



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

Manufacturer	October 2023 Transaction Price (Avg)*	September 2023 Transaction Price (Avg)*	October 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
BMW	\$69,495	\$70,781	\$70,136	-1.8%	-0.9%
Daimler	\$77,826	\$78,303	\$76,658	-0.6%	1.5%
Ford Motor Company	\$55,512	\$56,206	\$54,831	-1.2%	1.2%
Geely Auto Group	\$56,764	\$56,204	\$58,623	1.0%	-3.2%
General Motors	\$53,763	\$52,513	\$52,274	2.4%	2.8%
Honda Motor Company	\$38,150	\$37,884	\$38,714	0.7%	-1.5%
Hyundai Motor Group	\$37,128	\$37,542	\$36,337	-1.1%	2.2%
Mazda Motor Corporation	\$35,876	\$35,459	\$34,428	1.2%	4.2%
Renault-Nissan-Mitsubishi Alliance	\$36,208	\$36,584	\$37,201	-1.0%	-2.7%
Stellantis	\$58,236	\$58,181	\$55,130	0.1%	5.6%
Subaru Corporation	\$35,348	\$35,518	\$35,896	-0.5%	-1.5%
Tata Motors	\$94,597	\$93,502	\$99,451	1.2%	-4.9%
Tesla Motors	\$53,607	\$50,934	\$67,092	5.3%	-20.1%
Toyota Motor Corporation	\$40,733	\$40,351	\$40,315	1.0%	1.0%
Volkswagen Group	\$55,287	\$55,841	\$56,034	-1.0%	-1.3%
Industry	\$47,936	\$47,797	\$48,606	0.3%	-1.4%

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

Make	October 2023 Transaction Price (Avg)*	September 2023 Transaction Price (Avg)*	October 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Acura	\$51,006	\$51,159	\$51,807	-0.3%	-1.5%
Alfa Romeo	\$52,726	\$53,064	\$53,743	-0.6%	-1.9%
Audi	\$65,229	\$66,026	\$61,484	-1.2%	6.1%
BMW	\$72,317	\$73,980	\$73,934	-2.3%	-2.2%
Buick	\$36,573	\$36,792	\$39,097	-0.6%	-6.5%
Cadillac	\$74,691	\$73,970	\$69,895	1.0%	6.9%
Chevrolet	\$49,057	\$48,042	\$48,346	2.1%	1.5%
Chrysler	\$50,237	\$50,037	\$48,634	0.4%	3.3%
Dodge	\$54,254	\$52,575	\$50,000	3.2%	8.5%
Fiat	\$32,669	\$31,777	\$34,152	2.8%	-4.3%
Ford	\$54,912	\$55,743	\$54,313	-1.5%	1.1%
Genesis	\$63,289	\$62,274	\$63,302	1.6%	0.0%
GMC	\$67,245	\$66,336	\$61,075	1.4%	10.1%
Honda	\$36,671	\$36,247	\$37,062	1.2%	-1.1%
Hyundai	\$36,603	\$37,205	\$35,349	-1.6%	3.5%
Infiniti	\$60,221	\$61,242	\$60,663	-1.7%	-0.7%
Jaguar	\$75,464	\$72,461	\$75,776	4.1%	-0.4%
Jeep	\$53,887	\$54,994	\$53,468	-2.0%	0.8%
Kia	\$35,136	\$35,446	\$35,349	-0.9%	-0.6%
Land Rover	\$96,756	\$96,029	\$102,846	0.8%	-5.9%
Lexus	\$58,446	\$58,195	\$55,177	0.4%	5.9%
Lincoln	\$67,878	\$66,403	\$65,624	2.2%	3.4%
Mazda	\$35,876	\$35,459	\$34,428	1.2%	4.2%
Mercedes-Benz	\$77,826	\$78,303	\$76,658	-0.6%	1.5%
Mini	\$39,514	\$39,957	\$39,054	-1.1%	1.2%
Mitsubishi	\$32,009	\$31,052	\$30,406	3.1%	5.3%
Nissan	\$34,634	\$35,086	\$36,401	-1.3%	-4.9%
Polestar	\$60,318	\$61,027	\$59,201	-1.2%	1.9%
Porsche	\$120,595	\$120,090	\$113,002	0.4%	6.7%
Ram	\$64,672	\$65,704	\$60,575	-1.6%	6.8%
Subaru	\$35,348	\$35,518	\$35,896	-0.5%	-1.5%
Tesla	\$53,607	\$50,934	\$67,092	5.3%	-20.1%
Toyota	\$37,877	\$37,715	\$38,358	0.4%	-1.3%
Volkswagen	\$36,877	\$36,682	\$37,018	0.5%	-0.4%
Volvo	\$56,368	\$55,665	\$58,568	1.3%	-3.8%
Industry	\$47,936	\$47,797	\$48,606	0.3%	-1.4%

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Category	October 2023 Transaction Price (Avg)*	September 2023 Transaction Price (Avg)*	October 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Compact Car	\$26,614	\$26,464	\$26,361	0.6%	1.0%
Compact SUV/Crossover	\$35,725	\$35,673	\$35,094	0.2%	1.8%
Electric Vehicle	\$51,762	\$50,326	\$64,866	2.9%	-20.2%
Entry-level Luxury Car	\$56,262	\$56,834	\$55,847	-1.0%	0.7%
Full-size Car	\$49,243	\$47,933	\$46,448	2.7%	6.0%
Full-size Pickup Truck	\$66,184	\$66,207	\$64,194	0.0%	3.1%
Full-size SUV/Crossover	\$77,906	\$77,865	\$73,890	0.1%	5.4%
High Performance Car	\$129,447	\$133,224	\$119,632	-2.8%	8.2%
High-end Luxury Car	\$120,950	\$120,971	\$121,415	0.0%	-0.4%
Hybrid/Alternative Energy Car	\$48,096	\$38,093	\$34,087	26.3%	41.1%
Luxury Car	\$73,536	\$79,990	\$74,801	-8.1%	-1.7%
Luxury Compact SUV/Crossover	\$52,808	\$52,157	\$54,043	1.3%	-2.3%
Luxury Full-size SUV/Crossover	\$108,100	\$108,363	\$107,594	-0.2%	0.5%
Luxury Mid-size SUV/Crossover	\$73,403	\$72,386	\$72,061	1.4%	1.9%
Luxury Subcompact SUV/Crossover	\$39,206	\$38,921	\$39,358	0.7%	-0.4%
Mid-size Car	\$32,419	\$32,141	\$31,517	0.9%	2.9%
Mid-size SUV/Crossover	\$46,611	\$46,343	\$47,741	0.6%	-2.4%
Minivan	\$48,104	\$48,423	\$47,608	-0.7%	1.0%
Small/Mid-size Pickup Truck	\$41,018	\$42,055	\$40,059	-2.5%	2.4%
Sports Car	\$48,533	\$48,939	\$47,078	-0.8%	3.1%
Subcompact Car	\$24,579	\$24,700	\$23,689	-0.5%	3.8%
Subcompact SUV/Crossover	\$29,608	\$29,614	\$30,614	0.0%	-3.3%
Van	\$57,320	\$59,805	\$50,975	-4.2%	12.4%
Industry	\$47,936	\$47,797	\$48,606	0.3%	-1.4%

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