



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

Manufacturer	December 2023 Transaction Price (Avg)*	November 2023 Transaction Price (Avg)*	December 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
BMW	\$68,987	\$69,150	\$68,794	-0.2%	0.3%
Daimler	\$78,165	\$78,514	\$77,009	-0.4%	1.5%
Ford Motor Company	\$56,198	\$54,989	\$57,432	2.2%	-2.1%
Geely Auto Group	\$55,590	\$55,985	\$59,374	-0.7%	-6.4%
General Motors	\$53,530	\$52,621	\$53,712	1.7%	-0.3%
Honda Motor Company	\$38,118	\$38,324	\$38,344	-0.5%	-0.6%
Hyundai Motor Group	\$38,483	\$37,425	\$36,608	2.8%	5.1%
Mazda Motor Corporation	\$35,596	\$36,488	\$34,495	-2.4%	3.2%
Renault-Nissan-Mitsubishi Alliance	\$36,339	\$35,891	\$37,863	1.3%	-4.0%
Stellantis	\$59,292	\$60,100	\$56,777	-1.3%	4.4%
Subaru Corporation	\$35,327	\$35,270	\$36,834	0.2%	-4.1%
Tata Motors	\$96,620	\$95,287	\$105,785	1.4%	-8.7%
Tesla Motors	\$50,051	\$53,771	\$66,815	-6.9%	-25.1%
Toyota Motor Corporation	\$41,710	\$40,994	\$40,559	1.8%	2.8%
Volkswagen Group	\$57,653	\$57,014	\$60,023	1.1%	-3.9%
Industry	\$48,759	\$48,130	\$49,939	1.3%	-2.4%

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

Make	December 2023 Transaction Price (Avg)*	November 2023 Transaction Price (Avg)*	December 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Acura	\$51,194	\$51,233	\$52,815	-0.1%	-3.1%
Alfa Romeo	\$51,462	\$52,291	\$52,087	-1.6%	-1.2%
Audi	\$65,402	\$66,556	\$62,910	-1.7%	4.0%
BMW	\$71,943	\$72,072	\$71,635	-0.2%	0.4%
Buick	\$38,811	\$37,232	\$39,472	4.2%	-1.7%
Cadillac	\$72,191	\$73,374	\$69,207	-1.6%	4.3%
Chevrolet	\$49,159	\$47,968	\$49,628	2.5%	-0.9%
Chrysler	\$50,737	\$50,708	\$50,093	0.1%	1.3%
Dodge	\$55,197	\$56,279	\$52,910	-1.9%	4.3%
Fiat	\$17,422	\$31,167	\$33,670	-44.1%	-48.3%
Ford	\$55,628	\$54,451	\$57,027	2.2%	-2.5%
Genesis	\$63,226	\$64,289	\$62,533	-1.7%	1.1%
GMC	\$66,207	\$66,771	\$63,826	-0.8%	3.7%
Honda	\$36,597	\$36,813	\$36,533	-0.6%	0.2%
Hyundai	\$38,146	\$37,031	\$35,181	3.0%	8.4%
Infiniti	\$60,404	\$60,649	\$61,505	-0.4%	-1.8%
Jaguar	\$73,727	\$74,490	\$75,240	-1.0%	-2.0%
Jeep	\$54,715	\$54,518	\$54,931	0.4%	-0.4%
Kia	\$36,111	\$35,141	\$35,662	2.8%	1.3%
Land Rover	\$98,248	\$97,762	\$109,384	0.5%	-10.2%
Lexus	\$58,722	\$58,750	\$55,459	-0.1%	5.9%
Lincoln	\$67,401	\$66,902	\$66,961	0.8%	0.7%
Mazda	\$35,596	\$36,488	\$34,495	-2.4%	3.2%
Mercedes-Benz	\$78,165	\$78,514	\$77,009	-0.4%	1.5%
Mini	\$39,305	\$39,509	\$38,647	-0.5%	1.7%
Mitsubishi	\$31,673	\$31,079	\$32,010	1.9%	-1.1%
Nissan	\$34,673	\$34,379	36380	0.9%	-4.7%
Polestar	\$60,660	\$58,992	\$62,159	2.8%	-2.4%
Porsche	\$120,605	\$123,661	\$113,640	-2.5%	6.1%
Ram	\$68,020	\$67,599	61016	0.6%	11.5%
Subaru	\$35,327	\$35,270	\$36,834	0.2%	-4.1%
Tesla	\$50,051	\$53,771	\$66,815	-6.9%	-25.1%
Toyota	\$38,298	\$37,696	\$38,687	1.6%	-1.0%
Volkswagen	\$38,824	\$38,179	\$39,672	1.7%	-2.1%
Volvo	\$55,170	\$55,695	\$59,123	-0.9%	-6.7%
Industry	\$48,759	\$48,130	\$49,939	1.3%	-2.4%

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Category	December 2023 Transaction Price (Avg)*	November 2023 Transaction Price (Avg)*	December 2022 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Compact Car	\$27,226	\$26,963	\$26,736	1.0%	1.8%
Compact SUV/Crossover	\$36,617	\$36,712	\$36,326	-0.3%	0.8%
Entry-level Luxury Car	\$57,086	\$57,539	\$55,714	-0.8%	2.5%
Full-size Car	\$47,664	\$49,585	\$48,753	-3.9%	-2.2%
Full-size Pickup Truck	\$66,511	\$66,561	\$64,532	-0.1%	3.1%
Full-size SUV/Crossover	\$72,405	\$70,979	\$74,467	2.0%	-2.8%
High Performance Car	\$134,068	\$140,408	\$119,201	-4.5%	12.5%
High-end Luxury Car	\$120,426	\$119,382	\$123,917	0.9%	-2.8%
Luxury Car	\$50,745	\$50,734	\$59,144	0.0%	-14.2%
Luxury Compact SUV/Crossover	\$52,171	\$54,354	\$58,015	-4.0%	-10.1%
Luxury Full-size SUV/Crossover	\$102,391	\$100,260	\$110,089	2.1%	-7.0%
Luxury Mid-size SUV/Crossover	\$72,013	\$73,272	\$75,586	-1.7%	-4.7%
Luxury Subcompact SUV/Crossover	\$41,390	\$41,352	\$42,542	0.1%	-2.7%
Mid-size Car	\$32,595	\$32,301	\$31,643	0.9%	3.0%
Mid-size SUV/Crossover	\$47,124	\$45,907	\$47,931	2.7%	-1.7%
Minivan	\$47,458	\$47,661	\$47,386	-0.4%	0.2%
Small/Mid-size Pickup Truck	\$41,003	\$39,963	\$42,297	2.6%	-3.1%
Sports Car	\$51,325	\$51,525	\$47,713	-0.4%	7.6%
Subcompact Car	\$26,024	\$25,149	\$24,945	3.5%	4.3%
Subcompact SUV/Crossover	\$30,142	\$29,932	\$30,513	0.7%	-1.2%
Van	\$55,952	\$56,901	\$53,785	-1.7%	4.0%
Industry	\$48,759	\$48,130	\$49,939	1.3%	-2.4%

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