



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

Manufacturer	March 2023 Transaction Price (Avg)*	February 2023 Transaction Price (Avg)*	March 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
BMW	\$68,053	\$69,220	\$65,153	-1.7%	4.5%
Daimler	\$79,702	\$80,637	\$76,249	-1.2%	4.5%
Ford Motor Company	\$54,842	\$55,674	\$48,440	-1.5%	13.2%
Geely Auto Group	\$58,382	\$58,197	\$59,361	0.3%	-1.6%
General Motors	\$51,231	\$51,212	\$49,910	0.0%	2.6%
Honda Motor Company	\$38,976	\$38,794	\$37,729	0.5%	3.3%
Hyundai Motor Group	\$35,790	\$36,247	\$36,015	-1.3%	-0.6%
Lucid Motors	\$0	\$0	\$167,370		-100.0%
Mazda Motor Corporation	\$33,438	\$33,381	\$33,393	0.2%	0.1%
Renault-Nissan-Mitsubishi Alliance	\$37,187	\$38,543	\$34,413	-3.5%	8.1%
Rivian	\$68,246	\$65,323	\$72,086	4.5%	-5.3%
Stellantis	\$55,010	\$55,189	\$53,727	-0.3%	2.4%
Subaru Corporation	\$35,502	\$35,370	\$35,046	0.4%	1.3%
Tata Motors	\$105,708	\$101,592	\$83,615	4.1%	26.4%
Tesla Motors	\$60,293	\$60,067	\$64,734	0.4%	-6.9%
Toyota Motor Corporation	\$43,403	\$42,149	\$40,824	3.0%	6.3%
Volkswagen Group	\$56,814	\$57,217	\$53,899	-0.7%	5.4%
<b>Industry</b>	<b>\$48,008</b>	<b>\$48,558</b>	<b>\$46,244</b>	<b>-1.1%</b>	<b>3.8%</b>

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Make	March 2023 Transaction Price (Avg)*	February 2023 Transaction Price (Avg)*	March 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Precent Change
Acura	\$51,346	\$51,501	\$53,574	-0.3%	-4.2%
Alfa Romeo	\$52,512	\$52,302	\$52,462	0.4%	0.1%
Audi	\$62,438	\$62,228	\$64,753	0.3%	-3.6%
BMW	\$70,513	\$71,953	\$67,398	-2.0%	4.6%
Buick	\$38,180	\$38,909	\$39,842	-1.9%	-4.2%
Cadillac	\$72,624	\$67,831	\$71,811	7.1%	1.1%
Chevrolet	\$47,152	\$47,230	\$46,532	-0.2%	1.3%
Chrysler	\$46,383	\$46,992	\$47,120	-1.3%	-1.6%
Dodge	\$49,828	\$51,454	\$46,333	-3.2%	7.5%
Fiat	\$32,952	\$31,327	\$31,228	5.2%	5.5%
Ford	\$54,174	\$55,139	\$47,795	-1.8%	13.3%
Genesis	\$62,033	\$62,855	\$56,980	-1.3%	8.9%
GMC	\$62,133	\$61,806	\$56,887	0.5%	9.2%
Honda	\$37,349	\$36,979	\$35,521	1.0%	5.1%
Hyundai	\$35,003	\$35,646	\$35,321	-1.8%	-0.9%
Infiniti	\$60,450	\$61,370	\$57,542	-1.5%	5.1%
Jaguar	\$73,097	\$72,446	\$69,652	0.9%	4.9%
Jeep	\$53,627	\$52,767	\$51,472	1.6%	4.2%
Kia	\$34,540	\$34,970	\$35,085	-1.2%	-1.6%
Land Rover	\$109,384	\$106,882	\$86,478	2.3%	26.5%
Lexus	\$57,701	\$57,121	\$54,960	1.0%	5.0%
Lincoln	\$70,507	\$68,730	\$61,456	2.6%	14.7%
Mazda	\$33,438	\$33,381	\$33,393	0.2%	0.1%
Mercedes-Benz	\$79,702	\$80,637	\$76,249	-1.2%	4.5%
Mini	\$38,590	\$38,177	\$38,058	1.1%	1.4%
Mitsubishi	\$31,884	\$31,340	\$29,401	1.7%	8.4%
Nissan	\$36,159	\$37,588	\$33,791	-3.8%	7.0%
Polestar	\$64,277	\$63,995	\$58,853	0.4%	9.2%
Porsche	\$112,332	\$113,058	\$113,127	-0.6%	-0.7%
Ram	\$61,594	\$61,575	\$60,812	0.0%	1.3%
Rivian	\$68,246	\$65,323	\$72,086	4.5%	-5.3%
Subaru	\$35,502	\$35,370	\$35,046	0.4%	1.3%
Tesla	\$60,293	\$60,067	\$64,734	0.4%	-6.9%
Toyota	\$40,893	\$39,808	\$38,877	2.7%	5.2%
Volkswagen	\$38,415	\$38,788	\$35,424	-1.0%	8.4%
Volvo	\$57,621	\$57,496	\$59,397	0.2%	-3.0%
<b>Industry</b>	<b>\$48,008</b>	<b>\$48,558</b>	<b>\$46,244</b>	<b>-1.1%</b>	<b>3.8%</b>

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Category	March 2023 Transaction Price (Avg)*	February 2023 Transaction Price (Avg)*	March 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Compact Car	\$26,379	\$26,609	\$25,829	-0.9%	2.1%
Compact SUV/Crossover	\$35,172	\$35,263	\$34,165	-0.3%	2.9%
Electric Vehicle	\$58,940	\$58,627	\$64,786	0.5%	-9.0%
Entry-level Luxury Car	\$55,158	\$55,917	\$51,340	-1.4%	7.4%
Full-size Car	\$45,179	\$47,310	\$42,836	-4.5%	5.5%
Full-size Pickup Truck	\$62,825	\$64,184	\$60,241	-2.1%	4.3%
Full-size SUV/Crossover	\$74,502	\$75,479	\$72,915	-1.3%	2.2%
High Performance Car	\$124,250	\$124,433	\$106,838	-0.2%	16.3%
High-end Luxury Car	\$120,627	\$121,747	\$121,883	-0.9%	-1.0%
Hybrid/Alternative Energy Car	\$36,340	\$36,093	\$35,030	0.7%	3.7%
Luxury Car	\$74,284	\$73,720	\$74,383	0.8%	-0.1%
Luxury Compact SUV/Crossover	\$53,084	\$53,336	\$53,583	-0.5%	-0.9%
Luxury Full-size SUV/Crossover	\$110,983	\$109,250	\$99,958	1.6%	11.0%
Luxury Mid-size SUV/Crossover	\$69,705	\$70,332	\$69,467	-0.9%	0.3%
Luxury Subcompact SUV/Crossover	\$46,909	\$47,174	\$45,043	-0.6%	4.1%
Mid-size Car	\$31,760	\$31,513	\$31,840	0.8%	-0.3%
Mid-size SUV/Crossover	\$48,218	\$48,609	\$46,565	-0.8%	3.5%
Minivan	\$47,001	\$46,737	\$46,840	0.6%	0.3%
Small/Mid-size Pickup Truck	\$41,176	\$40,724	\$40,067	1.1%	2.8%
Sports Car	\$45,793	\$47,306	\$46,170	-3.2%	-0.8%
Subcompact Car	\$23,715	\$24,363	\$22,466	-2.7%	5.6%
Subcompact SUV/Crossover	\$30,353	\$30,386	\$29,508	-0.1%	2.9%
Van	\$58,078	\$55,102	\$48,287	5.4%	20.3%
<b>Industry</b>	<b>\$48,008</b>	<b>\$48,558</b>	<b>\$46,244</b>	<b>-1.1%</b>	<b>3.8%</b>

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