



Data Tables for November 2022 Kelley Blue Book Average Transaction Prices Report

Manufacturer	November 2022 Transaction Price (Avg)*	October 2022 Transaction Price (Avg)*	November 2021 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
BMW	\$69,708	\$70,340	\$61,484	-0.9%	13.4%
Daimler	\$72,067	\$71,774	\$73,509	0.4%	-2.0%
Ford Motor Company	\$55,581	\$54,414	\$50,458	2.1%	10.2%
Geely Auto Group	\$59,208	\$58,562	\$57,278	1.1%	3.4%
General Motors	\$52,441	\$52,378	\$53,442	0.1%	-1.9%
Honda Motor Company	\$37,854	\$38,746	\$35,790	-2.3%	5.8%
Hyundai Motor Group	\$36,106	\$36,435	\$35,772	-0.9%	0.9%
Mazda Motor Corporation	\$34,548	\$34,579	\$33,699	-0.1%	2.5%
Renault-Nissan-Mitsubishi Alliance	\$37,495	\$37,119	\$33,972	1.0%	10.4%
Rivian	\$65,119	\$65,252	\$78,639	-0.2%	-17.2%
Stellantis	\$55,152	\$54,634	\$52,970	1.0%	4.1%
Subaru Corporation	\$36,556	\$36,039	\$35,410	1.4%	3.2%
Tata Motors	\$92,876	\$92,953	\$89,826	-0.1%	3.4%
Tesla Motors	\$68,975	\$67,745	\$59,894	1.8%	15.2%
Toyota Motor Corporation	\$41,330	\$40,479	\$40,334	2.1%	2.5%
Volkswagen Group	\$55,831	\$52,750	\$50,921	5.8%	9.6%
Industry	\$48,681	\$48,259	\$46,611	0.9%	4.4%

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

Make	November 2022 Transaction Price (Avg)*	October 2022 Transaction Price (Avg)*	November 2021 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Acura	\$52,966	\$51,773	\$50,440	2.3%	5.0%
Alfa Romeo	\$52,953	\$53,806	\$49,929	-1.6%	6.1%
Audi	\$59,516	\$57,029	\$60,248	4.4%	-1.2%
BMW	\$72,528	\$74,157	\$63,336	-2.2%	14.5%
Buick	\$39,692	\$38,848	\$40,105	2.2%	-1.0%
Cadillac	\$70,203	\$69,838	\$70,750	0.5%	-0.8%
Chevrolet	\$47,954	\$48,362	\$50,573	-0.8%	-5.2%
Chrysler	\$48,471	\$46,916	\$46,644	3.3%	3.9%
Dodge	\$49,585	\$49,131	\$46,148	0.9%	7.4%
Fiat	\$33,488	\$34,221	\$26,878	-2.1%	24.6%
Ford	\$55,105	\$53,887	\$49,894	2.3%	10.4%
Genesis	\$63,064	\$63,325	\$59,150	-0.4%	6.6%
GMC	\$62,763	\$61,541	\$62,876	2.0%	-0.2%
Honda	\$36,153	\$37,102	\$33,976	-2.6%	6.4%
Hyundai	\$34,987	\$35,427	\$34,424	-1.2%	1.6%
Infiniti	\$61,852	\$60,574	\$58,348	2.1%	6.0%
Jaguar	\$76,119	\$75,436	\$69,918	0.9%	8.9%
Jeep	\$53,733	\$53,414	\$50,843	0.6%	5.7%
Kia	\$34,975	\$35,475	\$34,510	-1.4%	1.3%
Land Rover	\$95,339	\$95,465	\$91,385	-0.1%	4.3%
Lexus	\$56,049	\$55,014	\$54,079	1.9%	3.6%
Lincoln	\$66,400	\$65,369	\$63,732	1.6%	4.2%
Mazda	\$34,548	\$34,579	\$33,699	-0.1%	2.5%
Mercedes-Benz	\$72,067	\$71,774	\$73,509	0.4%	-2.0%
Mini	\$38,836	\$39,102	\$36,225	-0.7%	7.2%
Mitsubishi	\$31,647	\$30,430	\$29,476	4.0%	7.4%
Nissan	\$36,466	\$36,308	\$33,232	0.4%	9.7%
Polestar	\$60,433	\$60,860	\$60,312	-0.7%	0.2%
Porsche	\$115,444	\$114,757	\$106,573	0.6%	8.3%
Ram	\$60,376	\$59,896	\$58,690	0.8%	2.9%
Rivian	\$65,119	\$65,252	\$78,639	-0.2%	-17.2%
Subaru	\$36,556	\$36,039	\$35,410	1.4%	3.2%
Tesla	\$68,975	\$67,745	\$59,894	1.8%	15.2%
Toyota	\$39,558	\$38,566	\$38,394	2.6%	3.0%
Volkswagen	\$38,678	\$37,029	\$35,575	4.5%	8.7%
Volvo	\$59,085	\$58,342	\$57,155	1.3%	3.4%
Industry	\$48,681	\$48,259	\$46,611	0.9%	4.4%

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Category	November 2022 Transaction Price (Avg)*	October 2022 Transaction Price (Avg)*	November 2021 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Compact Car	\$26,246	\$26,544	\$25,404	-1.1%	3.3%
Compact SUV/Crossover	\$35,100	\$35,136	\$33,982	-0.1%	3.3%
Electric Vehicle	\$65,041	\$63,869	\$59,829	1.8%	8.7%
Entry-level Luxury Car	\$57,311	\$56,243	\$50,782	1.9%	12.9%
Full-size Car	\$46,337	\$45,731	\$42,737	1.3%	8.4%
Full-size Pickup Truck	\$64,380	\$64,086	\$58,982	0.5%	9.2%
Full-size SUV/Crossover	\$73,736	\$73,468	\$71,950	0.4%	2.5%
High Performance Car	\$113,317	\$114,003	\$117,878	-0.6%	-3.9%
High-end Luxury Car	\$120,982	\$118,999	\$118,203	1.7%	2.4%
Hybrid/Alternative Energy Car	\$35,310	\$34,174	\$33,413	3.3%	5.7%
Luxury Car	\$80,062	\$75,494	\$74,235	6.1%	7.8%
Luxury Compact SUV/Crossover	\$53,225	\$51,903	\$52,309	2.6%	1.8%
Luxury Full-size SUV/Crossover	\$105,336	\$105,714	\$99,266	-0.4%	6.1%
Luxury Mid-size SUV/Crossover	\$72,593	\$71,288	\$66,958	1.8%	8.4%
Luxury Subcompact SUV/Crossover	\$46,456	\$45,344	\$44,109	2.5%	5.3%
Mid-size Car	\$31,425	\$31,457	\$31,638	-0.1%	-0.7%
Mid-size SUV/Crossover	\$47,514	\$47,736	\$45,949	-0.5%	3.4%
Minivan	\$47,289	\$47,268	\$45,900	0.0%	3.0%
Small/Mid-size Pickup Truck	\$40,424	\$39,984	\$40,620	1.1%	-0.5%
Sports Car	\$45,443	\$46,109	\$47,311	-1.4%	-3.9%
Subcompact Car	\$24,278	\$23,837	\$21,917	1.9%	10.8%
Subcompact SUV/Crossover	\$30,539	\$30,655	\$29,412	-0.4%	3.8%
Van	\$49,779	\$50,061	\$46,606	-0.6%	6.8%
Industry	\$48,681	\$48,259	\$46,611	0.9%	4.4%

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