



**Data Tables for September 2022 Kelley Blue Book Average Transaction Prices Report**

<b>Manufacturer</b>	<b>September 2022 Transaction Price (Avg)*</b>	<b>August 2022 Transaction Price (Avg)*</b>	<b>September 2021 Transaction Price (Avg)*</b>	<b>Month-Over-Month Percent Change</b>	<b>Year-Over-Year Percent Change</b>
BMW	\$69,488	\$68,676	\$63,861	1.2%	8.8%
Daimler	\$69,189	\$67,713	\$73,462	2.2%	-5.8%
Ford Motor Company	\$53,239	\$54,167	\$51,418	-1.7%	3.5%
Geely Auto Group	\$59,158	\$58,821	\$55,334	0.6%	6.9%
General Motors	\$52,511	\$52,084	\$53,220	0.8%	-1.3%
Honda Motor Company	\$38,982	\$39,455	\$35,312	-1.2%	10.4%
Hyundai Motor Group	\$36,697	\$36,308	\$34,377	1.1%	6.7%
Mazda Motor Corporation	\$35,655	\$34,553	\$34,093	3.2%	4.6%
Renault-Nissan-Mitsubishi Alliance	\$36,686	\$37,120	\$33,868	-1.2%	8.3%
Rivian	\$71,983	\$73,396	\$70,500	-1.9%	2.1%
Stellantis	\$54,721	\$54,606	\$48,983	0.2%	11.7%
Subaru Corporation	\$35,513	\$35,392	\$33,896	0.3%	4.8%
Tata Motors	\$91,975	\$90,791	\$85,260	1.3%	7.9%
Tesla Motors	\$68,634	\$69,845	\$59,103	-1.7%	16.1%
Toyota Motor Corporation	\$40,439	\$40,965	\$40,719	-1.3%	-0.7%
Volkswagen Group	\$52,459	\$52,343	\$49,059	0.2%	6.9%
<b>Industry</b>	<b>\$48,094</b>	<b>\$48,240</b>	<b>\$45,319</b>	<b>-0.3%</b>	<b>6.1%</b>

*\*Kelley Blue Book average transaction prices do not include applied consumer incentives*

<b>Make</b>	<b>September 2022 Transaction Price (Avg)*</b>	<b>August 2022 Transaction Price (Avg)*</b>	<b>September 2021 Transaction Price (Avg)*</b>	<b>Month-Over-Month Percent Change</b>	<b>Year-Over-Year Percent Change</b>
Acura	\$54,208	\$53,896	\$48,122	0.6%	12.6%
Alfa Romeo	\$52,646	\$53,221	\$48,638	-1.1%	8.2%
Audi	\$56,990	\$59,212	\$57,699	-3.8%	-1.2%
BMW	\$71,836	\$71,374	\$64,803	0.7%	10.9%
Buick	\$39,473	\$38,530	\$36,341	2.5%	8.6%
Cadillac	\$70,688	\$71,238	\$81,878	-0.8%	-13.7%
Chevrolet	\$49,325	\$49,014	\$50,405	0.6%	-2.1%
Chrysler	\$47,912	\$47,753	\$45,341	0.3%	5.7%
Dodge	\$49,287	\$47,236	\$45,078	4.3%	9.3%
Fiat	\$31,899	\$23,641	\$27,853	34.9%	14.5%
Ford	\$52,675	\$53,770	\$50,856	-2.0%	3.6%
Genesis	\$62,438	\$61,984	\$60,111	0.7%	3.9%
GMC	\$60,081	\$59,963	\$61,597	0.2%	-2.5%
Honda	\$37,231	\$37,753	\$33,914	-1.4%	9.8%
Hyundai	\$35,230	\$35,247	\$33,370	-0.1%	5.6%
Infiniti	\$60,066	\$61,235	\$52,869	-1.9%	13.6%
Jaguar	\$75,383	\$73,500	\$73,602	2.6%	2.4%
Jeep	\$53,804	\$53,383	\$45,684	0.8%	17.8%
Kia	\$36,003	\$35,360	\$33,034	1.8%	9.0%
Land Rover	\$94,855	\$94,838	\$86,805	0.0%	9.3%
Lexus	\$55,440	\$56,044	\$53,266	-1.1%	4.1%
Lincoln	\$64,663	\$63,538	\$62,291	1.8%	3.8%
Mazda	\$35,655	\$34,553	\$34,093	3.2%	4.6%
Mercedes-Benz	\$69,189	\$67,713	\$73,462	2.2%	-5.8%
Mini	\$38,913	\$38,505	\$35,506	1.1%	9.6%
Mitsubishi	\$29,760	\$30,326	\$28,949	-1.9%	2.8%
Nissan	\$35,824	\$35,763	\$33,369	0.2%	7.4%
Polestar	\$59,076	\$57,870	\$62,301	2.1%	-5.2%
Porsche	\$111,228	\$112,861	\$102,472	-1.5%	8.5%
Ram	\$59,690	\$60,205	\$55,432	-0.9%	7.7%
Rivian	\$71,983	\$73,396	\$70,500	-1.9%	2.1%
Subaru	\$35,513	\$35,392	\$33,896	0.3%	4.8%
Tesla	\$68,634	\$69,845	\$59,103	-1.7%	16.1%
Toyota	\$38,368	\$38,746	\$38,532	-1.0%	-0.4%
Volkswagen	\$37,197	\$37,116	\$34,977	0.2%	6.3%
Volvo	\$59,168	\$58,937	\$54,928	0.4%	7.7%
<b>Industry</b>	<b>\$48,094</b>	<b>\$48,240</b>	<b>\$45,319</b>	<b>-0.3%</b>	<b>6.1%</b>

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Category	September 2022 Transaction Price (Avg)*	August 2022 Transaction Price (Avg)*	September 2021 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Compact Car	\$26,485	\$26,294	\$24,735	0.7%	7.1%
Compact SUV/Crossover	\$35,248	\$35,245	\$33,637	0.0%	4.8%
Electric Vehicle	\$65,291	\$66,453	\$59,533	-1.8%	9.7%
Entry-level Luxury Car	\$54,661	\$53,899	\$49,961	1.4%	9.4%
Full-size Car	\$45,333	\$44,210	\$43,103	2.5%	5.2%
Full-size Pickup Truck	\$63,231	\$63,387	\$57,774	-0.3%	9.4%
Full-size SUV/Crossover	\$72,869	\$73,536	\$68,568	-0.9%	6.3%
High Performance Car	\$110,985	\$111,161	\$101,503	-0.2%	9.3%
High-end Luxury Car	\$118,354	\$120,051	\$119,097	-1.4%	-0.6%
Hybrid/Alternative Energy Car	\$32,968	\$33,242	\$33,177	-0.8%	-0.6%
Luxury Car	\$77,198	\$76,290	\$73,180	1.2%	5.5%
Luxury Compact SUV/Crossover	\$51,753	\$52,451	\$49,809	-1.3%	3.9%
Luxury Full-size SUV/Crossover	\$108,521	\$106,554	\$100,299	1.9%	8.2%
Luxury Mid-size SUV/Crossover	\$68,908	\$68,942	\$67,311	-0.1%	2.4%
Luxury Subcompact SUV/Crossover	\$44,700	\$44,350	\$43,183	0.8%	3.5%
Mid-size Car	\$32,079	\$32,183	\$31,287	-0.3%	2.5%
Mid-size SUV/Crossover	\$47,982	\$47,576	\$45,619	0.9%	5.2%
Minivan	\$47,699	\$47,533	\$43,484	0.4%	9.7%
Small/Mid-size Pickup Truck	\$41,389	\$41,785	\$41,468	-1.0%	-0.2%
Sports Car	\$46,051	\$45,100	\$45,733	2.1%	0.7%
Subcompact Car	\$22,108	\$22,688	\$19,779	-2.6%	11.8%
Subcompact SUV/Crossover	\$31,089	\$30,405	\$28,987	2.3%	7.3%
Van	\$51,204	\$49,769	\$48,981	2.9%	4.5%
<b>Industry</b>	<b>\$48,094</b>	<b>\$48,240</b>	<b>\$45,319</b>	<b>-0.3%</b>	<b>6.1%</b>

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