

New-Car Transaction Prices Grow Less Than 2 Percent Year-Over-Year In June 2017, According To Kelley Blue Book

IRVINE, Calif., July 3, 2017 /PRNewswire/ -- The analysts at Kelley Blue Book www.kbb.com today reported the estimated average transaction price (ATP) for light vehicles in the United States was \$34,442 in June 2017. [New-car prices](#) have increased by \$511 (up 1.5 percent) from June 2016, while remaining relatively flat (down 0.1 percent) from last month.



Kelley Blue Book

"Transaction prices grew more slowly than normal in June, increasing less than 2 percent," said Tim Fleming, analyst for Kelley Blue Book. "As the industry enters a 'post-peak' environment for new-car sales, more pressure will be placed on transaction prices. Kelley Blue Book is seeing more mixed results among manufacturers and popular segments, such as full-size trucks and mid-size cars, both of which are flat, as well as compact SUVs, which rose 1 percent. These trends are likely to continue as retail sales weaken."

Manufacturer	June 2017 Transaction Price (Avg.)*	May 2017 Transaction Price (Avg.)*	June 2016 Transaction Price (Avg.)*	Percent Change May 2017 to June 2017*	Percent Change June 2016 to June 2017*
American Honda (Acura, Honda)	\$27,497	\$27,519	\$27,196	-0.1%	1.1%
Fiat Chrysler (Alfa Romeo, Chrysler, Dodge, Fiat, Jeep, RAM)	\$36,971	\$37,176	\$35,018	-0.6%	5.6%
Ford Motor Company (Ford, Lincoln)	\$38,398	\$38,367	\$37,294	0.1%	3.0%
General Motors (Buick, Cadillac, Chevrolet, GMC)	\$38,507	\$38,562	\$38,438	-0.1%	0.2%
Hyundai-Kia	\$25,117	\$24,679	\$25,153	1.8%	-0.1%
Nissan North America (Nissan, Infiniti)	\$28,876	\$29,278	\$27,240	-1.4%	6.0%
Subaru	\$28,282	\$28,259	\$27,987	0.1%	1.1%
Toyota Motor Company (Lexus, Toyota)	\$31,157	\$31,356	\$31,186	-0.6%	-0.1%
Volkswagen Group (Audi, Volkswagen, Porsche)	\$39,101	\$38,974	\$40,335	0.3%	-3.1%
Industry	\$34,442	\$34,468	\$33,931	-0.1%	1.5%

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

Nissan North America's average transaction prices rose an impressive 6 percent year-over-year in June 2017. The Infiniti brand saw a 2 percent decline, which was overshadowed by 7 percent gains at the Nissan brand. A higher mix of trucks and SUVs is responsible for the large increases in the Nissan brand, while the new Armada SUV again saw the greatest improvement, climbing 19 percent. The Infiniti brand's average was lowered primarily by the new entry-level QX30 crossover, which is transacting in the \$35,000 range.

Hyundai-Kia's average transaction prices were flat in June, with the Hyundai brand down 4 percent and the Kia brand rising 2 percent. The Kia Sportage has continued to perform well with a year-over-year improvement of 3 percent. Meanwhile, the new Genesis brand is seeing a strong start in its first year, with average transaction prices just north of \$50,000.

Segment	June 2017 Transaction Price (Avg.)*	May 2017 Transaction Price (Avg.)*	June 2016 Transaction Price (Avg.)*	Percent Change May 2017 to June 2017*	Percent Change June 2016 to June 2017*
Compact Car	\$20,465	\$20,581	\$20,228	-0.6%	1.2%
Compact SUV/Crossover	\$28,355	\$28,436	\$28,057	-0.3%	1.1%
Electric Vehicle	\$36,820	\$37,221	\$40,561	-1.1%	-9.2%
Entry-Level Luxury Car	\$41,832	\$42,154	\$41,022	-0.8%	2.0%
Full-Size Car	\$34,568	\$34,453	\$34,275	0.3%	0.9%
Full-Size Pickup Truck	\$46,811	\$46,356	\$46,920	1.0%	-0.2%
Full-Size SUV/Crossover	\$60,722	\$60,530	\$59,850	0.3%	1.5%
High Performance Car	\$91,877	\$89,408	\$93,106	2.8%	-1.3%
High-End Luxury Car	\$94,408	\$97,822	\$93,120	-3.5%	1.4%
Hybrid/Alternative Energy Car	\$25,950	\$25,993	\$26,388	-0.2%	-1.7%
Luxury Car	\$56,790	\$57,345	\$56,870	-1.0%	-0.1%
Luxury Compact SUV/Crossover	\$42,797	\$42,666	\$44,028	0.3%	-2.8%

Luxury Full-Size SUV/Crossover	\$81,874	\$82,212	\$83,003	-0.4%	-1.4%
Luxury Mid-Size SUV/Crossover	\$54,671	\$54,959	\$54,955	-0.5%	-0.5%
Mid-Size Car	\$25,099	\$25,157	\$25,047	-0.2%	0.2%
Mid-Size Pickup Truck	\$32,154	\$31,984	\$32,329	0.5%	-0.5%
Mid-Size SUV/Crossover	\$37,572	\$37,696	\$36,712	-0.3%	2.3%
Minivan	\$33,443	\$33,604	\$32,552	-0.5%	2.7%
Sports Car	\$31,700	\$31,767	\$30,995	-0.2%	2.3%
Subcompact Car	\$16,447	\$16,438	\$16,387	0.1%	0.4%
Subcompact SUV/Crossover	\$24,411	\$24,387	\$24,705	0.1%	-1.2%
Van	\$34,902	\$35,364	\$34,767	-1.3%	0.4%
Grand Total	\$34,442	\$34,468	\$33,931	-0.1%	1.5%

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