



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

Manufacturer	June 2023 Transaction Price (Avg)*	May 2023 Transaction Price (Avg)*	June 2022 Transaction Price (Avg)*	Month- Over- Month Percent Change	Year- Over- Year Percent Change
BMW	\$71,223	\$70,371	\$65,994	1.2%	7.9%
Daimler	\$82,641	\$82,715	\$67,510	-0.1%	22.4%
Ford Motor Company	\$56,448	\$57,071	\$54,895	-1.1%	2.8%
Geely Auto Group	\$57,537	\$57,602	\$59,364	-0.1%	-3.1%
General Motors	\$52,568	\$52,351	\$50,327	0.4%	4.5%
Honda Motor Company	\$38,741	\$38,775	\$38,385	-0.1%	0.9%
Hyundai Motor Group	\$36,800	\$36,579	\$36,486	0.6%	0.9%
Mazda Motor Corporation	\$33,801	\$34,581	\$33,526	-2.3%	0.8%
Renault-Nissan-Mitsubishi Alliance	\$36,770	\$36,902	\$35,398	-0.4%	3.9%
Stellantis	\$57,517	\$56,635	\$54,557	1.6%	5.4%
Subaru Corporation	\$35,888	\$35,449	\$36,175	1.2%	-0.8%
Tata Motors	\$97,573	\$99,842	\$84,269	-2.3%	15.8%
Tesla Motors	\$55,106	\$56,592	\$67,242	-2.6%	-18.0%
Toyota Motor Corporation	\$42,323	\$43,047	\$40,003	-1.7%	5.8%
Volkswagen Group	\$58,769	\$56,250	\$56,698	4.5%	3.7%
Industry	\$48,808	\$48,658	\$48,035	0.3%	1.6%

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

Make	June 2023 Transaction Price (Avg)*	May 2023 Transaction Price (Avg)*	June 2022 Transaction Price (Avg)*	Month- Over- Month Percent Change	Year- Over- Year Percent Change
Acura	\$51,690	\$51,936	\$53,091	-0.5%	-2.6%
Alfa Romeo	\$54,630	\$54,466	\$52,920	0.3%	3.2%
Audi	\$65,355	\$63,106	\$62,884	3.6%	3.9%
BMW	\$74,079	\$73,174	\$68,546	1.2%	8.1%
Buick	\$37,630	\$37,501	\$37,175	0.3%	1.2%
Cadillac	\$75,259	\$71,803	\$69,810	4.8%	7.8%
Chevrolet	\$48,436	\$48,632	\$46,832	-0.4%	3.4%
Chrysler	\$46,585	\$47,083	\$47,560	-1.1%	-2.1%
Dodge	\$52,702	\$50,836	\$47,016	3.7%	12.1%
Fiat	\$30,529	\$33,283	\$30,448	-8.3%	0.3%
Ford	\$56,087	\$56,637	\$54,223	-1.0%	3.4%
Genesis	\$63,313	\$61,859	\$59,517	2.4%	6.4%
GMC	\$63,561	\$62,165	\$58,360	2.3%	8.9%
Honda	\$37,006	\$37,069	\$36,731	-0.2%	0.7%
Hyundai	\$35,623	\$35,402	\$35,543	0.6%	0.2%
Infiniti	\$60,038	\$60,026	\$59,065	0.0%	1.6%
Jaguar	\$75,221	\$73,104	\$74,232	2.9%	1.3%
Jeep	\$55,112	\$54,111	\$52,287	1.9%	5.4%
Kia	\$35,699	\$35,749	\$35,807	-0.1%	-0.3%
Land Rover	\$99,952	\$102,554	\$86,093	-2.5%	16.1%
Lexus	\$57,299	\$57,385	\$55,911	-0.2%	2.5%
Lincoln	\$65,236	\$67,970	\$68,950	-4.0%	-5.4%
Mazda	\$33,801	\$34,581	\$33,526	-2.3%	0.8%
Mercedes-Benz	\$82,641	\$82,715	\$67,510	-0.1%	22.4%
Mini	\$39,601	\$39,032	\$36,672	1.5%	8.0%
Mitsubishi	\$33,101	\$33,820	\$30,572	-2.1%	8.3%
Nissan	\$35,391	\$35,501	\$34,617	-0.3%	2.2%
Polestar	\$62,499	\$63,337	\$57,776	-1.3%	8.2%
Porsche	\$117,263	\$115,752	\$116,446	1.3%	0.7%
Ram	\$66,543	\$65,932	\$61,000	0.9%	9.1%
Subaru	\$35,888	\$35,449	\$36,175	1.2%	-0.8%
Tesla	\$55,106	\$56,592	\$67,242	-2.6%	-18.0%
Toyota	\$39,947	\$40,608	\$37,559	-1.6%	6.4%
Volkswagen	\$37,539	\$37,366	\$38,358	0.5%	-2.1%
Volvo	\$57,107	\$57,120	\$59,504	0.0%	-4.0%
Industry	\$48,808	\$48,658	\$48,035	0.3%	1.6%

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

Category	June 2023 Transaction Price (Avg)*	May 2023 Transaction Price (Avg)*	June 2022 Transaction Price (Avg)*	Month- Over- Month Percent Change	Year- Over- Year Percent Change
Compact Car	\$26,533	\$26,459	\$26,049	0.3%	1.9%
Compact SUV/Crossover	\$35,467	\$35,614	\$35,281	-0.4%	0.5%
Electric Vehicle	\$53,438	\$54,528	\$66,390	-2.0%	-19.5%
Entry-level Luxury Car	\$57,038	\$56,219	\$52,512	1.5%	8.6%
Full-size Car	\$48,460	\$46,734	\$45,358	3.7%	6.8%
Full-size Pickup Truck	\$65,883	\$65,616	\$63,014	0.4%	4.6%
Full-size SUV/Crossover	\$77,942	\$78,003	\$73,974	-0.1%	5.4%
High Performance Car	\$134,568	\$131,752	\$110,289	2.1%	22.0%
High-end Luxury Car	\$123,774	\$123,486	\$119,186	0.2%	3.8%
Hybrid/Alternative Energy Car	\$40,405	\$40,262	\$34,111	0.4%	18.5%
Luxury Car	\$77,301	\$75,858	\$73,548	1.9%	5.1%
Luxury Compact SUV/Crossover	\$53,491	\$52,997	\$53,452	0.9%	0.1%
Luxury Full-size SUV/Crossover	\$109,691	\$107,074	\$99,471	2.4%	10.3%
Luxury Mid-size SUV/Crossover	\$72,322	\$71,424	\$69,151	1.3%	4.6%
Luxury Subcompact SUV/Crossover	\$45,922	\$45,894	\$44,680	0.1%	2.8%
Mid-size Car	\$32,179	\$32,146	\$31,788	0.1%	1.2%
Mid-size SUV/Crossover	\$48,223	\$48,454	\$47,227	-0.5%	2.1%
Minivan	\$47,118	\$47,572	\$47,209	-1.0%	-0.2%
Small/Mid-size Pickup Truck	\$41,927	\$41,498	\$40,849	1.0%	2.6%
Sports Car	\$47,270	\$46,137	\$46,093	2.5%	2.6%
Subcompact Car	\$25,707	\$25,289	\$22,564	1.7%	13.9%
Subcompact SUV/Crossover	\$29,798	\$29,865	\$29,949	-0.2%	-0.5%
Van	\$61,544	\$61,501	\$51,302	0.1%	20.0%
Industry	\$48,808	\$48,658	\$48,035	0.3%	1.6%

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