



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

Manufacturer	December 2024 Transaction Price (Avg)*	November 2024 Transaction Price (Avg)*	December 2023 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
BMW	\$71,571	\$71,567	\$69,678	0.0%	2.7%
Ford Motor Company	\$57,134	\$56,941	\$56,205	0.3%	1.7%
Geely Auto Group	\$59,041	\$60,297	\$56,355	-2.1%	4.8%
General Motors	\$54,921	\$53,261	\$53,417	3.1%	2.8%
Honda Motor Company	\$39,183	\$39,280	\$37,725	-0.2%	3.9%
Hyundai Motor Group	\$38,972	\$38,921	\$38,273	0.1%	1.8%
Mazda Motor Corporation	\$35,893	\$36,187	\$35,632	-0.8%	0.7%
Mercedes-Benz Group AG	\$77,643	\$76,647	\$76,185	1.3%	1.9%
Renault-Nissan-Mitsubishi Alliance	\$35,393	\$35,371	\$36,267	0.1%	-2.4%
Stellantis	\$54,822	\$55,062	\$56,846	-0.4%	-3.6%
Subaru Corporation	\$34,742	\$34,799	\$35,163	-0.2%	-1.2%
Tata Motors	\$99,949	\$102,104	\$102,971	-2.1%	-2.9%
Tesla Motors	\$55,258	\$55,256	\$50,012	0.0%	10.5%
Toyota Motor Corporation	\$44,991	\$44,284	\$43,477	1.6%	3.5%
Volkswagen Group	\$55,483	\$53,179	\$56,304	4.3%	-1.5%
Industry	\$49,740	\$49,010	\$48,082	1.5%	1.3%

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

Make	December 2024 Transaction Price (Avg)*	November 2024 Transaction Price (Avg)*	December 2023 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Acura	\$54,024	\$54,004	\$50,418	0.0%	7.2%
Audi	\$61,938	\$62,778	\$64,090	-1.3%	-3.4%
BMW	\$73,515	\$73,577	\$72,779	-0.1%	1.0%
Buick	\$35,596	\$34,978	\$38,281	1.8%	-7.0%
Cadillac	\$79,594	\$67,925	\$70,575	17.2%	12.8%
Chevrolet	\$49,120	\$48,897	\$49,164	0.5%	-0.1%
Chrysler	\$47,503	\$47,801	\$49,632	-0.6%	-4.3%
Dodge	\$51,849	\$51,418	\$54,171	0.8%	-4.3%
Ford	\$56,515	\$56,366	\$55,657	0.3%	1.5%
GMC	\$66,803	\$65,725	\$66,296	1.6%	0.8%
Genesis	\$62,760	\$62,162	\$63,055	1.0%	0.8%
Honda	\$37,610	\$37,755	\$36,249	-0.4%	3.8%
Hyundai	\$37,710	\$37,696	\$37,903	0.0%	-0.5%
Infiniti	\$65,667	\$63,124	\$60,759	4.0%	8.1%
Jaguar	\$67,364	\$63,074	\$73,280	6.8%	-8.1%
Jeep	\$50,749	\$51,998	\$54,148	-2.4%	-6.3%
Kia	\$37,676	\$37,595	\$35,936	0.2%	4.8%
Land Rover	\$102,703	\$104,558	\$105,547	-1.8%	-2.7%
Lexus	\$59,527	\$59,187	\$58,492	0.6%	1.8%
Lincoln	\$66,611	\$66,625	\$66,969	0.0%	-0.5%
Mazda	\$35,893	\$36,187	\$35,632	-0.8%	0.7%
Mercedes-Benz	\$77,643	\$76,647	\$76,185	1.3%	1.9%
Mini	\$40,161	\$40,127	\$39,700	0.1%	1.2%
Mitsubishi	\$27,307	\$29,730	\$31,285	-8.2%	-12.7%
Nissan	\$34,102	\$34,037	\$34,595	0.2%	-1.4%
Porsche	\$115,407	\$112,776	\$109,883	2.3%	5.0%
Ram	\$61,212	\$60,606	\$62,214	1.0%	-1.6%
Subaru	\$34,742	\$34,799	\$35,163	-0.2%	-1.2%
Tesla	\$55,258	\$55,256	\$50,012	0.0%	10.5%
Toyota	\$41,876	\$41,371	\$40,465	1.2%	3.5%
Volkswagen	\$36,553	\$35,875	\$38,892	1.9%	-6.0%
Industry	\$49,740	\$49,010	\$48,082	1.5%	1.3%

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Industry average includes some brands not listed

Category	December 2024 Transaction Price (Avg)*	November 2024 Transaction Price (Avg)*	December 2023 Transaction Price (Avg)*	Month-Over-Month Percent Change	Year-Over-Year Percent Change
Compact Car	\$27,061	\$27,108	\$27,054	-0.2%	0.0%
Compact SUV/Crossover	\$36,687	\$36,857	\$36,392	-0.5%	0.8%
Entry-level Luxury Car	\$56,105	\$56,415	\$56,023	-0.5%	0.1%
Full-size Car	\$41,524	\$44,606	\$47,065	-6.9%	-11.8%
Full-size Pickup Truck	\$64,261	\$64,551	\$65,191	-0.4%	-1.4%
Full-size SUV/Crossover	\$76,048	\$75,428	\$77,447	0.8%	-1.8%
High Performance Car	\$122,253	\$124,447	\$121,310	-1.8%	0.8%
High-end Luxury Car	\$117,805	\$115,430	\$115,560	2.1%	1.9%
Luxury Car	\$58,931	\$58,868	\$53,738	0.1%	9.7%
Luxury Compact SUV/Crossover	\$52,372	\$52,653	\$52,125	-0.5%	0.5%
Luxury Full-size SUV/Crossover	\$107,854	\$103,297	\$99,655	4.4%	8.2%
Luxury Mid-size SUV/Crossover	\$73,260	\$73,643	\$71,741	-0.5%	2.1%
Luxury Subcompact SUV/Crossover	\$41,796	\$41,561	\$41,512	0.6%	0.7%
Mid-size Car	\$33,226	\$33,068	\$32,528	0.5%	2.1%
Mid-size SUV/Crossover	\$48,533	\$48,467	\$48,683	0.1%	-0.3%
Minivan	\$47,343	\$48,136	\$46,953	-1.6%	0.8%
Small/Mid-size Pickup Truck	\$43,966	\$43,563	\$41,869	0.9%	5.0%
Sports Car	\$49,033	\$48,350	\$50,440	1.4%	-2.8%
Subcompact Car	\$21,893	\$22,410	\$26,427	-2.3%	-17.2%
Subcompact SUV/Crossover	\$29,684	\$29,786	\$30,439	-0.3%	-2.5%
Van	\$58,159	\$56,887	\$57,712	2.2%	0.8%
Industry	\$49,740	\$49,010	\$48,082	1.5%	1.3%

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