

1965 Ford Mustang

2dr Fastback . 8-cyl. 289cid/225hp 4bbl

#1 Concours condition

\$88,200

↗ +144.3%

#2 Excellent condition

\$64,400

↗ +101.3%

#3 Good condition

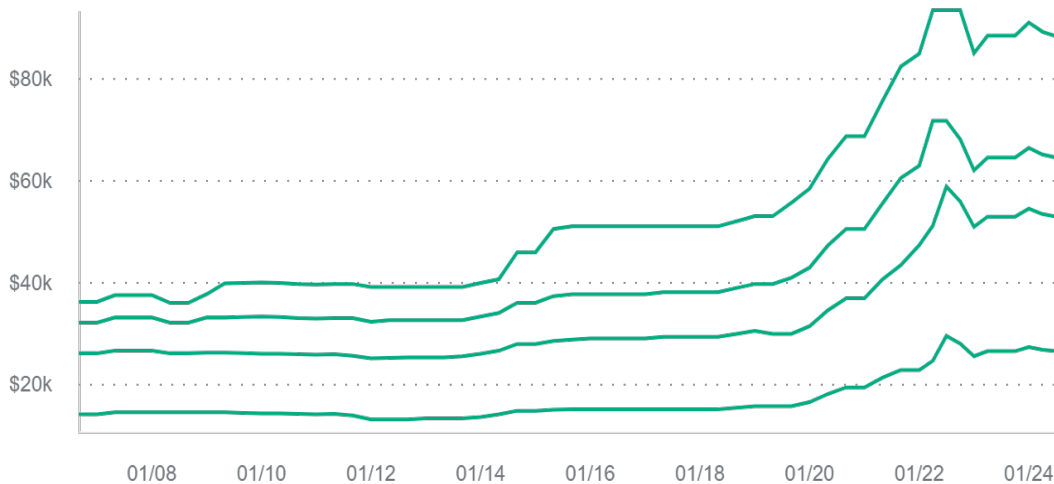
\$52,800*

↗ +103.1%

#4 Fair condition

\$26,400

↗ +88.6%



Value adjustments

-10%
for auto.

+6%
for a/c.

Model description

If the Volkswagen Beetle was the most significant car of the twentieth century with 21.5 million sold, and the Ford Model T was second with 14.7 million produced, the Ford Mustang must occupy third place. For one thing, it's still in production in the 21st century, with nine million built to date, but it's also right up there with the other two in terms of cultural significance.

Lee Iacocca's brainchild was a brilliant combination of humble Ford Falcon underpinnings with a long-hood, short deck coupe that still looks just right. Introduced in April of 1964 as an "early" 1965 model, its European flair could be traced to designer Roy Lunn, who had worked for Aston Martin, ex-Packard engineer Roy Misch and Ford stylist Eugene Bordinat. The first prototype was built in 100 days in the summer of 1962.

Iacocca's aim was a car that cost \$2,500, weighed 2,500lbs and could carry four people. He got pretty close, as a base 6-cylinder hardtop coupe, with a 3-speed manual gearbox cost \$2,320 and weighed 2,449 lbs. It was based around a strong, lightweight unibody, with multiple bracing, minimal brightwork and a European-style recessed sporty grille.

Equipped with bucket seats and also available as a convertible for only \$2,557, it could be as humble as a 101 hp 170 cid, 6-cylinder grocery-getter, or as fast as a 220 bhp 289 cid V-8. Starting in June 1964, a hi-performance 271 bhp version of the 289 was introduced, equipped with a 4-speed, quick steering and special handling package.

TV ads teased the model three weeks before launch and 22,000 orders were taken the first day. By mid-August when the 1965 model year usually began, 120,000 Mustangs had already been sold. A 2+2 fastback joined the lineup in September for \$2,553 to complete the lineup, and sales for the 1965 model year would total 680,989 units. There were no 1964½ models, they were either "early" or "late" 1965s. The easiest way to tell them apart is early cars had a generator, though many were updated to alternators.

*Please note: All prices shown here are based on various data sources, as detailed in [About Our Prices](#). For all Hagerty clients: The values shown do not imply coverage in this amount. In the event of a claim, the Guaranteed Value(s)® on your policy declarations page is the amount your vehicle(s) is covered for, even if the value displayed here is different. If you would like to discuss your policy, please call us at 877-922-3391.

Vehicle's condition classification

#1. Concours

#1 vehicles are the best in the world. Imagine the best vehicle, in the right colors, driving onto the lawn at the finest concours. Perfectly clean, the vehicle has been groomed down to the tire treads. Painted and chromed surfaces are mirror-like. Dust and dirt are banned, and materials used are correct and superbly fitted.

#3. Good

#3 vehicles drive and run well but are not used for daily transportation. The casual passerby will not find any visual flaws, but these vehicles might have some incorrect parts. #3 vehicles could possess some, but not all, of the issues of a #4 vehicle, but they will be balanced by other factors such as fresh paint or a new, correct interior.

#2. Excellent

#2 vehicles could win a local or regional show. They might even be former #1 vehicles that have been driven or have aged. Seasoned observers will have to look closely for flaws but will be able to find some. The paint, chrome, glass and finishes will all appear as excellent. The vehicle drives as a new vehicle of its era would.

#4. Fair

#4 vehicles are daily drivers, with flaws visible to the naked eye. The chrome might have pitting, the windshield might be chipped and perhaps the body has a minor dent. Imperfect paintwork, split seams or a cracked dash might be present. No major parts are missing, but there might be non-stock additions. A #4 vehicle can also be a deteriorated restoration.