



**Data Tables for November 2023 Kelley Blue Book Average Transaction Prices Report**

<b>Manufacturer</b>	<b>November 2023 Transaction Price (Avg)*</b>	<b>October 2023 Transaction Price (Avg)*</b>	<b>November 2022 Transaction Price (Avg)*</b>	<b>Month-Over-Month Percent Change</b>	<b>Year-Over-Year Percent Change</b>
BMW	\$69,140	\$69,488	\$69,098	-0.5%	0.1%
Daimler	\$78,619	\$77,782	\$76,770	1.1%	2.4%
Ford Motor Company	\$55,058	\$55,514	\$55,923	-0.8%	-1.5%
Geely Auto Group	\$56,518	\$55,631	\$59,398	1.6%	-4.8%
General Motors	\$52,671	\$53,776	\$52,278	-2.1%	0.8%
Honda Motor Company	\$38,337	\$38,160	\$37,796	0.5%	1.4%
Hyundai Motor Group	\$37,444	\$37,124	\$35,960	0.9%	4.1%
Mazda Motor Corporation	\$36,581	\$35,857	\$34,368	2.0%	6.4%
Renault-Nissan-Mitsubishi Alliance	\$35,916	\$36,201	\$37,496	-0.8%	-4.2%
Stellantis	\$60,085	\$58,373	\$55,738	2.9%	7.8%
Subaru Corporation	\$35,282	\$35,337	\$36,447	-0.2%	-3.2%
Tata Motors	\$94,754	\$94,636	\$99,903	0.1%	-5.2%
Tesla Motors	\$53,756	\$53,606	\$67,639	0.3%	-20.5%
Toyota Motor Corporation	\$41,013	\$40,716	\$40,935	0.7%	0.2%
Volkswagen Group	\$58,665	\$55,298	\$58,599	6.1%	0.1%
<b>Industry</b>	<b>\$48,247</b>	<b>\$47,944</b>	<b>\$48,969</b>	<b>0.6%</b>	<b>-1.5%</b>

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

<b>Make</b>	<b>November 2023 Transaction Price (Avg)*</b>	<b>October 2023 Transaction Price (Avg)*</b>	<b>November 2022 Transaction Price (Avg)*</b>	<b>Month-Over-Month Percent Change</b>	<b>Year-Over-Year Percent Change</b>
Acura	\$51,202	\$51,049	\$52,976	0.3%	-3.3%
Alfa Romeo	\$52,150	\$52,592	\$53,324	-0.8%	-2.2%
Audi	\$66,632	\$65,273	\$61,821	2.1%	7.8%
BMW	\$72,057	\$72,310	\$71,870	-0.4%	0.3%
Buick	\$37,185	\$36,567	\$39,726	1.7%	-6.4%
Cadillac	\$73,216	\$74,724	\$70,287	-2.0%	4.2%
Chevrolet	\$48,012	\$49,062	\$47,924	-2.1%	0.2%
Chrysler	\$50,435	\$50,455	\$49,649	0.0%	1.6%
Dodge	\$56,425	\$54,255	\$50,749	4.0%	11.2%
Fiat	\$31,489	\$32,583	\$33,316	-3.4%	-5.5%
Ford	\$54,525	\$54,914	\$55,471	-0.7%	-1.7%
Genesis	\$64,285	\$63,307	\$62,881	1.5%	2.2%
GMC	\$66,939	\$67,281	\$62,109	-0.5%	7.8%
Honda	\$36,832	\$36,677	\$36,086	0.4%	2.1%
Hyundai	\$37,039	\$36,606	\$34,876	1.2%	6.2%
Infiniti	\$60,703	\$60,227	\$61,863	0.8%	-1.9%
Jaguar	\$74,022	\$75,288	\$75,234	-1.7%	-1.6%
Jeep	\$54,453	\$53,934	\$53,765	1.0%	1.3%
Kia	\$35,175	\$35,122	\$34,794	0.2%	1.1%
Land Rover	\$97,221	\$96,820	\$103,390	0.4%	-6.0%
Lexus	\$58,754	\$58,454	\$55,591	0.5%	5.7%
Lincoln	\$66,860	\$67,906	\$66,201	-1.5%	1.0%
Mazda	\$36,581	\$35,857	\$34,368	2.0%	6.4%
Mercedes-Benz	\$78,619	\$77,782	\$76,770	1.1%	2.4%
Mini	\$39,562	\$39,499	\$38,749	0.2%	2.1%
Mitsubishi	\$31,078	\$32,010	\$31,588	-2.9%	-1.6%
Nissan	\$34,405	\$34,624	36473	-0.6%	-5.7%
Polestar	\$59,803	\$60,085	\$60,057	-0.5%	-0.4%
Porsche	\$122,330	\$120,621	\$113,752	1.4%	7.5%
Ram	\$67,602	\$64,939	61177	4.1%	10.5%
Subaru	\$35,282	\$35,337	\$36,447	-0.2%	-3.2%
Tesla	\$53,756	\$53,606	\$67,639	0.3%	-20.5%
Toyota	\$37,718	\$37,857	\$39,170	-0.4%	-3.7%
Volkswagen	\$38,185	\$36,867	\$38,583	3.6%	-1.0%
Volvo	\$56,233	\$55,193	\$59,333	1.9%	-5.2%
<b>Industry</b>	<b>\$48,247</b>	<b>\$47,944</b>	<b>\$48,969</b>	<b>0.6%</b>	<b>-1.5%</b>

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Category	November 2023 Transaction Price (Avg)*	October 2023 Transaction Price (Avg)*	November 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Compact Car	\$26,511	\$26,628	\$26,031	-0.4%	1.8%
Compact SUV/Crossover	\$35,543	\$35,706	\$34,972	-0.5%	1.6%
Electric Vehicle	\$52,345	\$51,715	\$66,302	1.2%	-21.1%
Entry-level Luxury Car	\$57,889	\$55,949	\$56,363	3.5%	2.7%
Full-size Car	\$49,585	\$49,187	\$47,343	0.8%	4.7%
Full-size Pickup Truck	\$66,590	\$66,265	\$64,207	0.5%	3.7%
Full-size SUV/Crossover	\$77,386	\$77,926	\$74,061	-0.7%	4.5%
High Performance Car	\$144,917	\$128,949	\$119,373	12.4%	21.4%
High-end Luxury Car	\$125,683	\$123,074	\$125,187	2.1%	0.4%
Hybrid/Alternative Energy Car	\$49,680	\$47,961	\$35,167	3.6%	41.3%
Luxury Car	\$76,583	\$73,524	\$78,618	4.2%	-2.6%
Luxury Compact SUV/Crossover	\$52,989	\$52,831	\$54,190	0.3%	-2.2%
Luxury Full-size SUV/Crossover	\$107,098	\$108,212	\$107,047	-1.0%	0.0%
Luxury Mid-size SUV/Crossover	\$72,829	\$73,396	\$73,599	-0.8%	-1.0%
Luxury Subcompact SUV/Crossover	\$39,899	\$39,763	\$41,658	0.3%	-4.2%
Mid-size Car	\$31,992	\$32,407	\$31,339	-1.3%	2.1%
Mid-size SUV/Crossover	\$46,100	\$46,613	\$47,429	-1.1%	-2.8%
Minivan	\$47,622	\$48,217	\$47,717	-1.2%	-0.2%
Small/Mid-size Pickup Truck	\$40,919	\$41,036	\$40,365	-0.3%	1.4%
Sports Car	\$52,459	\$48,601	\$46,700	7.9%	12.3%
Subcompact Car	\$25,180	\$24,593	\$24,119	2.4%	4.4%
Subcompact SUV/Crossover	\$30,078	\$29,602	\$30,436	1.6%	-1.2%
Van	\$58,402	\$57,250	\$51,989	2.0%	12.3%
<b>Industry</b>	<b>\$48,247</b>	<b>\$47,944</b>	<b>\$48,969</b>	<b>0.6%</b>	<b>-1.5%</b>

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