment accurately. But in general, this is where you start to find the Carrera 2 and Carrera 4 coupes with few excuses. Cabriolets that are going for more than \$50,000 will have lower miles and will be in more interesting colors, and will likely have three pedals and lots of documentation. Coupes will generally have fewer than 100,000 miles, little to no paint work, and also manual transmissions. Targas will usually fall into the higher end of this range.



Best: \$100,000-\$200,000

To break six figures, a Carrera 2 or 4 coupe (or possibly a stellar Targa) will likely have beautifully preserved original paint, a low number of owners, every record, and generally fewer than 40,000 miles. Interesting options like full leather and sport seats may feature into the mix, as well as rare colors like Riviera Blue or Speed Yellow. This is of course where you'll find the super desirable Carrera S and 4S as well. The Turbo, Turbo S, GT2, and RS models are different animals entirely, and will of course exceed this range considerably.



Price Guide FROM HAGERTY*

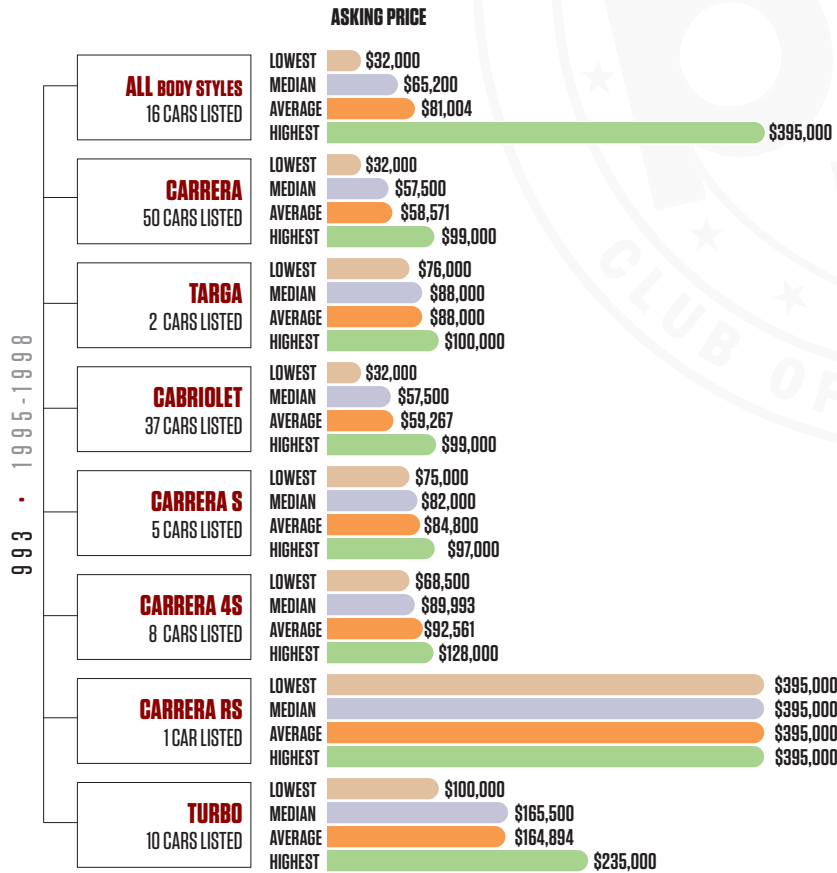
Year	Model	Sub Model	Body Type	Engine	Value 1	Value 2	Value 3	Value 4	Notes
1995	911	Carrera	Cabriolet	6-cyl. 3601cc/270hp FI	\$65,000	\$52,000	\$36,000	\$25,000	270-hp Carrera coupe and cabriolet in 2WD and AWD (Carrera 2 and 4) are the 993 launch models in the fall of 1994.
	911	Carrera	Coupe	6-cyl. 3601cc/270hp FI	\$85,000	\$67,500	\$47,000	\$33,000	
	911	Carrera 4	Cabriolet	6-cyl. 3601cc/270hp FI	\$66,500	\$54,000	\$37,000	\$26,000	
	911	Carrera 4	Coupe	6-cyl. 3601cc/270hp FI	\$90,000	\$71,000	\$52,000	\$37,000	
	911	Carrera RS	Coupe	6-cyl. 3746cc/296hp MPI	\$575,000	\$399,000	\$305,000	\$220,000	
	911	GT2	Coupe	6-cyl. 3600cc/430hp Turbo	\$1,200,000	\$995,000	\$845,000	\$650,000	
	911	Turbo	Cabriolet	6-cyl. 3601cc/400hp Turbo	\$240,000	\$192,000	\$124,000	\$88,500	
1996	911	Turbo	Coupe	6-cyl. 3601cc/400hp Turbo	\$248,000	\$199,000	\$138,000	\$95,000	Glass-roof Targa and super-desirable wide-body Carrera 4S models are added, as well as the Turbo. Engines are now OBD-II spec, and with the addition of VarioRam intake, naturally aspirated engines now make 282 hp.
	911	Carrera	Cabriolet	6-cyl. 3601cc/282hp FI	\$66,000	\$53,000	\$36,500	\$25,500	
	911	Carrera	Coupe	6-cyl. 3601cc/282hp FI	\$86,500	\$69,000	\$48,000	\$33,500	
	911	Carrera	Targa	6-cyl. 3601cc/282hp FI	\$78,500	\$59,000	\$43,000	\$28,500	
	911	Carrera 4	Cabriolet	6-cyl. 3601cc/282hp FI	\$68,000	\$55,000	\$37,500	\$26,500	
	911	Carrera 4	Coupe	6-cyl. 3601cc/282hp FI	\$91,000	\$71,000	\$52,000	\$37,000	
	911	Carrera 4S	Coupe	6-cyl. 3601cc/282hp FI	\$165,000	\$130,000	\$88,000	\$60,000	
1997	911	Carrera RS	Coupe	6-cyl. 3746cc/296hp MPI	\$580,000	\$401,000	\$308,000	\$228,000	Carrera S and Turbo S are added to the North American lineup. A few new colors are added, and some go away.
	911	GT2	Coupe	6-cyl. 3600cc/430hp Turbo	\$1,200,000	\$995,000	\$845,000	\$650,000	
	911	Turbo	Coupe	6-cyl. 3601cc/400hp Turbo	\$248,000	\$199,000	\$138,000	\$95,000	
	911	Turbo S	Coupe	6-cyl. 3601cc/424hp Turbo	\$459,000	\$349,000	\$244,000	\$155,000	
	911	Carrera	Cabriolet	6-cyl. 3601cc/282hp FI	\$66,000	\$53,000	\$36,500	\$25,500	
	911	Carrera	Coupe	6-cyl. 3601cc/282hp FI	\$86,500	\$69,000	\$48,000	\$33,500	
	911	Carrera	Targa	6-cyl. 3601cc/282hp FI	\$78,500	\$59,000	\$43,000	\$28,500	
1998	911	Carrera 4	Cabriolet	6-cyl. 3601cc/282hp FI	\$68,000	\$55,000	\$37,500	\$26,500	Minor changes only to the 993 as it is phased out during the 1998 calendar year in favor of the new water-cooled 996.
	911	Carrera 4	Coupe	6-cyl. 3601cc/282hp FI	\$91,000	\$71,000	\$52,000	\$37,000	
	911	Carrera 4S	Coupe	6-cyl. 3601cc/282hp FI	\$165,000	\$130,000	\$88,000	\$60,000	
	911	Carrera S	Coupe	6-cyl. 3601cc/282hp FI	\$135,000	\$114,000	\$78,000	\$56,000	
	911	GT2	Coupe	6-cyl. 3600cc/430hp Turbo	\$1,200,000	\$995,000	\$845,000	\$650,000	
	911	Turbo	Coupe	6-cyl. 3601cc/400hp Turbo	\$248,000	\$199,000	\$138,000	\$95,000	
1998	911	Turbo S	Coupe	6-cyl. 3601cc/424hp Turbo	\$459,000	\$349,000	\$244,000	\$155,000	
	911	Turbo S	Coupe	6-cyl. 3601cc/424hp Turbo	\$459,000	\$349,000	\$244,000	\$155,000	

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



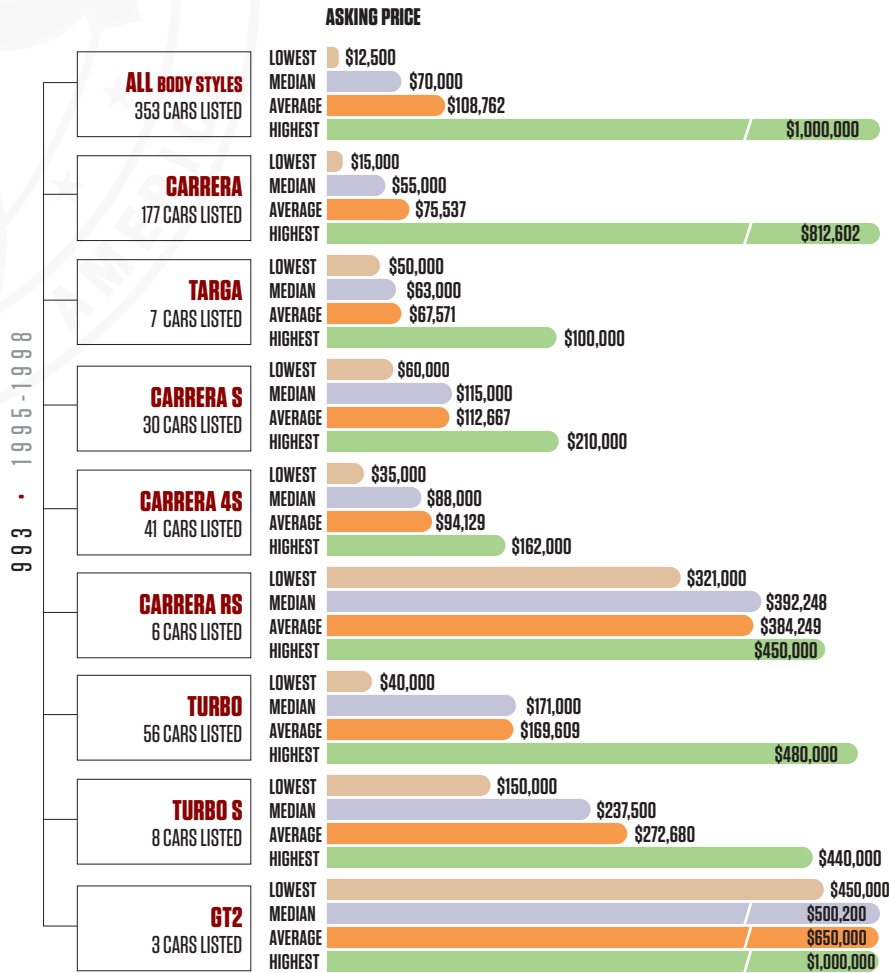


Asking Price FROM 4/2020 to 5/2021 PCA MART



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.

Private Sales FROM HAGERTY



While private sales are among the most difficult to source of all data points, they also represent the most common type of sale. Hagerty collects private-sale data from clients who cancel policies after they have sold a car.

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

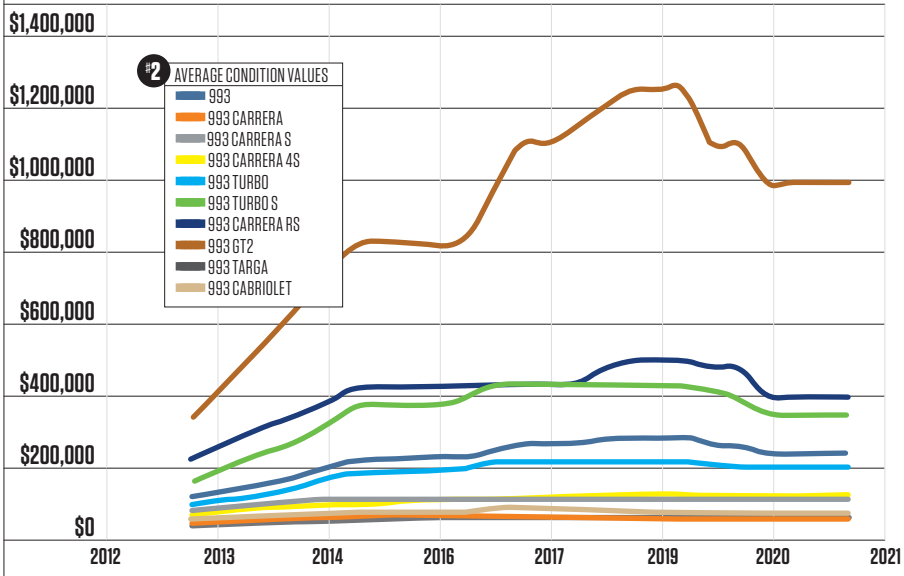
- 60-100: Strongly outperforming
- 50-60: Slightly outperforming
- 50: Neutral
- 40-50: Slightly underperforming
- 0-40: Strongly underperforming

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

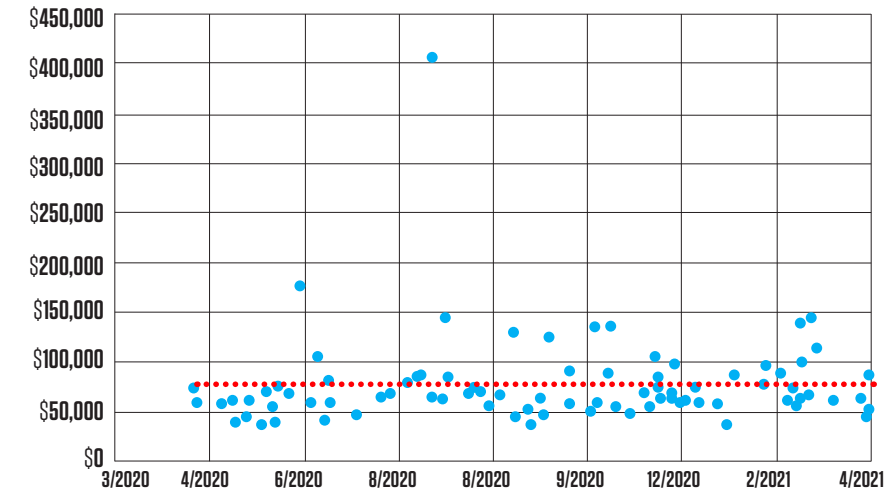
MORE AT <https://www.hagerty.com/valuationtools/Hagerty-Vehicle-Rating/About-Hagerty-Vehicle-Rating>

Ten-Year Picture FROM HAGERTY PRICE GUIDE



Tony Hatter's reimagining of the 911 was masterful, and as the bookend of the air-cooled cars, 993s were always viewed as future classics. They didn't depreciate as massively as the 964 did, so their appreciation curve hasn't been nearly as dramatic. With the exception of the rarer variants, it's been a story of gentle increases in value after the 2008-09 recession, with some minor ebbs and flows along the way.

Sales Results FROM BRING A TRAILER



The majority of the sales on Bring a Trailer have been bread-and-butter Carrera 2 and 4 coupes and cabriolets in the \$50,000-\$80,000 range, roughly corresponding to the "BETTER" cars described herein. For details on the cars represented by each dot, go to:

www.bringatrailer.com/porsche/993