



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

Manufacturer	May 2023 Transaction Price (Avg)*	April 2023 Transaction Price (Avg)*	May 2022 Transaction Price (Avg)*	Month- Over- Month Percent Change	Year- Over- Year Percent Change
BMW	\$70,254	\$70,376	\$65,482	-0.2%	7.3%
Daimler	\$82,585	\$82,882	\$67,273	-0.4%	22.8%
Ford Motor Company	\$56,465	\$54,766	\$51,965	3.1%	8.7%
Geely Auto Group	\$57,510	\$58,006	\$60,825	-0.9%	-5.5%
General Motors	\$51,958	\$52,064	\$50,503	-0.2%	2.9%
Honda Motor Company	\$38,663	\$38,722	\$38,074	-0.2%	1.5%
Hyundai Motor Group	\$36,499	\$36,078	\$35,935	1.2%	1.6%
Mazda Motor Corporation	\$34,521	\$33,766	\$34,327	2.2%	0.6%
Renault-Nissan-Mitsubishi Alliance	\$36,856	\$36,576	\$36,159	0.8%	1.9%
Stellantis	\$55,843	\$56,703	\$53,892	-1.5%	3.6%
Subaru Corporation	\$35,330	\$35,458	\$35,869	-0.4%	-1.5%
Tata Motors	\$103,812	\$105,538	\$87,362	-1.6%	18.8%
Tesla Motors	\$56,497	\$56,564	\$65,368	-0.1%	-13.6%
Toyota Motor Corporation	\$43,020	\$42,985	\$38,800	0.1%	10.9%
Volkswagen Group	\$57,070	\$55,820	\$55,418	2.2%	3.0%
Industry	\$48,528	\$48,277	\$47,135	0.5%	3.0%

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

Make	May 2023 Transaction Price (Avg)*	April 2023 Transaction Price (Avg)*	May 2022 Transaction Price (Avg)*	Month- Over- Month Percent Change	Year- Over- Year Percent Change
Acura	\$51,683	\$50,973	\$54,773	1.4%	-5.6%
Alfa Romeo	\$54,974	\$53,843	\$53,865	2.1%	2.1%
Audi	\$63,275	\$62,737	\$62,292	0.9%	1.6%
BMW	\$73,051	\$72,861	\$67,194	0.3%	8.7%
Buick	\$37,535	\$38,221	\$38,503	-1.8%	-2.5%
Cadillac	\$71,695	\$70,975	\$70,824	1.0%	1.2%
Chevrolet	\$48,067	\$47,813	\$47,094	0.5%	2.1%
Chrysler	\$46,961	\$46,696	\$47,544	0.6%	-1.2%
Dodge	\$48,011	\$50,528	\$46,159	-5.0%	4.0%
Fiat	\$32,054	\$32,302	\$29,880	-0.8%	7.3%
Ford	\$56,013	\$54,161	\$51,325	3.4%	9.1%
Genesis	\$61,711	\$61,648	\$57,021	0.1%	8.2%
GMC	\$62,066	\$63,357	\$57,816	-2.0%	7.4%
Honda	\$36,976	\$37,137	\$36,511	-0.4%	1.3%
Hyundai	\$35,308	\$35,425	\$35,519	-0.3%	-0.6%
Infiniti	\$60,073	\$59,388	\$58,761	1.2%	2.2%
Jaguar	\$71,373	\$72,707	\$79,574	-1.8%	-10.3%
Jeep	\$53,913	\$55,094	\$52,537	-2.1%	2.6%
Kia	\$35,689	\$34,560	\$34,760	3.3%	2.7%
Land Rover	\$107,711	\$108,935	\$88,674	-1.1%	21.5%
Lexus	\$57,446	\$57,662	\$55,028	-0.4%	4.4%
Lincoln	\$67,798	\$70,696	\$64,260	-4.1%	5.5%
Mazda	\$34,521	\$33,766	\$34,327	2.2%	0.6%
Mercedes-Benz	\$82,585	\$82,882	\$67,273	-0.4%	22.8%
Mini	\$38,992	\$38,626	\$38,039	1.0%	2.5%
Mitsubishi	\$33,872	\$33,936	\$30,465	-0.2%	11.2%
Nissan	\$35,438	\$35,336	\$35,449	0.3%	0.0%
Polestar	\$64,033	\$61,562	\$58,266	4.0%	9.9%
Porsche	\$112,571	\$113,069	\$116,668	-0.4%	-3.5%
Ram	\$65,030	\$64,613	\$60,511	0.7%	7.5%
Subaru	\$35,330	\$35,458	\$35,869	-0.4%	-1.5%
Tesla	\$56,497	\$56,564	\$65,368	-0.1%	-13.6%
Toyota	\$40,565	\$40,479	\$36,509	0.2%	11.1%
Volkswagen	\$37,334	\$36,997	\$36,572	0.9%	2.1%
Volvo	\$56,978	\$57,703	\$61,047	-1.3%	-6.7%
Industry	\$48,528	\$48,277	\$47,135	0.5%	3.0%

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Category	May 2023 Transaction Price (Avg)*	April 2023 Transaction Price (Avg)*	May 2022 Transaction Price (Avg)*	Month- Over- Month Percent Change	Year- Over- Year Percent Change
Compact Car	\$26,427	\$26,217	\$25,853	0.8%	2.2%
Compact SUV/Crossover	\$35,546	\$35,123	\$34,705	1.2%	2.4%
Electric Vehicle	\$55,488	\$55,330	\$64,858	0.3%	-14.4%
Entry-level Luxury Car	\$56,001	\$56,020	\$51,416	0.0%	8.9%
Full-size Car	\$44,891	\$46,290	\$44,573	-3.0%	0.7%
Full-size Pickup Truck	\$65,029	\$64,179	\$61,746	1.3%	5.3%
Full-size SUV/Crossover	\$76,855	\$76,266	\$74,004	0.8%	3.9%
High Performance Car	\$130,714	\$128,723	\$115,343	1.6%	13.3%
High-end Luxury Car	\$122,616	\$124,637	\$119,088	-1.6%	3.0%
Hybrid/Alternative Energy Car	\$40,227	\$41,113	\$33,098	-2.2%	21.5%
Luxury Car	\$76,815	\$74,357	\$77,411	3.3%	-0.8%
Luxury Compact SUV/Crossover	\$53,482	\$53,299	\$53,740	0.3%	-0.5%
Luxury Full-size SUV/Crossover	\$109,700	\$110,232	\$100,099	-0.5%	9.6%
Luxury Mid-size SUV/Crossover	\$71,390	\$70,781	\$68,758	0.9%	3.8%
Luxury Subcompact SUV/Crossover	\$46,040	\$46,016	\$45,074	0.1%	2.1%
Mid-size Car	\$31,903	\$32,077	\$31,401	-0.5%	1.6%
Mid-size SUV/Crossover	\$48,156	\$48,236	\$46,625	-0.2%	3.3%
Minivan	\$47,446	\$46,951	\$47,224	1.1%	0.5%
Small/Mid-size Pickup Truck	\$41,409	\$41,509	\$40,235	-0.2%	2.9%
Sports Car	\$46,363	\$46,280	\$45,169	0.2%	2.6%
Subcompact Car	\$25,246	\$23,492	\$22,238	7.5%	13.5%
Subcompact SUV/Crossover	\$29,804	\$30,295	\$29,890	-1.6%	-0.3%
Van	\$60,047	\$59,862	\$49,771	0.3%	20.6%
Industry	\$48,528	\$48,277	\$47,135	0.5%	3.0%

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