



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

Manufacturer	July 2023 Transaction Price (Avg)*	June 2023 Transaction Price (Avg)*	July 2022 Transaction Price (Avg)*	Month- Over- Month Percent Change	Year- Over- Year Percent Change
BMW	\$71,657	\$71,145	\$64,694	0.7%	10.8%
Daimler	\$81,107	\$80,611	\$68,270	0.6%	18.8%
Ford Motor Company	\$56,377	\$56,004	\$54,954	0.7%	2.6%
Geely Auto Group	\$57,070	\$57,536	\$58,473	-0.8%	-2.4%
General Motors	\$51,565	\$52,462	\$51,057	-1.7%	1.0%
Honda Motor Company	\$38,407	\$38,741	\$39,448	-0.9%	-2.6%
Hyundai Motor Group	\$37,045	\$36,763	\$36,136	0.8%	2.5%
Mazda Motor Corporation	\$33,853	\$33,792	\$34,106	0.2%	-0.7%
Renault-Nissan-Mitsubishi Alliance	\$36,092	\$36,810	\$35,579	-2.0%	1.4%
Stellantis	\$57,601	\$57,451	\$55,548	0.3%	3.7%
Subaru Corporation	\$35,651	\$35,812	\$35,185	-0.5%	1.3%
Tata Motors	\$98,163	\$97,374	\$93,331	0.8%	5.2%
Tesla Motors	\$54,660	\$55,105	\$68,215	-0.8%	-19.9%
Toyota Motor Corporation	\$41,016	\$42,225	\$40,421	-2.9%	1.5%
Volkswagen Group	\$59,473	\$58,684	\$52,063	1.3%	14.2%
Industry	\$48,334	\$48,671	\$48,135	-0.7%	0.4%

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

Make	July 2023 Transaction Price (Avg)*	June 2023 Transaction Price (Avg)*	July 2022 Transaction Price (Avg)*	Month- Over- Month Percent Change	Year- Over- Year Percent Change
Acura	\$51,223	\$51,830	\$52,840	-1.2%	-3.1%
Alfa Romeo	\$52,936	\$54,682	\$53,533	-3.2%	-1.1%
Audi	\$64,660	\$65,088	\$60,638	-0.7%	6.6%
BMW	\$74,486	\$73,983	\$67,740	0.7%	10.0%
Buick	\$37,007	\$37,661	\$38,242	-1.7%	-3.2%
Cadillac	\$74,343	\$75,192	\$70,332	-1.1%	5.7%
Chevrolet	\$47,294	\$48,332	\$48,006	-2.2%	-1.5%
Chrysler	\$49,401	\$46,755	\$48,358	5.7%	2.2%
Dodge	\$53,022	\$52,566	\$48,689	0.9%	8.9%
Fiat	\$31,487	\$30,746	\$28,848	2.4%	9.1%
Ford	\$56,026	\$55,625	\$54,443	0.7%	2.9%
Genesis	\$61,482	\$63,286	\$60,363	-2.9%	1.9%
GMC	\$63,751	\$63,401	\$57,634	0.6%	10.6%
Honda	\$36,856	\$36,988	\$38,200	-0.4%	-3.5%
Hyundai	\$36,157	\$35,627	\$34,344	1.5%	5.3%
Infiniti	\$58,741	\$60,070	\$59,433	-2.2%	-1.2%
Jaguar	\$72,646	\$74,714	\$70,928	-2.8%	2.4%
Jeep	\$55,016	\$55,119	\$53,304	-0.2%	3.2%
Kia	\$35,697	\$35,622	\$35,856	0.2%	-0.4%
Land Rover	\$100,486	\$99,786	\$98,417	0.7%	2.1%
Lexus	\$57,496	\$57,122	\$55,649	0.7%	3.3%
Lincoln	\$65,118	\$65,203	\$66,389	-0.1%	-1.9%
Mazda	\$33,853	\$33,792	\$34,106	0.2%	-0.7%
Mercedes-Benz	\$81,107	\$80,611	\$68,270	0.6%	18.8%
Mini	\$40,007	\$39,724	\$36,681	0.7%	9.1%
Mitsubishi	\$32,357	\$33,026	\$31,405	-2.0%	3.0%
Nissan	\$34,740	\$35,443	\$34,276	-2.0%	1.4%
Polestar	\$62,896	\$62,380	\$59,630	0.8%	5.5%
Porsche	\$113,524	\$117,358	\$113,433	-3.3%	0.1%
Ram	\$65,828	\$66,324	\$62,015	-0.8%	6.1%
Subaru	\$35,651	\$35,812	\$35,185	-0.5%	1.3%
Tesla	\$54,660	\$55,105	\$68,215	-0.8%	-19.9%
Toyota	\$38,562	\$39,861	\$38,031	-3.3%	1.4%
Volkswagen	\$37,756	\$37,536	\$37,645	0.6%	0.3%
Volvo	\$56,576	\$57,116	\$58,317	-1.0%	-3.0%
Industry	\$48,334	\$48,671	\$48,135	-0.7%	0.4%

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

Category	July 2023 Transaction Price (Avg)*	June 2023 Transaction Price (Avg)*	July 2022 Transaction Price (Avg)*	Month- Over- Month Percent Change	Year- Over- Year Percent Change
Compact Car	\$26,491	\$26,496	\$26,160	0.0%	1.3%
Compact SUV/Crossover	\$35,610	\$35,468	\$35,287	0.4%	0.9%
Electric Vehicle	\$53,469	\$53,682	\$65,108	-0.4%	-17.9%
Entry-level Luxury Car	\$57,026	\$57,129	\$53,959	-0.2%	5.7%
Full-size Car	\$48,328	\$48,466	\$46,228	-0.3%	4.5%
Full-size Pickup Truck	\$65,595	\$65,707	\$63,497	-0.2%	3.3%
Full-size SUV/Crossover	\$78,115	\$77,989	\$74,143	0.2%	5.4%
High Performance Car	\$138,215	\$134,864	\$105,988	2.5%	30.4%
High-end Luxury Car	\$117,719	\$124,343	\$118,814	-5.3%	-0.9%
Hybrid/Alternative Energy Car	\$39,875	\$40,387	\$32,781	-1.3%	21.6%
Luxury Car	\$78,573	\$77,190	\$74,582	1.8%	5.4%
Luxury Compact SUV/Crossover	\$54,679	\$53,778	\$52,630	1.7%	3.9%
Luxury Full-size SUV/Crossover	\$113,397	\$109,668	\$103,244	3.4%	9.8%
Luxury Mid-size SUV/Crossover	\$71,389	\$71,742	\$69,774	-0.5%	2.3%
Luxury Subcompact SUV/Crossover	\$46,008	\$45,854	\$43,728	0.3%	5.2%
Mid-size Car	\$32,242	\$32,126	\$32,379	0.4%	-0.4%
Mid-size SUV/Crossover	\$47,464	\$48,204	\$47,540	-1.5%	-0.2%
Minivan	\$48,369	\$47,165	\$47,901	2.6%	1.0%
Small/Mid-size Pickup Truck	\$42,004	\$41,887	\$41,022	0.3%	2.4%
Sports Car	\$47,684	\$47,216	\$45,377	1.0%	5.1%
Subcompact Car	\$24,312	\$25,702	\$23,083	-5.4%	5.3%
Subcompact SUV/Crossover	\$29,951	\$29,710	\$30,509	0.8%	-1.8%
Van	\$61,527	\$60,000	\$51,609	2.5%	19.2%
Industry	\$48,334	\$48,671	\$48,135	-0.7%	0.4%

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