



Data Tables for May 2024 Kelley Blue Book Average Transaction Prices Report

Manufacturer	May 2024 Transaction Price (Avg)*	April 2024 Transaction Price (Avg)*	May 2023 Transaction Price (Avg)*	Month- Over- Month Percent Change	Year- Over-Year Percent Change
BMW	\$70,854	\$69,398	\$70,259	2.1%	0.8%
Ford Motor Company	\$56,595	\$56,976	\$56,719	-0.7%	-0.2%
Geely Auto Group	\$57,796	\$58,418	\$57,187	-1.1%	1.1%
General Motors	\$51,239	\$51,806	\$52,268	-1.1%	-2.0%
Honda Motor Company	\$37,786	\$37,693	\$38,771	0.2%	-2.5%
Hyundai Motor Group	\$37,816	\$37,817	\$36,578	0.0%	3.4%
Mazda Motor Corporation	\$34,666	\$34,566	\$34,578	0.3%	0.3%
Mercedes -Benz Group	\$81,556	\$81,209	\$80,582	0.4%	1.2%
Renault-Nissan-Mitsubishi Alliance	\$34,629	\$34,981	\$36,900	-1.0%	-6.2%
Stellantis	\$57,266	\$57,881	\$56,622	-1.1%	1.1%
Subaru Corporation	\$35,200	\$35,291	\$35,421	-0.3%	-0.6%
Tata Motors	\$99,356	\$100,380	\$99,879	-1.0%	-0.5%
Tesla Motors	\$57,369	\$55,668	\$56,503	3.1%	1.5%
Toyota Motor Corporation	\$44,616	\$43,951	\$43,066	1.5%	3.6%
Volkswagen Group	\$53,760	\$55,112	\$55,960	-2.5%	-3.9%
Industry	\$48,389	\$48,368	\$48,830	0.0%	-0.9%

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

Make	May 2024 Transaction Price (Avg)*	April 2024 Transaction Price (Avg)*	May 2023 Transaction Price (Avg)*	Month- Over- Month Percent Change	Year- Over-Year Percent Change
Acura	\$52,020	\$51,392	\$51,932	1.2%	0.2%
Alfa Romeo	\$52,089	\$53,228	\$53,022	-2.1%	-1.8%
Audi	\$64,659	\$63,728	\$62,356	1.5%	3.7%
BMW	\$72,946	\$71,302	\$73,060	2.3%	-0.2%
Buick	\$33,297	\$35,140	\$37,737	-5.2%	-11.8%
Cadillac	\$73,076	\$73,981	\$71,723	-1.2%	1.9%
Chevrolet	\$47,090	\$47,421	\$48,566	-0.7%	-3.0%
Chrysler	\$50,104	\$51,162	\$47,102	-2.1%	6.4%
Dodge	\$49,383	\$51,426	\$50,877	-4.0%	-2.9%
Ford	\$56,184	\$56,561	\$56,278	-0.7%	-0.2%
Genesis	\$63,664	\$63,906	\$61,921	-0.4%	2.8%
GMC	\$63,453	\$64,210	\$61,947	-1.2%	2.4%
Honda	\$36,201	\$36,331	\$37,065	-0.4%	-2.3%
Hyundai	\$37,179	\$37,380	\$35,410	-0.5%	5.0%
Infiniti	\$58,020	\$59,172	\$60,055	-1.9%	-3.4%
Jaguar	\$75,202	\$73,082	\$73,236	2.9%	2.7%
Jeep	\$56,054	\$56,144	\$54,095	-0.2%	3.6%
Kia	\$36,447	\$36,088	\$35,734	1.0%	2.0%
Land Rover	\$102,167	\$103,518	\$102,582	-1.3%	-0.4%
Lexus	\$60,219	\$59,419	\$57,569	1.3%	4.6%
Lincoln	\$65,495	\$65,500	\$67,796	0.0%	-3.4%
Mazda	\$34,666	\$34,566	\$34,578	0.3%	0.3%
Mercedes-Benz	\$81,556	\$81,209	\$80,582	0.4%	1.2%
Mini	\$38,309	\$38,596	\$38,950	-0.7%	-1.6%
Mitsubishi	\$30,428	\$30,571	\$33,760	-0.5%	-9.9%
Nissan	\$33,583	\$33,756	\$35,503	-0.5%	-5.4%
Polestar	\$50,585	\$55,289	\$57,903	-8.5%	-12.6%
Porsche	\$112,059	\$113,065	\$115,706	-0.9%	-3.2%
Ram	\$66,220	\$67,676	\$65,912	-2.2%	0.5%
Subaru	\$35,200	\$35,291	\$35,421	-0.3%	-0.6%
Tesla	\$57,369	\$55,668	\$56,503	3.1%	1.5%
Toyota	\$41,920	\$41,548	\$40,598	0.9%	3.3%
Volkswagen	\$35,880	\$38,415	\$37,348	-6.6%	-3.9%
Volvo	\$58,010	\$58,551	\$57,126	-0.9%	1.5%
Industry	\$48,389	\$48,368	\$48,830	0.0%	-0.9%

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Category	May 2024 Transaction Price (Avg)*	April 2024 Transaction Price (Avg)*	May 2023 Transaction Price (Avg)*	Month- Over- Month Percent Change	Year- Over-Year Percent Change
Compact Car	\$26,295	\$26,537	\$26,949	-0.9%	-2.4%
Compact SUV/Crossover	\$36,393	\$36,532	\$36,588	-0.4%	-0.5%
Entry-level Luxury Car	\$58,367	\$57,516	\$55,937	1.5%	4.3%
Full-size Car	\$44,232	\$45,165	\$46,811	-2.1%	-5.5%
Full-size Pickup Truck	\$65,771	\$66,284	\$65,512	-0.8%	0.4%
Full-size SUV/Crossover	\$77,283	\$77,575	\$77,991	-0.4%	-0.9%
High Performance Car	\$126,027	\$124,097	\$131,516	1.6%	-4.2%
High-end Luxury Car	\$112,563	\$111,734	\$116,811	0.7%	-3.6%
Luxury Car	\$54,226	\$55,596	\$54,745	-2.5%	-0.9%
Luxury Compact SUV/Crossover	\$52,963	\$52,117	\$54,869	1.6%	-3.5%
Luxury Full-size Pickup Truck	\$108,667	\$108,219	-	0.4%	0.0%
Luxury Full-size SUV/Crossover	\$89,567	\$90,655	\$104,937	-1.2%	-14.6%
Luxury Mid-size SUV/Crossover	\$74,071	\$73,877	\$72,897	0.3%	1.6%
Luxury Subcompact SUV/Crossover	\$40,527	\$40,421	\$39,752	0.3%	1.9%
Mid-size Car	\$32,005	\$31,826	\$32,419	0.6%	-1.3%
Mid-size SUV/Crossover	\$48,606	\$48,772	\$48,397	-0.3%	0.4%
Minivan	\$48,090	\$48,956	\$47,525	-1.8%	1.2%
Small/Mid-size Pickup Truck	\$41,934	\$42,883	\$41,462	-2.2%	1.1%
Sports Car	\$46,178	\$46,395	\$46,171	-0.5%	0.0%
Subcompact Car	\$23,756	\$23,932	\$25,232	-0.7%	-5.9%
Subcompact SUV/Crossover	\$29,691	\$29,703	\$30,054	0.0%	-1.2%
Van	\$60,906	\$60,429	\$60,491	0.8%	0.7%
Industry	\$48,389	\$48,368	\$48,830	0.0%	-0.9%

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