



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

Manufacturer	August 2023 Transaction Price (Avg)*	July 2023 Transaction Price (Avg)*	August 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
BMW	\$72,944	\$69,095	\$68,658	5.6%	6.2%
Daimler	\$80,981	\$80,658	\$72,027	0.4%	12.4%
Ford Motor Company	\$56,998	\$56,239	\$54,611	1.4%	4.4%
Geely Auto Group	\$56,682	\$57,553	\$59,062	-1.5%	-4.0%
General Motors	\$52,295	\$51,585	\$51,976	1.4%	0.6%
Honda Motor Company	\$38,272	\$38,415	\$39,408	-0.4%	-2.9%
Hyundai Motor Group	\$37,270	\$37,000	\$36,205	0.7%	2.9%
Mazda Motor Corporation	\$34,432	\$33,799	\$34,396	1.9%	0.1%
Renault-Nissan-Mitsubishi Alliance	\$35,299	\$36,088	\$37,106	-2.2%	-4.9%
Stellantis	\$57,777	\$57,580	\$55,196	0.3%	4.7%
Subaru Corporation	\$35,766	\$35,709	\$35,233	0.2%	1.5%
Tata Motors	\$97,518	\$98,200	\$90,460	-0.7%	7.8%
Tesla Motors	\$54,943	\$54,668	\$68,233	0.5%	-19.5%
Toyota Motor Corporation	\$40,842	\$40,969	\$40,788	-0.3%	0.1%
Volkswagen Group	\$59,834	\$59,459	\$52,513	0.6%	13.9%
Industry	\$48,451	\$48,165	\$48,409	0.6%	0.1%

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

Make	August 2023 Transaction Price (Avg)*	July 2023 Transaction Price (Avg)*	August 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Acura	\$51,647	\$51,407	\$53,963	0.5%	-4.3%
Alfa Romeo	\$53,403	\$53,361	\$53,573	0.1%	-0.3%
Audi	\$66,171	\$64,340	\$60,050	2.9%	10.2%
BMW	\$74,952	\$72,673	\$71,380	3.1%	5.0%
Buick	\$36,218	\$37,202	\$38,692	-2.7%	-6.4%
Cadillac	\$74,333	\$74,317	\$71,018	0.0%	4.7%
Chevrolet	\$48,573	\$47,397	\$48,976	2.5%	-0.8%
Chrysler	\$49,500	\$49,209	\$47,595	0.6%	4.0%
Dodge	\$53,760	\$52,932	\$48,015	1.6%	12.0%
Fiat	\$30,096	\$31,744	\$23,720	-5.2%	26.9%
Ford	\$56,637	\$55,882	\$54,232	1.4%	4.4%
Genesis	\$62,147	\$61,449	\$62,107	1.1%	0.1%
GMC	\$63,100	\$63,467	\$59,601	-0.6%	5.9%
Honda	\$36,643	\$36,843	\$37,692	-0.5%	-2.8%
Hyundai	\$36,530	\$36,138	\$35,147	1.1%	3.9%
Infiniti	\$59,411	\$58,814	\$61,402	1.0%	-3.2%
Jaguar	\$72,557	\$72,817	\$73,553	-0.4%	-1.4%
Jeep	\$54,561	\$55,079	\$53,420	-0.9%	2.1%
Kia	\$35,711	\$35,627	\$35,235	0.2%	1.4%
Land Rover	\$99,888	\$100,510	\$94,417	-0.6%	5.8%
Lexus	\$58,078	\$57,511	\$55,996	1.0%	3.7%
Lincoln	\$65,410	\$65,122	\$63,534	0.4%	3.0%
Mazda	\$34,432	\$33,799	\$34,396	1.9%	0.1%
Mercedes-Benz	\$80,981	\$80,658	\$72,027	0.4%	12.4%
Mini	\$39,681	\$39,902	\$38,211	-0.6%	3.8%
Mitsubishi	\$31,186	\$32,323	\$30,292	-3.5%	3.0%
Nissan	\$33,723	\$34,733	\$35,735	-2.9%	-5.6%
Polestar	\$61,352	\$64,363	\$59,271	-4.7%	3.5%
Porsche	\$118,803	\$114,221	\$112,553	4.0%	5.6%
Ram	\$65,333	\$65,782	\$61,442	-0.7%	6.3%
Subaru	\$35,766	\$35,709	\$35,233	0.2%	1.5%
Tesla	\$54,943	\$54,668	\$68,233	0.5%	-19.5%
Toyota	\$38,442	\$38,505	\$38,550	-0.2%	-0.3%
Volkswagen	\$37,643	\$37,752	\$37,009	-0.3%	1.7%
Volvo	\$56,077	\$56,769	\$59,036	-1.2%	-5.0%
Industry	\$48,451	\$48,165	\$48,409	0.6%	0.1%

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

Category	August 2023 Transaction Price (Avg)*	July 2023 Transaction Price (Avg)*	August 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Compact Car	\$26,281	\$26,434	\$26,148	-0.6%	0.5%
Compact SUV/Crossover	\$35,688	\$35,624	\$35,212	0.2%	1.4%
Electric Vehicle	\$53,376	\$53,633	\$65,688	-0.5%	-18.7%
Entry-level Luxury Car	\$57,696	\$57,330	\$54,002	0.6%	6.8%
Full-size Car	\$48,061	\$48,023	\$44,674	0.1%	7.6%
Full-size Pickup Truck	\$65,567	\$65,362	\$63,648	0.3%	3.0%
Full-size SUV/Crossover	\$77,804	\$78,184	\$73,817	-0.5%	5.4%
High Performance Car	\$136,471	\$138,373	\$115,889	-1.4%	17.8%
High-end Luxury Car	\$120,231	\$117,192	\$119,147	2.6%	0.9%
Hybrid/Alternative Energy Car	\$39,624	\$37,961	\$33,555	4.4%	18.1%
Luxury Car	\$80,697	\$81,024	\$75,781	-0.4%	6.5%
Luxury Compact SUV/Crossover	\$54,958	\$54,617	\$52,850	0.6%	4.0%
Luxury Full-size SUV/Crossover	\$111,210	\$114,024	\$106,766	-2.5%	4.2%
Luxury Mid-size SUV/Crossover	\$73,442	\$71,128	\$70,666	3.3%	3.9%
Luxury Subcompact SUV/Crossover	\$45,433	\$45,965	\$44,373	-1.2%	2.4%
Mid-size Car	\$31,943	\$32,159	\$32,146	-0.7%	-0.6%
Mid-size SUV/Crossover	\$46,831	\$47,475	\$47,643	-1.4%	-1.7%
Minivan	\$48,139	\$48,275	\$47,395	-0.3%	1.6%
Small/Mid-size Pickup Truck	\$41,647	\$41,927	\$41,888	-0.7%	-0.6%
Sports Car	\$48,035	\$47,606	\$45,312	0.9%	6.0%
Subcompact Car	\$23,050	\$24,877	\$22,510	-7.3%	2.4%
Subcompact SUV/Crossover	\$29,561	\$30,008	\$30,311	-1.5%	-2.5%
Van	\$61,771	\$61,643	\$51,289	0.2%	20.4%
Industry	\$48,451	\$48,165	\$48,409	0.6%	0.1%

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