



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

Manufacturer	September 2023 Transaction Price (Avg)*	August 2023 Transaction Price (Avg)*	September 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
BMW	\$72,290	\$72,683	\$69,249	-0.5%	4.4%
Daimler	\$80,699	\$80,826	\$72,351	-0.2%	11.5%
Ford Motor Company	\$56,363	\$56,730	\$53,734	-0.7%	4.9%
Geely Auto Group	\$56,778	\$56,629	\$58,713	0.3%	-3.3%
General Motors	\$52,736	\$52,137	\$52,226	1.2%	1.0%
Honda Motor Company	\$37,867	\$38,211	\$38,914	-0.9%	-2.7%
Hyundai Motor Group	\$37,567	\$37,232	\$36,527	0.9%	2.8%
Mazda Motor Corporation	\$35,541	\$34,378	\$35,373	3.4%	0.5%
Renault-Nissan-Mitsubishi Alliance	\$36,563	\$35,287	\$36,642	3.6%	-0.2%
Stellantis	\$58,214	\$57,686	\$55,150	0.9%	5.6%
Subaru Corporation	\$35,552	\$35,736	\$35,280	-0.5%	0.8%
Tata Motors	\$93,479	\$94,664	\$91,810	-1.3%	1.8%
Tesla Motors	\$50,931	\$53,907	\$67,620	-5.5%	-24.7%
Toyota Motor Corporation	\$40,426	\$40,721	\$40,127	-0.7%	0.7%
Volkswagen Group	\$55,792	\$57,757	\$53,636	-3.4%	4.0%
Industry	\$47,899	\$48,126	\$48,259	-0.5%	-0.7%

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

Make	September 2023 Transaction Price (Avg)*	August 2023 Transaction Price (Avg)*	September 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Acura	\$51,077	\$51,619	\$54,240	-1.1%	-5.8%
Alfa Romeo	\$53,469	\$53,469	\$53,031	0.0%	0.8%
Audi	\$65,671	\$65,883	\$60,774	-0.3%	8.1%
BMW	\$74,229	\$74,685	\$71,577	-0.6%	3.7%
Buick	\$36,454	\$36,212	\$39,531	0.7%	-7.8%
Cadillac	\$74,070	\$74,316	\$70,575	-0.3%	5.0%
Chevrolet	\$48,511	\$48,398	\$49,129	0.2%	-1.3%
Chrysler	\$50,264	\$49,483	\$47,566	1.6%	5.7%
Dodge	\$52,482	\$53,625	\$49,864	-2.1%	5.3%
Fiat	\$31,576	\$29,900	\$32,647	5.6%	-3.3%
Ford	\$55,925	\$56,353	\$53,185	-0.8%	5.2%
Genesis	\$62,310	\$62,218	\$62,267	0.2%	0.1%
GMC	\$66,002	\$62,913	\$59,398	4.9%	11.1%
Honda	\$36,238	\$36,577	\$37,152	-0.9%	-2.5%
Hyundai	\$37,150	\$36,490	\$35,070	1.8%	5.9%
Infiniti	\$61,116	\$59,464	\$59,938	2.8%	2.0%
Jaguar	\$69,230	\$72,834	\$75,028	-5.0%	-7.7%
Jeep	\$54,910	\$54,617	\$53,726	0.5%	2.2%
Kia	\$35,552	\$35,666	\$35,822	-0.3%	-0.8%
Land Rover	\$96,392	\$96,966	\$94,723	-0.6%	1.8%
Lexus	\$57,876	\$57,861	\$55,301	0.0%	4.7%
Lincoln	\$66,003	\$65,514	\$64,865	0.8%	1.8%
Mazda	\$35,541	\$34,378	\$35,373	3.4%	0.5%
Mercedes-Benz	\$80,699	\$80,826	\$72,351	-0.2%	11.5%
Mini	\$39,853	\$39,522	\$38,923	0.8%	2.4%
Mitsubishi	\$31,038	\$31,184	\$29,665	-0.5%	4.6%
Nissan	\$35,074	\$33,705	35793	4.1%	-2.0%
Polestar	\$61,651	\$61,342	\$59,014	0.5%	4.5%
Porsche	\$121,189	\$120,452	\$111,359	0.6%	8.8%
Ram	\$65,817	\$65,077	60764	1.1%	8.3%
Subaru	\$35,552	\$35,736	\$35,280	-0.5%	0.8%
Tesla	\$50,931	\$53,907	\$67,620	-5.5%	-24.7%
Toyota	\$37,848	\$38,334	\$38,033	-1.3%	-0.5%
Volkswagen	\$36,568	\$37,580	\$37,011	-2.7%	-1.2%
Volvo	\$56,202	\$56,071	\$58,668	0.2%	-4.2%
Industry	\$47,899	\$48,126	\$48,259	-0.5%	-0.7%

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Category	September 2023 Transaction Price (Avg)*	August 2023 Transaction Price (Avg)*	September 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Compact Car	\$26,601	\$26,226	\$26,275	1.4%	1.2%
Compact SUV/Crossover	\$35,487	\$35,638	\$35,141	-0.4%	1.0%
Electric Vehicle	\$50,683	\$52,212	\$65,295	-2.9%	-22.4%
Entry-level Luxury Car	\$57,802	\$57,495	\$54,272	0.5%	6.5%
Full-size Car	\$47,802	\$47,805	\$45,803	0.0%	4.4%
Full-size Pickup Truck	\$66,841	\$65,309	\$63,381	2.4%	5.5%
Full-size SUV/Crossover	\$77,837	\$77,676	\$72,948	0.2%	6.7%
High Performance Car	\$135,410	\$130,524	\$116,186	3.7%	16.5%
High-end Luxury Car	\$119,517	\$119,885	\$118,219	-0.3%	1.1%
Hybrid/Alternative Energy Car	\$39,349	\$39,621	\$32,624	-0.7%	20.6%
Luxury Car	\$79,633	\$80,458	\$76,779	-1.0%	3.7%
Luxury Compact SUV/Crossover	\$53,845	\$54,320	\$53,018	-0.9%	1.6%
Luxury Full-size SUV/Crossover	\$109,272	\$109,871	\$108,952	-0.6%	0.3%
Luxury Mid-size SUV/Crossover	\$72,553	\$73,172	\$70,680	-0.9%	2.6%
Luxury Subcompact SUV/Crossover	\$45,363	\$45,453	\$44,605	-0.2%	1.7%
Mid-size Car	\$32,190	\$31,911	\$31,986	0.9%	0.6%
Mid-size SUV/Crossover	\$46,152	\$46,720	\$47,940	-1.2%	-3.7%
Minivan	\$48,689	\$48,098	\$47,306	1.2%	2.9%
Small/Mid-size Pickup Truck	\$42,143	\$41,575	\$41,338	1.4%	1.9%
Sports Car	\$48,917	\$47,667	\$46,430	2.6%	5.4%
Subcompact Car	\$23,299	\$23,037	\$21,929	1.1%	6.2%
Subcompact SUV/Crossover	\$29,586	\$29,527	\$30,911	0.2%	-4.3%
Van	\$60,913	\$60,719	\$52,044	0.3%	17.0%
Industry	\$47,899	\$48,126	\$48,259	-0.5%	-0.7%

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