

Makes Ranked by Highest Share of Outgoing Model Year (2023MY) Vehicle Listings on Edmunds

Make	Share of 2023MY Vehicles	Average Discount for 2023MY Vehicles (difference between average MSRP and average dealer listing price)
Dodge	52.6%	\$6,753
Chrysler	38.4%	\$6,252
Buick	17.6%	\$4,256
Ford	14.7%	\$3,149
Lincoln	12.9%	\$4,625
Ram	8.9%	\$4,171
Jeep	8.5%	\$6,160
Mercedes-Benz	8.2%	\$316
Jaguar	7.6%	\$4,185
Genesis	6.6%	\$3,131
Land Rover	5.7%	\$1,046
Mitsubishi	4.5%	\$2,677
Nissan	4.2%	\$3,745
INFINITI	3.7%	\$5,781
GMC	3.4%	\$3,068
Volkswagen	3.2%	\$5,221
Volvo	3.1%	\$5,354
Hyundai	3.0%	\$2,499
Porsche	2.5%	\$1,416
Chevrolet	2.4%	\$1,347
Kia	2.4%	\$2,568
Acura	1.8%	\$559
Audi	1.6%	\$2,251

Lexus	1.6%	\$664
BMW	1.3%	\$285
Cadillac	0.9%	\$2,574
MINI	0.9%	\$683
Mazda	0.8%	\$1,025
Toyota	0.8%	\$1,337
Subaru	0.8%	\$1,450
Honda	0.6%	\$786

Credit: Edmunds