



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

Manufacturer	April 2023 Transaction Price (Avg)*	March 2023 Transaction Price (Avg)*	April 2022 Transaction Price (Avg)*	Month- Over- Month Percent Change	Year- Over- Year Percent Change
BMW	\$69,311	\$69,086	\$66,953	0.3%	3.5%
Daimler	\$83,257	\$82,474	\$68,410	1.0%	21.7%
Ford Motor Company	\$54,714	\$55,282	\$49,448	-1.0%	10.6%
Geely Auto Group	\$57,666	\$58,140	\$62,007	-0.8%	-7.0%
General Motors	\$51,973	\$51,396	\$49,743	1.1%	4.5%
Honda Motor Company	\$38,704	\$38,944	\$37,228	-0.6%	4.0%
Hyundai Motor Group	\$36,074	\$35,767	\$35,954	0.9%	0.3%
Mazda Motor Corporation	\$33,786	\$32,993	\$33,315	2.4%	1.4%
Renault-Nissan-Mitsubishi Alliance	\$36,588	\$37,160	\$35,426	-1.5%	3.3%
Stellantis	\$56,518	\$55,327	\$53,891	2.2%	4.9%
Subaru Corporation	\$35,460	\$35,426	\$35,564	0.1%	-0.3%
Tata Motors	\$105,571	\$105,343	\$87,664	0.2%	20.4%
Tesla Motors	\$56,555	\$60,279	\$65,480	-6.2%	-13.6%
Toyota Motor Corporation	\$42,978	\$43,381	\$39,476	-0.9%	8.9%
Volkswagen Group	\$55,726	\$56,858	\$56,768	-2.0%	-1.8%
Industry	\$48,275	\$48,289	\$46,531	0.0%	3.7%

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

Make	April 2023 Transaction Price (Avg)*	March 2023 Transaction Price (Avg)*	April 2022 Transaction Price (Avg)*	Month- Over- Month Percent Change	Year- Over- Year Percent Change
Acura	\$50,919	\$51,298	\$53,306	-0.7%	-4.5%
Alfa Romeo	\$53,685	\$53,415	\$53,740	0.5%	-0.1%
Audi	\$62,517	\$62,393	\$64,441	0.2%	-3.0%
BMW	\$71,875	\$71,771	\$68,297	0.1%	5.2%
Buick	\$38,212	\$38,149	\$39,068	0.2%	-2.2%
Cadillac	\$70,675	\$72,427	\$68,765	-2.4%	2.8%
Chevrolet	\$47,722	\$47,331	\$46,165	0.8%	3.4%
Chrysler	\$46,482	\$46,628	\$46,135	-0.3%	0.8%
Dodge	\$50,475	\$50,396	\$46,763	0.2%	7.9%
Fiat	\$32,285	\$33,513	\$29,343	-3.7%	10.0%
Ford	\$54,101	\$54,625	\$48,760	-1.0%	11.0%
Genesis	\$61,683	\$62,001	\$57,136	-0.5%	8.0%
GMC	\$63,292	\$62,425	\$57,944	1.4%	9.2%
Honda	\$37,123	\$37,320	\$35,082	-0.5%	5.8%
Hyundai	\$35,429	\$35,013	\$35,568	1.2%	-0.4%
Infiniti	\$59,435	\$60,444	\$59,077	-1.7%	0.6%
Jaguar	\$72,589	\$73,237	\$73,314	-0.9%	-1.0%
Jeep	\$54,976	\$53,810	\$52,495	2.2%	4.7%
Kia	\$34,544	\$34,482	\$34,549	0.2%	0.0%
Land Rover	\$108,983	\$108,963	\$89,947	0.0%	21.2%
Lexus	\$57,698	\$57,746	\$55,543	-0.1%	3.9%
Lincoln	\$70,846	\$70,685	\$61,849	0.2%	14.5%
Mazda	\$33,786	\$32,993	\$33,315	2.4%	1.4%
Mercedes-Benz	\$83,257	\$82,474	\$68,410	1.0%	21.7%
Mini	\$38,806	\$38,913	\$37,880	-0.3%	2.4%
Mitsubishi	\$34,017	\$31,916	\$30,026	6.6%	13.3%
Nissan	\$35,338	\$36,125	\$34,670	-2.2%	1.9%
Polestar	\$60,793	\$64,407	\$58,646	-5.6%	3.7%
Porsche	\$112,786	\$112,956	\$116,536	-0.2%	-3.2%
Ram	\$64,298	\$61,965	\$60,529	3.8%	6.2%
Subaru	\$35,460	\$35,426	\$35,564	0.1%	-0.3%
Tesla	\$56,555	\$60,279	\$65,480	-6.2%	-13.6%
Toyota	\$40,465	\$40,859	\$37,274	-1.0%	8.6%
Volkswagen	\$37,038	\$38,378	\$36,279	-3.5%	2.1%
Volvo	\$57,406	\$57,606	\$62,233	-0.4%	-7.8%
Industry	\$48,275	\$48,289	\$46,531	0.0%	3.7%

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Category	April 2023 Transaction Price (Avg)*	March 2023 Transaction Price (Avg)*	April 2022 Transaction Price (Avg)*	Month- Over- Month Percent Change	Year- Over- Year Percent Change
Compact Car	\$26,197	\$26,332	\$25,872	-0.5%	1.3%
Compact SUV/Crossover	\$35,094	\$35,189	\$34,145	-0.3%	2.8%
Electric Vehicle	\$55,089	\$59,553	\$65,185	-7.5%	-15.5%
Entry-level Luxury Car	\$55,983	\$55,340	\$52,547	1.2%	6.5%
Full-size Car	\$46,316	\$45,426	\$44,355	2.0%	4.4%
Full-size Pickup Truck	\$64,043	\$63,018	\$60,824	1.6%	5.3%
Full-size SUV/Crossover	\$75,961	\$74,886	\$73,497	1.4%	3.4%
High Performance Car	\$128,614	\$123,743	\$118,993	3.9%	8.1%
High-end Luxury Car	\$124,049	\$121,462	\$119,782	2.1%	3.6%
Hybrid/Alternative Energy Car	\$40,123	\$45,662	\$33,421	-12.1%	20.1%
Luxury Car	\$74,160	\$74,130	\$76,590	0.0%	-3.2%
Luxury Compact SUV/Crossover	\$53,665	\$53,068	\$53,348	1.1%	0.6%
Luxury Full-size SUV/Crossover	\$109,517	\$109,145	\$100,134	0.3%	9.4%
Luxury Mid-size SUV/Crossover	\$70,789	\$70,514	\$68,662	0.4%	3.1%
Luxury Subcompact SUV/Crossover	\$46,314	\$46,608	\$45,535	-0.6%	1.7%
Mid-size Car	\$32,073	\$31,760	\$31,626	1.0%	1.4%
Mid-size SUV/Crossover	\$48,189	\$48,250	\$46,476	-0.1%	3.7%
Minivan	\$46,815	\$47,046	\$46,062	-0.5%	1.6%
Small/Mid-size Pickup Truck	\$41,512	\$41,127	\$39,644	0.9%	4.7%
Sports Car	\$46,220	\$46,142	\$46,469	0.2%	-0.5%
Subcompact Car	\$23,733	\$24,267	\$21,770	-2.2%	9.0%
Subcompact SUV/Crossover	\$30,340	\$30,385	\$29,688	-0.2%	2.2%
Van	\$60,022	\$59,434	\$49,597	1.0%	21.0%
Industry	\$48,275	\$48,289	\$46,531	0.0%	3.7%

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