



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

Manufacturer	August 2024 Transaction Price (Avg)*	July 2024 Transaction Price (Avg)*	August 2023 Transaction Price (Avg)*	Month- Over- Month Percent Change	Year- Over-Year Percent Change
BMW	\$67,044	\$68,820	\$72,922	-2.6%	-8.1%
Ford Motor Company	\$56,599	\$55,815	\$56,354	1.4%	0.4%
Geely Auto Group	\$58,233	\$58,503	\$56,721	-0.5%	2.7%
General Motors	\$50,950	\$51,818	\$52,473	-1.7%	-2.9%
Honda Motor Company	\$38,675	\$38,562	\$37,986	0.3%	1.8%
Hyundai Motor Group	\$37,929	\$37,580	\$37,070	0.9%	2.3%
Mazda Motor Corporation	\$35,179	\$34,841	\$34,331	1.0%	2.5%
Mercedes-Benz Group	\$72,530	\$72,610	\$77,718	-0.1%	-6.7%
Renault-Nissan-Mitsubishi Alliance	\$35,811	\$34,604	\$35,110	3.5%	2.0%
Stellantis	\$55,752	\$56,861	\$57,388	-1.9%	-2.9%
Subaru Corporation	\$34,829	\$35,069	\$35,708	-0.7%	-2.5%
Tata Motors	\$98,664	\$97,307	\$94,191	1.4%	4.7%
Tesla Motors	\$59,138	\$59,407	\$53,425	-0.5%	10.7%
Toyota Motor Corporation	\$44,903	\$45,024	\$42,829	-0.3%	4.8%
Volkswagen Group	\$55,529	\$55,193	\$57,628	0.6%	-3.6%
Industry	\$47,870	\$48,166	\$48,5696	-0.6%	-1.7%

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

Make	August 2024 Transaction Price (Avg)*	July 2024 Transaction Price (Avg)*	August 2023 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Acura	\$53,364	\$51,971	\$51,399	2.7%	3.8%
Alfa Romeo	\$51,861	\$51,795	\$53,276	0.1%	-2.7%
Audi	\$65,803	\$63,076	\$65,807	4.3%	0.0%
BMW	\$68,226	\$71,069	\$74,930	-4.0%	-8.9%
Buick	\$33,767	\$33,272	\$36,364	1.5%	-7.1%
Cadillac	\$71,008	\$70,741	\$73,859	0.4%	-3.9%
Chevrolet	\$46,283	\$47,395	\$48,527	-2.3%	-4.6%
Chrysler	\$48,341	\$48,025	\$49,241	0.7%	-1.8%
Dodge	\$52,821	\$50,847	\$53,360	3.9%	-1.0%
Ford	\$56,022	\$55,334	\$55,963	1.2%	0.1%
Genesis	\$62,678	\$63,584	\$62,076	-1.4%	1.0%
GMC	\$65,233	\$63,936	\$64,140	2.0%	1.7%
Honda	\$37,298	\$37,192	\$36,351	0.3%	2.6%
Hyundai	\$36,882	\$36,281	\$36,406	1.7%	1.3%
Infiniti	\$61,613	\$56,825	\$59,207	8.4%	4.1%
Jaguar	\$75,903	\$74,817	\$72,811	1.5%	4.2%
Jeep	\$50,562	\$54,147	\$54,473	-6.6%	-7.2%
Kia	\$36,603	\$36,461	\$35,433	0.4%	3.3%
Land Rover	\$101,237	\$100,427	\$96,446	0.8%	5.0%
Lexus	\$59,707	\$60,300	\$57,775	-1.0%	3.3%
Lincoln	\$66,668	\$66,229	\$65,472	0.7%	1.8%
Mazda	\$35,179	\$34,841	\$34,331	1.0%	2.5%
Mercedes-Benz	\$72,530	\$72,610	\$77,718	-0.1%	-6.7%
Mini	\$38,804	\$39,155	\$39,667	-0.9%	-2.2%
Mitsubishi	\$32,320	\$31,734	\$31,073	1.8%	4.0%
Nissan	\$34,144	\$33,526	\$33,527	1.8%	1.8%
Polestar	\$49,779	\$50,423	\$59,369	-1.3%	-16.2%
Porsche	\$123,118	\$121,256	\$119,822	1.5%	2.8%
Ram	\$65,305	\$64,498	\$64,602	1.3%	1.1%
Subaru	\$34,829	\$35,069	\$35,708	-0.7%	-2.5%
Tesla	\$59,138	\$59,407	\$53,425	-0.5%	10.7%
Toyota	\$42,297	\$42,144	\$40,749	0.4%	3.8%
Volkswagen	\$37,210	\$36,863	\$37,529	0.9%	-0.8%
Volvo	\$58,800	\$58,987	\$56,407	-0.3%	4.2%
Industry	\$47,870	\$48,166	\$48,5696	-0.6%	-1.7%

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Category	August 2024 Transaction Price (Avg)*	July 2024 Transaction Price (Avg)*	August 2023 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Compact Car	\$27,210	\$26,681	\$26,595	2.0%	2.3%
Compact SUV/Crossover	\$36,506	\$36,514	\$36,981	0.0%	-1.3%
Entry-level Luxury Car	\$56,795	\$57,105	\$57,288	-0.5%	-0.9%
Full-size Car	\$47,211	\$46,619	\$47,289	1.3%	-0.2%
Full-size Pickup Truck	\$65,531	\$65,328	\$65,608	0.3%	-0.1%
Full-size SUV/Crossover	\$75,563	\$76,281	\$77,738	-0.9%	-2.8%
High Performance Car	\$135,994	\$137,499	\$128,148	-1.1%	6.1%
High-end Luxury Car	\$113,824	\$114,820	\$117,881	-0.9%	-3.4%
Luxury Car	\$52,814	\$56,164	\$52,457	-6.0%	0.7%
Luxury Compact SUV/Crossover	\$52,122	\$52,001	\$54,081	0.2%	-3.6%
Luxury Full-size Pickup Truck	\$112,241	\$110,482	-	1.6%	0.0%
Luxury Full-size SUV/Crossover	\$90,582	\$89,750	\$104,532	0.9%	-13.3%
Luxury Mid-size SUV/Crossover	\$73,070	\$73,315	\$73,704	-0.3%	-0.9%
Luxury Subcompact SUV/Crossover	\$40,407	\$41,678	\$39,117	-3.0%	3.3%
Mid-size Car	\$33,111	\$33,468	\$32,289	-1.1%	2.5%
Mid-size SUV/Crossover	\$48,402	\$48,215	\$48,697	0.4%	-0.6%
Minivan	\$47,004	\$46,368	\$47,787	1.4%	-1.6%
Small/Mid-size Pickup Truck	\$43,310	\$42,416	\$41,420	2.1%	4.6%
Sports Car	\$47,151	\$46,792	\$47,381	0.8%	-0.5%
Subcompact Car	\$22,274	\$22,993	\$22,909	-3.1%	-2.8%
Subcompact SUV/Crossover	\$29,526	\$29,693	\$29,683	-0.6%	-0.5%
Van	\$60,149	\$56,979	\$59,385	5.6%	1.3%
Industry	\$47,870	\$48,166	\$48,5696	-0.6%	-1.7%

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