



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

Manufacturer	February 2023 Transaction Price (Avg)*	January 2023 Transaction Price (Avg)*	February 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
BMW	\$69,459	\$68,694	\$63,484	1.1%	9.4%
Daimler	\$80,967	\$81,819	\$75,553	-1.0%	7.2%
Ford Motor Company	\$55,747	\$56,774	\$49,675	-1.8%	12.2%
Geely Auto Group	\$58,476	\$59,852	\$57,836	-2.3%	1.1%
General Motors	\$51,165	\$51,891	\$50,876	-1.4%	0.6%
Honda Motor Company	\$38,812	\$38,073	\$36,777	1.9%	5.5%
Hyundai Motor Group	\$36,245	\$36,428	\$36,301	-0.5%	-0.2%
Mazda Motor Corporation	\$33,391	\$33,860	\$32,736	-1.4%	2.0%
Renault-Nissan-Mitsubishi Alliance	\$38,542	\$37,899	\$33,516	1.7%	15.0%
Rivian	\$65,323	\$65,392	\$71,841	-0.1%	-9.1%
Stellantis	\$55,161	\$56,733	\$53,102	-2.8%	3.9%
Subaru Corporation	\$35,406	\$35,992	\$34,563	-1.6%	2.4%
Tata Motors	\$106,580	\$106,944	\$83,555	-0.3%	27.6%
Tesla Motors	\$59,751	\$60,728	\$63,482	-1.6%	-5.9%
Toyota Motor Corporation	\$42,221	\$42,205	\$40,906	0.0%	3.2%
Volkswagen Group	\$58,554	\$58,266	\$53,333	0.5%	9.8%
Industry	\$48,763	\$49,468	\$46,297	-1.4%	5.3%

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

Make	February 2023 Transaction Price (Avg)*	January 2023 Transaction Price (Avg)*	February 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Acura	\$51,581	\$52,089	\$52,734	-1.0%	-2.2%
Alfa Romeo	\$52,316	\$52,508	\$51,922	-0.4%	0.8%
Audi	\$59,789	\$59,694	\$63,423	0.2%	-5.7%
BMW	\$72,208	\$71,380	\$65,666	1.2%	10.0%
Buick	\$38,922	\$39,264	\$39,432	-0.9%	-1.3%
Cadillac	\$67,830	\$70,095	\$73,184	-3.2%	-7.3%
Chevrolet	\$47,196	\$47,184	\$47,374	0.0%	-0.4%
Chrysler	\$46,854	\$48,155	\$47,210	-2.7%	-0.8%
Dodge	\$51,480	\$52,230	\$46,156	-1.4%	11.5%
Fiat	\$31,104	\$33,500	\$30,012	-7.2%	3.6%
Ford	\$55,218	\$56,307	\$49,194	-1.9%	12.2%
Genesis	\$62,768	\$62,709	\$57,558	0.1%	9.1%
GMC	\$61,694	\$64,168	\$56,625	-3.9%	9.0%
Honda	\$36,987	\$36,300	\$34,801	1.9%	6.3%
Hyundai	\$35,649	\$35,735	\$35,887	-0.2%	-0.7%
Infiniti	\$61,363	\$60,493	\$52,555	1.4%	16.8%
Jaguar	\$73,226	\$76,594	\$68,589	-4.4%	6.8%
Jeep	\$52,740	\$54,250	\$50,066	-2.8%	5.3%
Kia	\$34,970	\$35,147	\$35,239	-0.5%	-0.8%
Land Rover	\$111,563	\$110,657	\$85,778	0.8%	30.1%
Lexus	\$57,387	\$56,951	\$55,391	0.8%	3.6%
Lincoln	\$68,656	\$67,993	\$59,595	1.0%	15.2%
Mazda	\$33,391	\$33,860	\$32,736	-1.4%	2.0%
Mercedes-Benz	\$80,967	\$81,819	\$75,553	-1.0%	7.2%
Mini	\$38,233	\$38,035	\$38,538	0.5%	-0.8%
Mitsubishi	\$31,328	\$31,495	\$30,001	-0.5%	4.4%
Nissan	\$37,589	\$36,705	\$33,064	2.4%	13.7%
Polestar	\$60,398	\$63,449	\$61,318	-4.8%	-1.5%
Porsche	\$112,105	\$112,510	\$110,022	-0.4%	1.9%
Ram	\$61,550	\$63,120	\$60,860	-2.5%	1.1%
Rivian	\$65,323	\$65,392	\$71,841	-0.1%	-9.1%
Subaru	\$35,406	\$35,992	\$34,563	-1.6%	2.4%
Tesla	\$59,751	\$60,728	\$63,482	-1.6%	-5.9%
Toyota	\$39,850	\$39,560	\$38,847	0.7%	2.6%
Volkswagen	\$38,829	\$39,685	\$35,690	-2.2%	8.8%
Volvo	\$58,230	\$59,389	\$57,596	-2.0%	1.1%
Industry	\$48,763	\$49,468	\$46,297	-1.4%	5.3%

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

Category	February 2023 Transaction Price (Avg)*	January 2023 Transaction Price (Avg)*	February 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Compact Car	\$26,622	\$26,475	\$26,013	0.6%	2.3%
Compact SUV/Crossover	\$35,280	\$35,301	\$34,152	-0.1%	3.3%
Electric Vehicle	\$58,385	\$59,435	\$63,134	-1.8%	-7.5%
Entry-level Luxury Car	\$56,272	\$56,285	\$51,144	0.0%	10.0%
Full-size Car	\$47,342	\$47,265	\$41,129	0.2%	15.1%
Full-size Pickup Truck	\$64,210	\$65,039	\$59,867	-1.3%	7.3%
Full-size SUV/Crossover	\$75,354	\$75,644	\$72,913	-0.4%	3.3%
High Performance Car	\$126,839	\$123,593	\$105,535	2.6%	20.2%
High-end Luxury Car	\$122,500	\$122,893	\$122,254	-0.3%	0.2%
Hybrid/Alternative Energy Car	\$36,057	\$34,991	\$33,982	3.1%	6.1%
Luxury Car	\$74,048	\$74,384	\$75,193	-0.5%	-1.5%
Luxury Compact SUV/Crossover	\$52,806	\$52,480	\$53,385	0.6%	-1.1%
Luxury Full-size SUV/Crossover	\$111,154	\$115,869	\$102,454	-4.1%	8.5%
Luxury Mid-size SUV/Crossover	\$71,463	\$72,309	\$69,147	-1.2%	3.3%
Luxury Subcompact SUV/Crossover	\$47,121	\$46,473	\$45,816	1.4%	2.8%
Mid-size Car	\$31,533	\$31,155	\$31,793	1.2%	-0.8%
Mid-size SUV/Crossover	\$48,620	\$48,406	\$46,704	0.4%	4.1%
Minivan	\$46,631	\$47,302	\$46,806	-1.4%	-0.4%
Small/Mid-size Pickup Truck	\$40,734	\$41,121	\$40,711	-0.9%	0.1%
Sports Car	\$47,619	\$48,331	\$45,177	-1.5%	5.4%
Subcompact Car	\$24,392	\$24,310	\$22,482	0.3%	8.5%
Subcompact SUV/Crossover	\$30,393	\$30,485	\$29,447	-0.3%	3.2%
Van	\$55,308	\$58,511	\$49,377	-5.5%	12.0%
Industry	\$48,763	\$49,468	\$46,297	-1.4%	5.3%

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