



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

| Manufacturer | July 2024 Transaction Price (Avg)* | June 2024 Transaction Price (Avg)* | July 2023 Transaction Price (Avg)* | Month- Over- Month Percent Change | Year- Over-Year Percent Change |
|------------------------------------|---|---|---|--|---|
| BMW | \$68,898 | \$70,530 | \$69,065 | -2.3% | -0.2% |
| Ford Motor Company | \$56,383 | \$56,797 | \$56,200 | -0.7% | 0.3% |
| Geely Auto Group | \$59,397 | \$59,277 | \$57,407 | 0.2% | 3.5% |
| General Motors | \$52,009 | \$51,299 | \$51,847 | 1.4% | 0.3% |
| Honda Motor Company | \$38,699 | \$38,090 | \$38,460 | 1.6% | 0.6% |
| Hyundai Motor Group | \$37,762 | \$37,755 | \$37,010 | 0.0% | 2.0% |
| Mazda Motor Corporation | \$34,848 | \$35,042 | \$33,832 | -0.6% | 3.0% |
| Mercedes-Benz Group | \$73,205 | \$74,277 | \$79,486 | -1.4% | -7.9% |
| Renault-Nissan-Mitsubishi Alliance | \$34,782 | \$35,079 | \$36,070 | -0.8% | -3.6% |
| Stellantis | \$56,964 | \$57,620 | \$57,522 | -1.1% | -1.0% |
| Subaru Corporation | \$35,132 | \$35,286 | \$35,703 | -0.4% | -1.6% |
| Tata Motors | \$97,265 | \$94,657 | \$95,769 | 2.8% | 1.6% |
| Tesla Motors | \$59,593 | \$58,400 | \$53,593 | 2.0% | 11.2% |
| Toyota Motor Corporation | \$45,268 | \$44,368 | \$42,336 | 2.0% | 6.9% |
| Volkswagen Group | \$55,401 | \$54,719 | \$57,513 | 1.2% | -3.7% |
| Industry | \$48,401 | \$48,424 | \$48,507 | 0.0% | -0.2% |

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

| Make | July 2024 Transaction Price (Avg)* | June 2024 Transaction Price (Avg)* | July 2023 Transaction Price (Avg)* | Month- Over- Month Percent Change | Year- Over-Year Percent Change |
|-----------------|--|--|--|---|---|
| Acura | \$52,264 | \$52,153 | \$51,794 | 0.2% | 0.9% |
| Alfa Romeo | \$51,642 | \$51,280 | \$53,305 | 0.7% | -3.1% |
| Audi | \$63,337 | \$64,040 | \$64,293 | -1.1% | -1.5% |
| BMW | \$71,163 | \$72,647 | \$72,645 | -2.0% | -2.0% |
| Buick | \$33,153 | \$32,586 | \$37,172 | 1.7% | -10.8% |
| Cadillac | \$70,811 | \$72,512 | \$74,233 | -2.3% | -4.6% |
| Chevrolet | \$47,633 | \$47,076 | \$47,587 | 1.2% | 0.1% |
| Chrysler | \$48,336 | \$48,982 | \$49,197 | -1.3% | -1.8% |
| Dodge | \$50,565 | \$50,356 | \$52,887 | 0.4% | -4.4% |
| Ford | \$55,932 | \$56,396 | \$55,846 | -0.8% | 0.2% |
| Genesis | \$63,454 | \$63,624 | \$61,491 | -0.3% | 3.2% |
| GMC | \$64,115 | \$62,438 | \$64,131 | 2.7% | 0.0% |
| Honda | \$37,314 | \$36,667 | \$36,847 | 1.8% | 1.3% |
| Hyundai | \$36,401 | \$37,108 | \$36,172 | -1.9% | 0.6% |
| Infiniti | \$56,982 | \$57,470 | \$58,818 | -0.8% | -3.1% |
| Jaguar | \$72,779 | \$72,385 | \$72,224 | 0.5% | 0.8% |
| Jeep | \$54,209 | \$55,436 | \$55,032 | -2.2% | -1.5% |
| Kia | \$36,741 | \$36,214 | \$35,612 | 1.5% | 3.2% |
| Land Rover | \$100,661 | \$98,476 | \$98,604 | 2.2% | 2.1% |
| Lexus | \$60,785 | \$59,324 | \$57,548 | 2.5% | 5.6% |
| Lincoln | \$66,148 | \$65,461 | \$65,022 | 1.0% | 1.7% |
| Mazda | \$34,848 | \$35,042 | \$33,832 | -0.6% | 3.0% |
| Mercedes-Benz | \$73,205 | \$74,277 | \$79,486 | -1.4% | -7.9% |
| Mini | \$39,020 | \$39,226 | \$39,862 | -0.5% | -2.1% |
| Mitsubishi | \$31,768 | \$32,217 | \$32,299 | -1.4% | -1.6% |
| Nissan | \$33,723 | \$34,067 | \$34,714 | -1.0% | -2.9% |
| Polestar | \$50,783 | \$51,854 | \$62,276 | -2.1% | -18.5% |
| Porsche | \$121,887 | \$123,174 | \$115,057 | -1.0% | 5.9% |
| Ram | \$64,723 | \$65,640 | \$65,707 | -1.4% | -1.5% |
| Subaru | \$35,132 | \$35,286 | \$35,703 | -0.4% | -1.6% |
| Tesla | \$59,593 | \$58,400 | \$53,593 | 2.0% | 11.2% |
| Toyota | \$42,343 | \$41,795 | \$40,070 | 1.3% | 5.7% |
| Volkswagen | \$36,953 | \$35,695 | \$37,708 | 3.5% | -2.0% |
| Volvo | \$59,922 | \$59,530 | \$56,846 | 0.7% | 5.4% |
| Industry | \$48,401 | \$48,424 | \$48,507 | 0.0% | -0.2% |

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| Category | July 2024 Transaction Price (Avg)* | June 2024 Transaction Price (Avg)* | July 2023 Transaction Price (Avg)* | Month- Over- Month Percent Change | Year- Over-Year Percent Change |
|---------------------------------|--|--|--|---|---|
| Compact Car | \$26,798 | \$26,450 | \$26,904 | 1.3% | -0.4% |
| Compact SUV/Crossover | \$36,621 | \$36,491 | \$36,853 | 0.4% | -0.6% |
| Entry-level Luxury Car | \$57,225 | \$57,883 | \$57,267 | -1.1% | -0.1% |
| Full-size Car | \$46,467 | \$45,153 | \$47,955 | 2.9% | -3.1% |
| Full-size Pickup Truck | \$65,713 | \$65,560 | \$65,648 | 0.2% | 0.1% |
| Full-size SUV/Crossover | \$76,520 | \$76,745 | \$78,155 | -0.3% | -2.1% |
| High Performance Car | \$137,828 | \$137,073 | \$132,559 | 0.6% | 4.0% |
| High-end Luxury Car | \$114,181 | \$111,112 | \$115,977 | 2.8% | -1.5% |
| Luxury Car | \$56,316 | \$55,737 | \$52,755 | 1.0% | 6.7% |
| Luxury Compact SUV/Crossover | \$52,147 | \$52,749 | \$54,698 | -1.1% | -4.7% |
| Luxury Full-size Pickup Truck | \$111,018 | \$112,677 | - | -1.5% | - |
| Luxury Full-size SUV/Crossover | \$90,445 | \$85,683 | \$106,527 | 5.6% | -15.1% |
| Luxury Mid-size SUV/Crossover | \$73,594 | \$74,769 | \$72,381 | -1.6% | 1.7% |
| Luxury Subcompact SUV/Crossover | \$41,041 | \$40,042 | \$39,031 | 2.5% | 5.1% |
| Mid-size Car | \$33,580 | \$32,946 | \$32,703 | 1.9% | 2.7% |
| Mid-size SUV/Crossover | \$48,315 | \$48,345 | \$48,659 | -0.1% | -0.7% |
| Minivan | \$46,722 | \$47,288 | \$48,241 | -1.2% | -3.1% |
| Small/Mid-size Pickup Truck | \$42,690 | \$42,163 | \$41,860 | 1.2% | 2.0% |
| Sports Car | \$47,263 | \$46,758 | \$47,459 | 1.1% | -0.4% |
| Subcompact Car | \$23,031 | \$23,974 | \$24,841 | -3.9% | -7.3% |
| Subcompact SUV/Crossover | \$29,827 | \$29,714 | \$30,233 | 0.4% | -1.3% |
| Van | \$59,031 | \$59,464 | \$61,973 | -0.7% | -4.7% |
| Industry | \$48,401 | \$48,424 | \$48,507 | 0.0% | -0.2% |

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