



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

Manufacturer	December 2022 Transaction Price (Avg)*	November 2022 Transaction Price (Avg)*	November 2021 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
BMW	\$68,974	\$69,441	\$61,578	-0.7%	12.0%
Daimler	\$72,696	\$72,060	\$74,668	0.9%	-2.6%
Ford Motor Company	\$57,170	\$55,413	\$51,205	3.2%	11.6%
Geely Auto Group	\$59,158	\$59,095	\$58,375	0.1%	1.3%
General Motors	\$53,680	\$52,380	\$53,611	2.5%	0.1%
Honda Motor Company	\$38,381	\$37,828	\$36,155	1.5%	6.2%
Hyundai Motor Group	\$36,726	\$36,055	\$35,473	1.9%	3.5%
Mazda Motor Corporation	\$34,647	\$34,488	\$32,411	0.5%	6.9%
Renault-Nissan-Mitsubishi Alliance	\$37,897	\$37,483	\$34,794	1.1%	8.9%
Rivian	\$65,180	\$65,672	\$75,529	-0.8%	-13.7%
Stellantis	\$56,008	\$55,112	\$52,938	1.6%	5.8%
Subaru Corporation	\$37,009	\$36,510	\$35,202	1.4%	5.1%
Tata Motors	\$95,147	\$92,579	\$90,894	2.8%	4.7%
Tesla Motors	\$65,015	\$68,959	\$62,229	-5.7%	4.5%
Toyota Motor Corporation	\$40,655	\$41,081	\$40,655	-1.0%	0.0%
Volkswagen Group	\$58,672	\$55,644	\$53,399	5.4%	9.9%
Industry	\$49,507	\$48,580	\$47,210	1.9%	4.9%

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

Make	December 2022 Transaction Price (Avg)*	November 2022 Transaction Price (Avg)*	December 2021 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Acura	\$52,695	\$52,987	\$51,941	-0.6%	1.5%
Alfa Romeo	\$51,580	\$53,007	\$52,590	-2.7%	-1.9%
Audi	\$60,625	\$59,157	\$63,869	2.5%	-5.1%
BMW	\$71,815	\$72,249	\$63,826	-0.6%	12.5%
Buick	\$39,406	\$39,663	\$40,136	-0.7%	-1.8%
Cadillac	\$69,227	\$70,139	\$79,129	-1.3%	-12.5%
Chevrolet	\$49,602	\$47,910	\$49,339	3.5%	0.5%
Chrysler	\$49,472	\$48,614	\$45,911	1.8%	7.8%
Dodge	\$52,285	\$49,531	\$46,822	5.6%	11.7%
Fiat	\$34,587	\$33,163	\$27,549	4.3%	25.5%
Ford	\$56,756	\$54,943	\$50,692	3.3%	12.0%
Genesis	\$62,643	\$62,979	\$59,479	-0.5%	5.3%
GMC	\$63,772	\$62,653	\$61,507	1.8%	3.7%
Honda	\$36,590	\$36,121	\$34,302	1.3%	6.7%
Hyundai	\$35,260	\$34,936	\$34,716	0.9%	1.6%
Infiniti	\$61,465	\$61,814	\$58,226	-0.6%	5.6%
Jaguar	\$75,498	\$75,327	\$69,834	0.2%	8.1%
Jeep	\$54,712	\$53,703	\$49,760	1.9%	10.0%
Kia	\$35,828	\$34,928	\$33,801	2.6%	6.0%
Land Rover	\$97,462	\$95,018	\$93,163	2.6%	4.6%
Lexus	\$55,537	\$55,428	\$55,276	0.2%	0.5%
Lincoln	\$66,902	\$66,122	\$64,945	1.2%	3.0%
Mazda	\$34,647	\$34,488	\$32,411	0.5%	6.9%
Mercedes-Benz	\$72,696	\$72,060	\$74,668	0.9%	-2.6%
Mini	\$38,811	\$38,700	\$36,870	0.3%	5.3%
Mitsubishi	\$32,195	\$31,603	\$30,538	1.9%	5.4%
Nissan	\$36,402	\$36,459	\$33,887	-0.2%	7.4%
Polestar	\$62,902	\$60,587	\$60,981	3.8%	3.2%
Porsche	\$115,272	\$115,273	\$106,815	0.0%	7.9%
Ram	\$59,596	\$60,280	\$60,277	-1.1%	-1.1%
Rivian	\$65,180	\$65,672	\$75,529	-0.8%	-13.7%
Subaru	\$37,009	\$36,510	\$35,202	1.4%	5.1%
Tesla	\$65,015	\$68,959	\$62,229	-5.7%	4.5%
Toyota	\$38,785	\$39,353	\$38,312	-1.4%	1.2%
Volkswagen	\$39,720	\$38,629	\$35,785	2.8%	11.0%
Volvo	\$58,774	\$58,946	\$58,259	-0.3%	0.9%
Industry	\$49,507	\$48,580	\$47,210	1.9%	4.9%

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Category	December 2022 Transaction Price (Avg)*	November 2022 Transaction Price (Avg)*	December 2021 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Compact Car	\$26,282	\$26,194	\$25,748	0.3%	2.1%
Compact SUV/Crossover	\$35,031	\$35,018	\$33,978	0.0%	3.1%
Electric Vehicle	\$61,448	\$65,042	\$61,845	-5.5%	-0.6%
Entry-level Luxury Car	\$56,168	\$56,982	\$50,378	-1.4%	11.5%
Full-size Car	\$48,314	\$46,237	\$42,895	4.5%	12.6%
Full-size Pickup Truck	\$64,207	\$64,176	\$60,029	0.1%	7.0%
Full-size SUV/Crossover	\$73,920	\$73,683	\$72,041	0.3%	2.6%
High Performance Car	\$116,255	\$112,955	\$116,622	2.9%	-0.3%
High-end Luxury Car	\$119,660	\$120,755	\$121,252	-0.9%	-1.3%
Hybrid/Alternative Energy Car	\$32,564	\$35,322	\$33,213	-7.8%	-2.0%
Luxury Car	\$76,531	\$79,967	\$70,765	-4.3%	8.1%
Luxury Compact SUV/Crossover	\$52,961	\$52,799	\$52,932	0.3%	0.1%
Luxury Full-size SUV/Crossover	\$107,163	\$105,359	\$100,398	1.7%	6.7%
Luxury Mid-size SUV/Crossover	\$72,546	\$72,323	\$69,238	0.3%	4.8%
Luxury Subcompact SUV/Crossover	\$46,064	\$46,298	\$44,665	-0.5%	3.1%
Mid-size Car	\$31,609	\$31,290	\$31,497	1.0%	0.4%
Mid-size SUV/Crossover	\$47,903	\$47,422	\$45,837	1.0%	4.5%
Minivan	\$47,327	\$47,329	\$45,563	0.0%	3.9%
Small/Mid-size Pickup Truck	\$40,942	\$40,277	\$39,848	1.7%	2.7%
Sports Car	\$46,897	\$45,625	\$46,368	2.8%	1.1%
Subcompact Car	\$25,094	\$24,234	\$23,146	3.6%	8.4%
Subcompact SUV/Crossover	\$30,632	\$30,491	\$29,333	0.5%	4.4%
Van	\$52,885	\$50,227	\$48,037	5.3%	10.1%
Industry	\$49,507	\$48,580	\$47,210	1.9%	4.9%

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