

1986 Lincoln Town Car

4dr Sedan • 8-cyl. 302cid/150hp CFI

#1 Concours condition

\$28,000

▼ -14.9%

#2 Excellent condition

\$14,900

▼ -14.9%

#3 Good condition

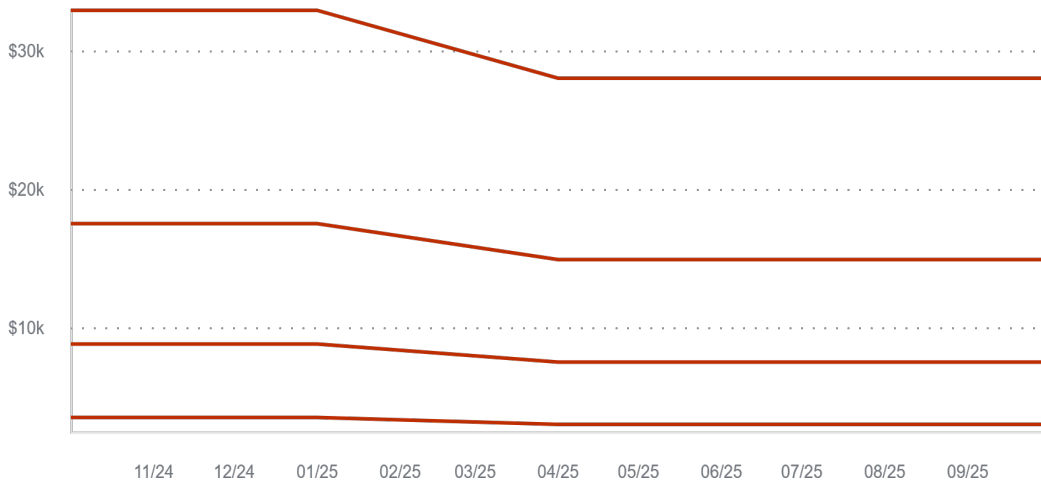
\$7,500*

▼ -14.8%

#4 Fair condition

\$3,000

▼ -14.3%



NOTE: The chart displays price changes for the last year.

Value adjustments

+\$1,000
for sunroof.

Model description

For 1980, the all-new shared Lincoln Continental and Mark VI bodyshell was based upon the "Panther" platform utilized by Ford and Mercury. The two-door Lincolns utilized the same 114.3-inch wheelbase as the Ford and Mercury, but the four-door cars obtained a 3" stretch in the center for additional rear leg-room. Exterior sheetmetal was specific, as were interiors, but the expensive engineering essentials and most mechanical components were shared. A 302 cid fuel injected V8 engine was utilized, with optional 351 carbureted engine optional. New was the AOD four speed overdrive automatic transmission, which also assisted in improving fuel mileage.

For 1981, the Continental name was replaced and the new Town Car appellation was used for the non-Mark Lincolns. The lineup was also simplified with the elimination of the slow-selling Versailles model. The sole engine was the 302 V-8 with fuel injection and styling was virtually identical to the 1980 cars with only minor changes. The new Town Car retained the prior Continental's exposed oblong dual headlamps and optional digital trip computer display, and added a new key-pad entry system. Lincoln's formal upright grille was naturally retained. These cars were unashamedly aimed straight at mature customers with wealth money in the bank.

*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.

In 1982, the Town Car continued much as before, except that the one-year only two-door was discontinued and the car began to become popular with black-car limo companies in lieu of problematic 1981 Cadillacs.

In 1983, these factors helped lift Lincoln Town Car sales to 53,361 from 35,069 the year before. 1982 sales had lifted 25 percent from the year before, so Lincoln was on a sales trend of the right kind. New for 1983 was a completely restyled Lincoln Mark VI with aerodynamic luxury and panache'. The Town Car may have been eclipsed by the second all-new alternate Lincoln name-plate in two years, but obviously remained popular with both prior Lincoln customers requiring a formal sedan as well as defecting Cadillac customers.

The 1984 cars were similar, but a new two-tone Cartier Designer series became available. The Town Car Signature featured a coach roof, pleat-pillow upholstery, and wood-tone accents on doors and quarter trim panels. Sales soared to 93,622. In addition, Lincoln's Town Car began to easily dominate the "stretch limousine" donor-car fabrication trade.

For 1985, the Town Car was facelifted slightly, and Lincoln sold 119,878 Town Cars. Late in 1985, Lincoln TV ads entitled "The Valet" rubbed salt in their competitor's wounds by mocking how similar Cadillacs looked to Buicks, Oldsmobiles, Pontiacs and even Chevrolets. This commercial began the advertising line "Lincoln: What a Luxury Car Should Be." The slogan was successfully used into the 1990s.

1986 saw Town Car sales about the same as 1985, and there was an all-new multi-port fuel injection system as well as the additional use of popular woodgrain interior trim. The 1987 cars added a single-slot CD player as an option, and in the spring of 1987, the 1988 cars were introduced early with another slight facelift. 1987, being both a recession / financial panic year and a very short "model-year", saw Town Car sales plummet to 76,483. The extended 1988 model year, however, saw 201,118 cars sold.

The final first-generation of "Panther platform" Town Cars was the 1989 cars, which were virtually identical to 1988. The next generation would become an even larger sales success for Lincoln.

Body styles

4dr Sedan

Engine types

8-cyl. 302cid/150hp CFI

1981-1989 Lincoln Town Car stats

Highest sale	Lowest sale	Most recent sale	Sales
\$33,862	\$213	\$19,950	176

Equipment

Standard Equipment

- AM/FM
- Active (Manual) Belts
- Air Conditioning
- Power Brakes
- Power Steering
- Power Windows
- Tilt Steering Wheel

Optional Equipment

- AM/FM CASS
- Power Sun/Moon Roof

Additional Info

- Drive Type: RWD
- Front Tire Size Code: 31
- Front Tire Size: 15R215
- Manufacturer Code: C134
- Manufacturer MSRP: 20764
- Market Segmentation: Full Size Luxury Car
- Shipping Weight: 4038
- Wheel Base Longest - Inches: 117.3
- Wheel Base Shortest - Inches: 117.3

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.