



Data Tables for January 2023 Kelley Blue Book Average Transaction Prices Report

Manufacturer	January 2023 Transaction Price (Avg)*	December 2022 Transaction Price (Avg)*	January 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
BMW	\$68,858	\$68,539	\$62,337	0.5%	10.5%
Daimler	\$81,908	\$77,001	\$75,427	6.4%	8.6%
Ford Motor Company	\$56,642	\$57,201	\$50,551	-1.0%	12.0%
Geely Auto Group	\$60,024	\$58,978	\$57,745	1.8%	3.9%
General Motors	\$51,842	\$53,714	\$52,218	-3.5%	-0.7%
Honda Motor Company	\$38,057	\$38,377	\$35,533	-0.8%	7.1%
Hyundai Motor Group	\$36,420	\$36,715	\$36,050	-0.8%	1.0%
Mazda Motor Corporation	\$33,850	\$34,590	\$33,186	-2.1%	2.0%
Renault-Nissan-Mitsubishi Alliance	\$37,878	\$37,867	\$34,394	0.0%	10.1%
Rivian	\$65,392	\$65,180	\$73,937	0.3%	-11.6%
Stellantis	\$56,598	\$56,144	\$53,110	0.8%	6.6%
Subaru Corporation	\$36,001	\$36,977	\$35,490	-2.6%	1.4%
Tata Motors	\$107,105	\$106,065	\$88,981	1.0%	20.4%
Tesla Motors	\$59,648	\$65,080	\$63,091	-8.4%	-5.5%
Toyota Motor Corporation	\$42,247	\$40,679	\$40,362	3.9%	4.7%
Volkswagen Group	\$58,391	\$59,004	\$51,940	-1.0%	12.4%
Industry	\$49,388	\$49,698	\$46,620	-0.6%	5.9%

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

Make	January 2023 Transaction Price (Avg)*	December 2022 Transaction Price (Avg)*	January 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Acura	\$52,122	\$52,729	\$51,032	-1.2%	2.1%
Alfa Romeo	\$52,544	\$51,803	\$52,624	1.4%	-0.2%
Audi	\$59,912	\$60,263	\$63,326	-0.6%	-5.4%
BMW	\$71,541	\$71,364	\$65,171	0.3%	9.8%
Buick	\$39,255	\$39,387	\$41,432	-0.3%	-5.3%
Cadillac	\$69,407	\$69,198	\$79,869	0.3%	-13.1%
Chevrolet	\$47,199	\$49,633	\$47,894	-4.9%	-1.5%
Chrysler	\$48,057	\$49,496	\$46,341	-2.9%	3.7%
Dodge	\$52,236	\$52,249	\$48,797	0.0%	7.0%
Fiat	\$33,716	\$33,468	\$30,210	0.7%	11.6%
Ford	\$56,171	\$56,789	\$50,075	-1.1%	12.2%
Genesis	\$62,614	\$62,641	\$60,086	0.0%	4.2%
GMC	\$64,085	\$63,836	\$58,925	0.4%	8.8%
Honda	\$36,279	\$36,581	\$34,235	-0.8%	6.0%
Hyundai	\$35,728	\$35,245	\$35,292	1.4%	1.2%
Infiniti	\$60,444	\$61,442	\$53,225	-1.6%	13.6%
Jaguar	\$76,534	\$75,080	\$67,810	1.9%	12.9%
Jeep	\$54,197	\$54,725	\$49,502	-1.0%	9.5%
Kia	\$35,144	\$35,819	\$34,847	-1.9%	0.9%
Land Rover	\$110,845	\$109,715	\$92,384	1.0%	20.0%
Lexus	\$57,267	\$55,371	\$54,953	3.4%	4.2%
Lincoln	\$67,935	\$66,878	\$61,874	1.6%	9.8%
Mazda	\$33,850	\$34,590	\$33,186	-2.1%	2.0%
Mercedes-Benz	\$81,908	\$77,001	\$75,427	6.4%	8.6%
Mini	\$38,243	\$38,553	\$37,359	-0.8%	2.4%
Mitsubishi	\$31,511	\$32,104	\$31,162	-1.9%	1.1%
Nissan	\$36,683	\$36,379	\$33,487	0.8%	9.5%
Polestar	\$63,974	\$62,872	\$56,871	1.8%	12.5%
Porsche	\$112,630	\$113,850	\$109,016	-1.1%	3.3%
Ram	\$62,828	\$59,932	\$60,592	4.8%	3.7%
Rivian	\$65,392	\$65,180	\$73,937	0.3%	-11.6%
Subaru	\$36,001	\$36,977	\$35,490	-2.6%	1.4%
Tesla	\$59,648	\$65,080	\$63,091	-8.4%	-5.5%
Toyota	\$39,553	\$38,834	\$38,170	1.9%	3.6%
Volkswagen	\$39,737	\$39,667	\$35,677	0.2%	11.4%
Volvo	\$59,515	\$58,626	\$57,794	1.5%	3.0%
Industry	\$49,388	\$49,698	\$46,620	-0.6%	5.9%

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Category	January 2023 Transaction Price (Avg)*	December 2022 Transaction Price (Avg)*	January 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Compact Car	\$26,477	\$26,295	\$25,732	0.7%	2.9%
Compact SUV/Crossover	\$35,309	\$35,016	\$34,184	0.8%	3.3%
Electric Vehicle	\$58,725	\$62,088	\$63,245	-5.4%	-7.1%
Entry-level Luxury Car	\$56,350	\$55,633	\$50,052	1.3%	12.6%
Full-size Car	\$47,513	\$48,168	\$43,315	-1.4%	9.7%
Full-size Pickup Truck	\$64,883	\$64,277	\$59,803	0.9%	8.5%
Full-size SUV/Crossover	\$75,866	\$74,462	\$73,284	1.9%	3.5%
High Performance Car	\$122,578	\$118,987	\$108,923	3.0%	12.5%
High-end Luxury Car	\$122,743	\$120,571	\$121,907	1.8%	0.7%
Hybrid/Alternative Energy Car	\$34,973	\$34,319	\$33,366	1.9%	4.8%
Luxury Car	\$74,944	\$75,893	\$73,179	-1.3%	2.4%
Luxury Compact SUV/Crossover	\$52,621	\$52,835	\$53,100	-0.4%	-0.9%
Luxury Full-size SUV/Crossover	\$115,387	\$110,153	\$102,002	4.8%	13.1%
Luxury Mid-size SUV/Crossover	\$72,393	\$73,386	\$69,395	-1.4%	4.3%
Luxury Subcompact SUV/Crossover	\$46,542	\$46,335	\$45,208	0.5%	3.0%
Mid-size Car	\$31,165	\$31,568	\$31,787	-1.3%	-2.0%
Mid-size SUV/Crossover	\$48,375	\$47,885	\$46,575	1.0%	3.9%
Minivan	\$47,241	\$47,324	\$45,599	-0.2%	3.6%
Small/Mid-size Pickup Truck	\$41,078	\$40,898	\$39,666	0.4%	3.6%
Sports Car	\$48,431	\$47,444	\$45,375	2.1%	6.7%
Subcompact Car	\$24,380	\$25,046	\$24,053	-2.7%	1.4%
Subcompact SUV/Crossover	\$30,486	\$30,608	\$29,332	-0.4%	3.9%
Van	\$58,070	\$53,109	\$50,301	9.3%	15.4%
Industry	\$49,388	\$49,698	\$46,620	-0.6%	5.9%

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