

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: \$39,000-\$50,000

The absolute entry-level 997.2 is invariably going to be a lightly optioned base Carrera 2 Cabriolet with more than 80,000 miles in Arctic Silver. You might find one for less than \$39,000 with a PDK. At the mid to upper end of the range, if you look long enough, you'll find some higher-mileage PDK coupes around as well.



Better: \$60,000-\$75,000

The lower end of this range is where you'll start to find manual base Carrera coupes. At the upper end, you're looking at six-speed S coupes in the 50,000-75,000-mile range.



Best: \$90,000 and up

Of the non-Turbo, non-GT 997s, the GTS was clearly the car that is the most sought after, with low-mileage manual coupes able to break six figures. With low-enough mileage, a manual transmission, and unusual colors, nearly any flavor of 997.2 is capable of breaking into this price range. More often, though, it'll be an S or a GTS manual coupe that rings the bell.



PHOTOS BY PORSCHE

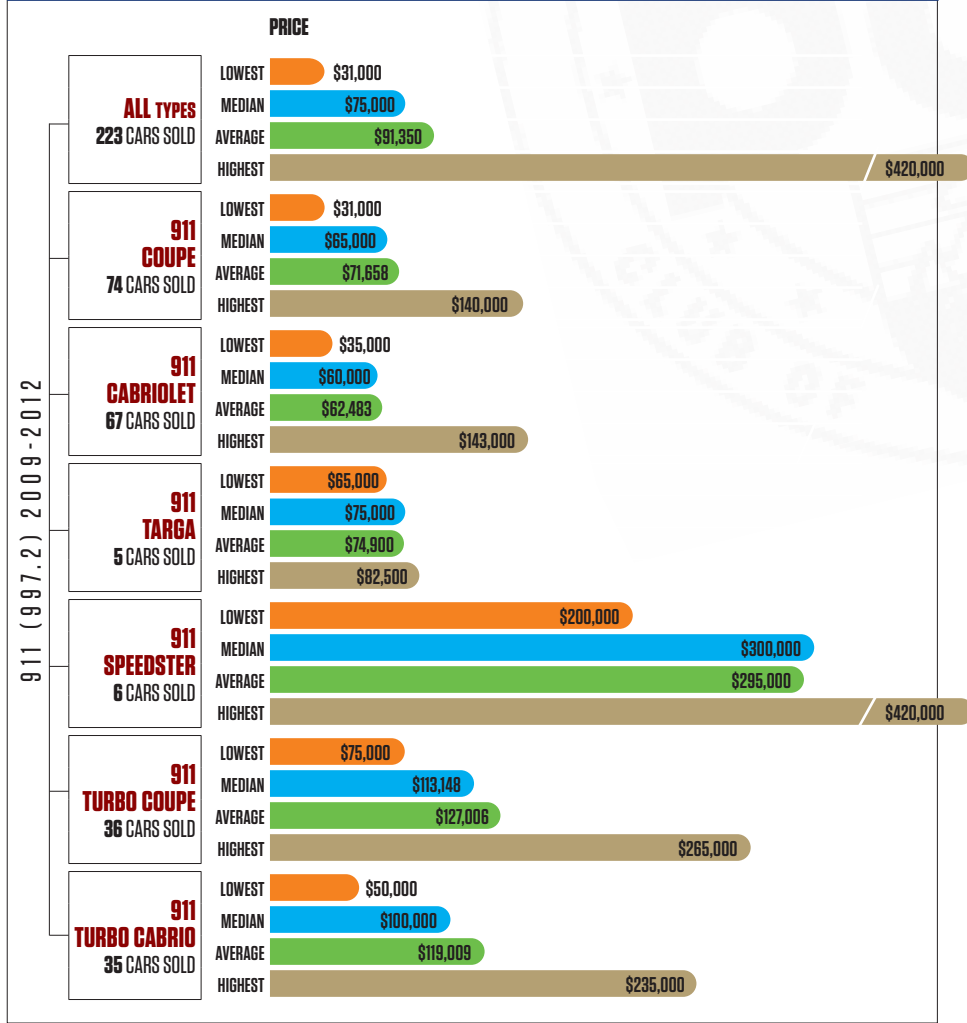
Price Guide FROM HAGERTY*

Year	Model	Sub Model	Body Type	Engine	Value 1	Value 2	Value 3	Value 4	Notes
2009	911	Carrera	Cabriolet	6-cyl. 3614cc/345hp EMS SDI 3.1 FI	\$69,000	\$56,000	\$42,000	\$31,000	The 997.2 debuts in the summer of 2008 with an all-new, direct-fuel-injected engine, PDK transmission, updated front and rear fascias, and new taillights.
	911	Carrera	Coupe	6-cyl. 3614cc/345hp EMS SDI 3.1 FI	\$82,000	\$66,000	\$55,000	\$44,000	
	911	Carrera 4	Cabriolet	6-cyl. 3614cc/345hp EMS SDI 3.1 FI	\$71,000	\$58,000	\$43,000	\$32,000	
	911	Carrera 4	Coupe	6-cyl. 3614cc/345hp EMS SDI 3.1 FI	\$85,000	\$69,000	\$56,000	\$34,000	
	911	Carrera 4	Targa	6-cyl. 3614cc/345hp EMS SDI 3.1 FI	\$89,000	\$73,000	\$59,000	\$36,000	
	911	Carrera 4S	Cabriolet	6-cyl. 3824cc/385hp EMS SDI 3.1 FI	\$79,000	\$65,000	\$54,000	\$42,000	
	911	Carrera 4S	Coupe	6-cyl. 3824cc/385hp EMS SDI 3.1 FI	\$93,000	\$76,000	\$63,000	\$47,000	
	911	Carrera 4S	Targa	6-cyl. 3824cc/385hp EMS SDI 3.1 FI	\$96,000	\$79,000	\$66,000	\$48,000	
	911	Carrera S	Cabriolet	6-cyl. 3824cc/385hp EMS SDI 3.1 FI	\$74,000	\$63,000	\$45,000	\$35,000	
	911	Carrera S	Coupe	6-cyl. 3824cc/385hp EMS SDI 3.1 FI	\$90,000	\$73,000	\$61,000	\$37,000	
2010	911	Carrera	Cabriolet	6-cyl. 3614cc/345hp EMS SDI 3.1 FI	\$69,000	\$56,000	\$42,000	\$31,000	PDK-equipped cars gain paddle shifters, replacing the steering-wheel buttons. A new steering wheel design is offered. The 997.2 Turbo is introduced with a new 3.8-liter engine. There are also color and trim changes.
	911	Carrera	Coupe	6-cyl. 3614cc/345hp EMS SDI 3.1 FI	\$83,000	\$67,000	\$54,000	\$33,000	
	911	Carrera 4	Cabriolet	6-cyl. 3614cc/345hp EMS SDI 3.1 FI	\$71,000	\$58,000	\$43,000	\$32,000	
	911	Carrera 4	Coupe	6-cyl. 3614cc/345hp EMS SDI 3.1 FI	\$85,000	\$69,000	\$56,000	\$34,000	
	911	Carrera 4	Targa	6-cyl. 3614cc/345hp EMS SDI 3.1 FI	\$89,000	\$73,000	\$59,000	\$42,500	
	911	Carrera 4S	Cabriolet	6-cyl. 3824cc/385hp EMS SDI 3.1 FI	\$79,000	\$65,000	\$54,000	\$42,000	
	911	Carrera 4S	Coupe	6-cyl. 3824cc/385hp EMS SDI 3.1 FI	\$93,000	\$76,000	\$63,000	\$47,000	
	911	Carrera 4S	Targa	6-cyl. 3824cc/385hp EMS SDI 3.1 FI	\$96,000	\$79,000	\$66,000	\$48,000	
	911	Carrera S	Cabriolet	6-cyl. 3824cc/385hp EMS SDI 3.1 FI	\$74,000	\$63,000	\$45,000	\$35,000	
	911	Carrera S	Coupe	6-cyl. 3824cc/385hp EMS SDI 3.1 FI	\$90,000	\$73,000	\$61,000	\$37,000	
2011	911	Turbo	Cabriolet	6-cyl. 3824cc/500hp DFI Twin Turbo	\$128,000	\$98,000	\$66,000	\$55,000	PDK-equipped cars gain a third center radiator as standard. The first-ever 911 GTS is introduced as an edgier performance-oriented option between the Carrera S and the GT3.
	911	Turbo	Coupe	6-cyl. 3824cc/500hp DFI Twin Turbo	\$158,000	\$117,000	\$79,000	\$59,000	
	911	Turbo S	Cabriolet	6-cyl. 3824cc/530hp DFI Twin Turbo	\$145,000	\$105,000	\$74,000	\$58,000	
	911	Turbo S	Coupe	6-cyl. 3824cc/530hp DFI Twin Turbo	\$169,000	\$121,000	\$88,500	\$62,000	
	911	Carrera	Cabriolet	6-cyl. 3614cc/345hp EMS SDI 3.1 FI	\$69,000	\$56,000	\$42,000	\$31,000	
	911	Carrera	Coupe	6-cyl. 3614cc/345hp EMS SDI 3.1 FI	\$83,000	\$67,000	\$54,000	\$33,000	
	911	Carrera	Speedster	6-cyl. 3824cc/408hp EMS SDI 3.1 FI	\$410,000	\$290,000	\$222,000	\$190,000	
	911	Carrera 4	Cabriolet	6-cyl. 3614cc/345hp EMS SDI 3.1 FI	\$71,000	\$58,000	\$43,000	\$32,000	
	911	Carrera 4	Coupe	6-cyl. 3614cc/345hp EMS SDI 3.1 FI	\$85,000	\$69,000	\$56,000	\$34,000	
	911	Carrera 4	Targa	6-cyl. 3614cc/345hp EMS SDI 3.1 FI	\$89,000	\$73,000	\$59,000	\$36,000	
2012	911	Carrera 4 GTS	Cabriolet	6-cyl. 3824cc/408hp EMS SDI 3.1 FI	\$90,000	\$73,500	\$62,000	\$49,000	997 production gives way to the all-new 991. The 997 Turbo soldiers into the 2013 model year unchanged.
	911	Carrera 4 GTS	Coupe	6-cyl. 3824cc/408hp EMS SDI 3.1 FI	\$118,000	\$93,000	\$77,000	\$62,000	
	911	Carrera 4S	Cabriolet	6-cyl. 3824cc/385hp EMS SDI 3.1 FI	\$79,000	\$65,000	\$54,000	\$42,000	
	911	Carrera 4S	Coupe	6-cyl. 3824cc/385hp EMS SDI 3.1 FI	\$93,000	\$76,000	\$63,000	\$47,000	
	911	Carrera 4S	Targa	6-cyl. 3824cc/385hp EMS SDI 3.1 FI	\$96,000	\$79,000	\$66,000	\$48,000	
	911	Carrera GTS	Cabriolet	6-cyl. 3824cc/408hp EMS SDI 3.1 FI	\$95,000	\$75,000	\$64,000	\$50,000	
	911	Carrera GTS	Coupe	6-cyl. 3824cc/408hp EMS SDI 3.1 FI	\$123,000	\$94,000	\$77,000	\$63,000	
	911	Carrera S	Cabriolet	6-cyl. 3824cc/385hp EMS SDI 3.1 FI	\$74,000	\$63,000	\$45,000	\$35,000	
	911	Carrera S	Coupe	6-cyl. 3824cc/385hp EMS SDI 3.1 FI	\$90,000	\$73,000	\$61,000	\$37,000	
	911	Turbo	Cabriolet	6-cyl. 3824cc/500hp DFI Twin Turbo	\$128,000	\$98,000	\$66,000	\$55,000	

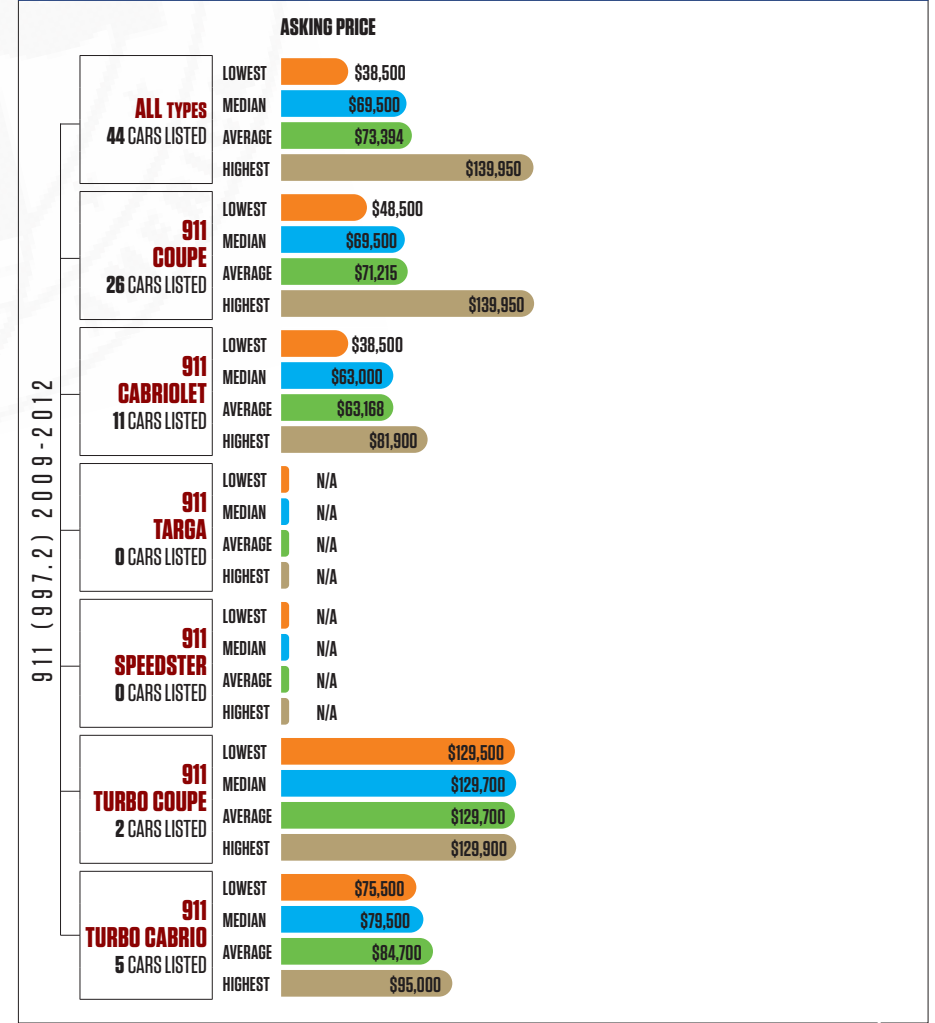
* Values are from the July 2025 edition of the Hagerty Price Guide.



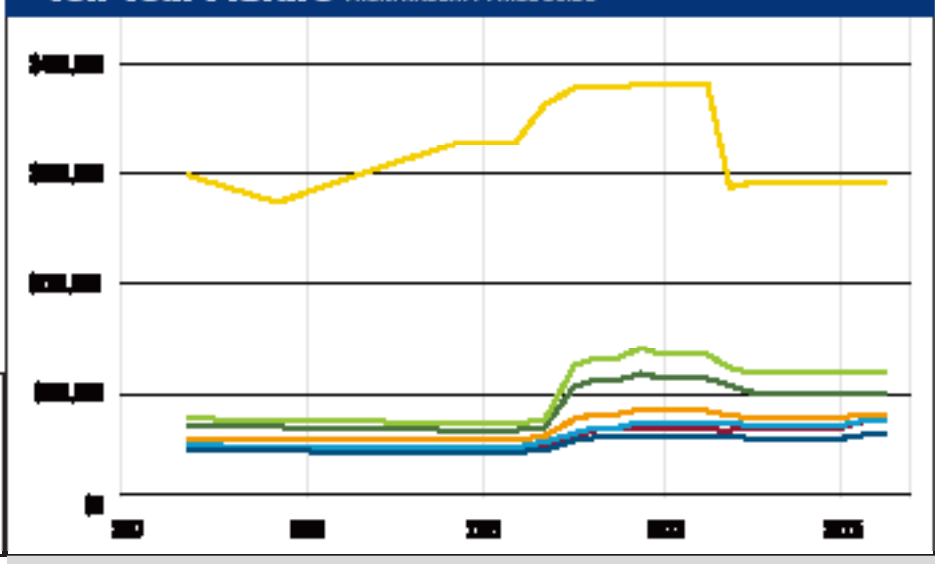
Private Sales FROM HAGERTY



Asking Price PAST 12 MONTHS FROM PCA MART

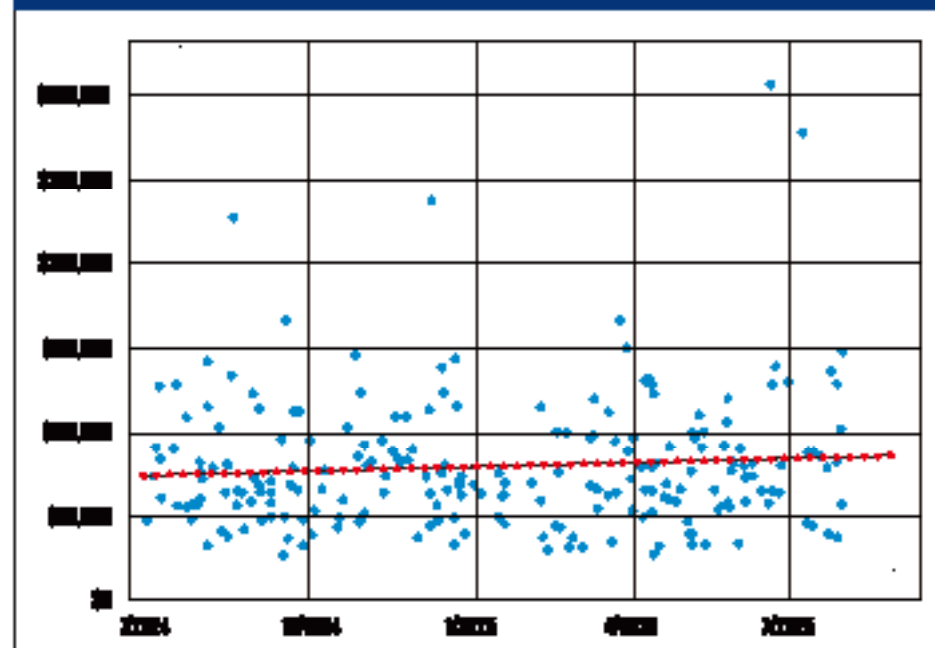


Ten-Year Picture FROM HAGERTY PRICE GUIDE



Like nearly everything else, 997 prices took a large leap during the pandemic. Postpandemic, prices leveled off, and then settled down a bit, but now seem to be trending up as the 997 starts to become to water-cooled 911s what the 993 is to air-cooled cars.

Sales Results FROM ONLINE AUCTIONS



How Hot Is It?

Our expert commentators give their opinion of how hot the 997.2 is at the moment:



ROB SASS
(Porsche Panorama Editor)
I owned a 2009 997.2 base Carrera six-speed from 2018 until 2020. I bought it for \$36,000 and sold it for \$38,000. It had about 67,000 miles on it when I sold it. I figured that if I wanted another one, I could always grab one for about the same money, because as we all knew, late-model Porsches, while they held their value, certainly weren't appreciating significantly. How wrong can you be? It would probably cost me around \$60,000 to replace that car today.



VU NGUYEN
(PCA Executive Director)
The 997.2 is the hot ticket into modern 911 ownership. With a new base Carrera's starting price at \$130,000, a used 2009-'13 997.2 is very attractive for those looking to put a 911 in their garage. The current market has them starting around \$50,000 and goes as high as \$130,000 for unique variants. Many enthusiasts are proud of the normally aspirated six-cylinder (minus the 911 Turbo) engine that creates that iconic flat-six melody, especially through Sport exhaust. Buyers will have a challenge finding specific colors, variants, and options simply due to low inventory and high demand.



MANNY ALBAN
(PCA Technical Director)
Every 997 buyers guide tells you to stick with the 997.2s—production was lower because of the financial crisis of 2008. You're really in trouble if you want certain options, such as a special color, Sport exhaust, PASM, Sport seats, or Sport Chrono, or basically a GTS trim. While the 991 and 992 are fabulous examples of Porsche engineering, it's the size and look of the 997 that makes it desirable. It simply reminds us of the 993, and when parked next to a 992, it also reminds us of when Porsches did fit like a glove. If you really want one, be patient and be ready to compromise on what exactly you're looking for unless you want to wait a long time.

The post-2020 data shows sub-\$50,000 997.2s becoming increasingly rare.

AVERAGE CONDITION VALUES

- Speedster
- Turbo/Coupe
- Turbo/Cabriolet
- All
- Carrera/4/6T/Coupe
- Targa
- Carrera/4/6T/Cabriolet