

Appraiser Blog

Auto Incentives and Rebates Week Ending Feb 11, 2023



By Tony Rached

[Auto Incentives and Rebates Week Ending Feb 11, 2023](#)

Thursday, February 09, 2023

The purpose of consumer incentives and rebates is to boost sales of a particular vehicle through dealerships at a specific time of year to benefit all parties. The following list provides guidance to consumers who want to take advantage of all the incentives and rebates available. Manufacturers and dealers can increase customer numbers, while buyers can take advantage of good savings. A summary of retail incentives for the week ending February 11 is provided in the table below. This time we had more changes compared to the previous week, with major changes being made by GM, KIA-Hyundai, and Stellantis. Programs may vary by region and model.

| BMW GROUP | | | | |
|-----------|------|---|---------------|--------------|
| Year | Make | Model | Cash rebate | Finance rate |
| 2023 | BMW | 3 Series, 5 Series | | |
| 2023 | BMW | 8 Series, iX, X5, 2 Series, 4 Series, 7 Series, i4, i7, M3, M4, M5, M8, X1, X2, X3, X3 M, X4, X4 M, X5 M, X6, X6 M, X7, XM Z4 | \$0 - \$2,500 | 4.5 - 13.5% |
| 2023 | Mini | Cooper*, Countryman | | 3.9 - 7.4% |
| 2022 | BMW | 3 Series, 5 Series | | |
| 2022 | BMW | 8 Series, iX, X5, 2 Series, 4 Series, 7 Series, i4, i7, M3, M4, M5, M8, X1, X2, X3, X3 M, X4, X4 M, X5 M, X6, X6 M, X7, XM Z4 | \$0 - \$2,500 | 4.5 - 13.5% |

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| FORD MOTOR CO. | | | | |
|----------------|-----------|--|-------------------|-------------|
| 2023 | Ford | F-150, Bronco, Bronco Sport, E-Transit Cargo Van, Edge, Escape, Expedition, Expedition Max, Explorer, F-150 Lightning, Maverick, Mustang, Mustang Mach-E, Ranger, Super Duty F-250 SRW, Super Duty F-350 DRW, Super Duty F-350 SRW, Transit Van*, Transit Wagon* | \$0 - \$2,000 | 0 - 9.9% |
| 2022 | Ford | Edge | \$1,500 - \$3,000 | 0 - 7.9% |
| 2022 | Ford | F-150 | \$500 - \$2,000 | 0 - 7.9% |
| 2022 | Ford | Mustang, Mustang Mach-E | \$1,000 | 0 - 7.9% |
| 2022 | Ford | Escape, Explorer, Bronco, Bronco Sport, EcoSport, Expedition, Expedition Max, F-150 Lightning, Maverick, Ranger, Super Duty F-250 SRW, Super Duty F-350 DRW, Super Duty F-350 SRW, Transit Cargo Van, Transit Connect Van, Transit Connect Wagon, Transit Crew Van, Transit Passenger Wagon. | \$500 - \$1,000 | 0 - 7.9% |
| GENERAL MOTORS | | | | |
| 2024 | Chevrolet | Silverado 2500HD, Silverado 3500HD, Trax | | 6.1 - 6.6% |
| 2023 | Buick | Enclave | \$0 - \$750 | 3.9 - 11.4% |

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|------|-----------|---|---------------|-------------|
| 2023 | Buick | Encore GX, Envision | \$0 - \$500 | 3.9 - 11.4% |
| 2023 | Cadillac | XT4, XT5, XT6, CT4, CT5, Escalade, Escalade ESV, Lyriq | \$250 - \$500 | 3.1 - 7.5% |
| 2023 | Chevrolet | Blazer, Equinox | | |
| 2023 | Chevrolet | Malibu, Traverse | \$0 - \$1,000 | 2.9 - 11.8% |
| 2023 | Chevrolet | Camaro, Silverado 2500HD | | |
| 2023 | Chevrolet | Silverado 3500HD, Bolt EUV, Bolt EV, Corvette Z06, Express Cargo Van, Express Passenger, Silverado 1500, Suburban, Tahoe, Trailblazer | \$0 - \$500 | 2.9 - 11.8% |
| 2023 | GMC | Acadia | \$0 - \$750 | 2.9 - 12.1% |
| 2023 | GMC | Sierra 1500, Terrain, Hummer EV, Savana Cargo Van, Savana Passenger, Sierra 2500HD, Sierra 3500HD, Yukon, Yukon XL | \$0 - \$500 | 2.9 - 12.1% |
| 2022 | Buick | Enclave | \$0 - \$750 | 3.9 - 11.4% |
| 2022 | Buick | Encore GX, Envision, Encore | \$0 - \$500 | 3.9 - 11.4% |
| 2022 | Cadillac | XT4, XT5, XT6, CT4, CT5, Escalade, Escalade ESV | \$250 - \$500 | 3.1 - 7.5% |
| 2022 | GMC | Sierra 1500 | \$0 - \$1,000 | 2.9 - 12.1% |
| 2022 | GMC | Acadia | \$0 - \$750 | 2.9 - 12.1% |

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|-----------------------|---------|--|--------------|-------------|
| 2022 | GMC | Sierra 1500 Limited | \$0 - \$550 | 2.9 - 12.1% |
| 2022 | GMC | Terrain | \$0 - \$500 | 2.9 - 12.1% |
| 2022 | GMC | Canyon, Hummer EV, Savana Cargo Van, Savana Passenger, Sierra 3500HD, Sierra 3500HD, Yukon, Yukon XL | | 2.9 - 12.1% |
| AMERICAN HONDA | | | | |
| 2023 | Acura | Integra, MDX, RDX, TLX | | 3.9 - 10.2% |
| 2023 | Honda | Accord (incl. Hybrid), Civic Hatchback, Civic Sedan, CR-V, HR-V, Odyssey, Passport, Pilot, Ridgeline | | 1.9 - 10.2% |
| 2022 | Acura | ILX, MDX, NSX, RDX, TLX | | 5.8 - 10.2% |
| 2022 | Honda | Accord*, Civic*, CR-V, HR-V, Insight, Odyssey, Passport, Pilot, Ridgeline | | 1.9 - 10.2% |
| HYUNDAI - KIA | | | | |
| 2023 | Hyundai | Nexo | \$0 - 25,000 | 2.9 - 9.2% |
| 2023 | Hyundai | Santa Fe, Sonata, Tucson | \$0 - 1,250 | 2.9 - 9.2% |
| 2023 | Hyundai | Santa Cruz | \$0 - 1,000 | 2.9 - 9.2% |
| 2023 | Hyundai | Elantra, Kona, Kona EV | | |

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|--------------|---------|---|---------------|------------|
| 2023 | Hyundai | Venue | \$0 - \$750 | 2.9 - 9.2% |
| 2023 | Hyundai | Ioniq 5, Palisade, Santa Fe Hybrid, Santa Fe Plug-In Hybrid, Sonata Hybrid, Tucson Hybrid, Tucson Plug-In Hybrid | \$0 - \$250 | 2.9 - 9.2% |
| 2023 | Kia | Niro EV | \$0 - \$1,500 | 2.9 - 10% |
| 2023 | Kia | Sorento, Stinger | \$0 - \$750 | 2.9 - 10% |
| 2023 | Kia | Forte, Soul | \$0 - \$500 | 2.9 - 10% |
| 2023 | Kia | K5, Rio, Rio 50Door, Carnival, EV6, Niro, Niro Plug-In Hybrid, Sorento Hybrid, Sorento PHEV, Sportage (incl. Hybrid), Sportage PHEV, Telluride | \$0 - \$300 | 2.9 - 10% |
| 2022 | Hyundai | Nexo, Accent, Elantra, Ioniq 5, Ioniq Hybrid, Ioniq Plug-In Hybrid, Kona, Kona EV, Palisade, Santa Cruz, Santa Fe (incl. Hybrid), Santa Fe Plug-In Hybrid, Sonata (incl. Hybrid), Tucson (incl. Hybrid), Tucson Plug-In Hybrid, Venue, Veloster | \$0 - 25,000 | 6.1 - 9.2% |
| 2022 | Kia | Sorento, Carnival, EV6, Forte, K5, Niro, Niro EV, Niro Plug-In Hybrid, Rio, Rio 5-Door, Seltos, Sorento Hybrid, Sorento PHEV, Soul, Sportage, Stinger, Telluride | \$0 - \$750 | 3.9 - 10% |
| MAZDA | | | | |

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|----------------------|-----------------|--|----------------|-------------|
| 2023 | Madza | CX - 5, CX - 9, CX-30,CX-50,Madza3 Sedan, Madza3 Hatchback, MX-5 Miata, MX-5 Miata RF | \$0 - \$720 | 0-11.9% |
| 2022 | Madza | CX-30, CX-95, CX-9, Madza3 Sedan, Madza3 Hatchback, MX-30, MX-5 Miata, MX-5, Miata RF | \$0 - \$750 | 2.4 - 11,9% |
| MERCEDES-BENZ | | | | |
| 2023 | Mercedes - Benz | AMG GT, C - Class, CLA, CLS, E-Class, EQB, EQE, EQS SUV, GLA, GLB, BLC, GLE, GLS, Metris*, S-Class, Sprinter* | | 2.9 - 10.9% |
| 2022 | Mercedes - Benz | A-Class, AMG GT, C-Class, CLA, CLS, E-Class, EQB, EQS, G-class, GLA, GLB, GLC, GLE, GLS, Metris*, S-Class, SL, Sprinter* | | 2.9 - 10.9% |
| NISSAN GROUP | | | | |
| 2023 | Infiniti | Q50, QX50, QX55, QX60, QX80 | | 2.9-6.9% |
| 2023 | Nissan | Altima, Ariya, Armada, Frontier, Kicks, Leaf, Maxima, Murano, Pathfinder, Rogue, Titan, Titan XD, Versa Sedan, Z | | 0 - 8.4% |
| 2022 | Infiniti | Q50, Q60, QX50, QX55, QX60, QX80 | | 1.9-6.9% |
| 2022 | Nissan | | | |
| 2022 | Nissan | Rogue Sport, Armada, Titan, Titan XD Altima, Frontier, Kicks, Leaf, Maxima, Murano, | \$ 0 - \$1,000 | 1.9-8.4% |

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|-------------------|------------|---|---------------|------------|
| | | Pathfinder, Rogue, Sentra, Versa Sedan | | |
| STELLANTIS | | | | |
| 2023 | Alfa Romeo | Giulia, Giulia Quadrifoglio, Stelvio | | |
| 2023 | Alfa Romeo | Stelvio Quadrifoglio | \$0- \$10,000 | 7.2% |
| 2023 | Chrysler | 300, Pacifica | \$0- \$750 | 7.2% |
| 2023 | Dodge | Challenger, Charger, Durango, Hornet | | 7.2% |
| 2023 | Jeep | Wrangler 4-Door | \$0- \$3000 | 1.9-7.2% |
| 2023 | Jeep | Grand Cherokee, Grand Cherokee L, Wrangler 2-Door | | |
| 2023 | Jeep | Wrangler 4-Door | \$0- \$10,000 | 1.9-7.2% |
| 2023 | Jeep | Gladiator | \$0- \$2,500 | 1.9-7.2% |
| 2023 | Jeep | Cherokee, Compass, Grand Wagoneer, Grand Wagoneer L, Renegade, Wagoneer, Wagoneer L | | 1.9-7.2% |
| 2023 | Ram | 1500 | \$0- \$2,250 | 1.9 - 7.2% |
| 2023 | Ram | 1500 Classic, 2500, 3500, ProMaster Cargo Van, ProMaster Window Van | | 7.2% |
| 2022 | Alfa Romeo | Giulia, Giulia Quadrifoglio Stelvio, Stelvio | | |

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|------|------------|---|---------------|----------|
| 2022 | Alfa Romeo | Stelvio Quadrifoglio | \$0- \$10,000 | 7.2% |
| 2022 | Chrysler | Pacifica, 300, Voyager | \$0- \$1,500 | 7.2% |
| 2022 | Dodge | Durango | \$0- \$3,500 | 7.2% |
| 2022 | Dodge | Challenger, Charger | \$0- \$2,500 | 7.2% |
| 2022 | Fiat | 500X | \$0- \$2,000 | 1.9-7.9% |
| 2022 | Jeep | Gladiator, Grand Cherokee, Grand Cherokee L, Grand Wagoneer, Wagoneer, Wrangler | | |
| 2022 | Jeep | Wrangler Unlimited | \$0- \$10,000 | 0 - 7.2% |
| 2022 | Jeep | Cherokee | \$0- \$3,000 | 0 - 7.2% |
| 2022 | Jeep | Compass | \$0- \$2,000 | 0 - 7.2% |
| 2022 | Jeep | Renegade | \$0- \$1,250 | 0 - 7.2% |
| 2022 | Jeep | Grand Cherokee WK | | 0 - 7.2% |
| 2022 | Ram | 1500, 1500 Classic | \$0- \$10,000 | 0 - 7.2% |
| 2022 | Ram | 2500, 3500, ProMaster Cargo Van, ProMaster City Cargo Van, ProMaster City Wagon, ProMaster Window Van | \$0- \$1,000 | 0 - 7.2% |

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| SUBARU | | | | |
|----------------------------|--------|--|---------------|-------------|
| 2023 | Subaru | Ascent, BRZ, Crosstrek (incl, Hybrid), Forester, Impreza*, Legacy, Outback, Solterra | | 2.9-5.4% |
| 2022 | Subaru | Ascent, BRZ, Crosstrek (incl, Hybrid), Forester, Impreza Sedan, Impreza Wagon, Legacy, Outback, WRX | | 2.9-4.4% |
| TOYOTA MOTOR NORTH AMERICA | | | | |
| 2023 | Lexus | UX, ES, GX, IS, LC, LS, LX, NX, RC, RX | \$0- \$750 | 4.9 - 11.4% |
| 2023 | Toyota | Mirai | \$0- \$25,000 | 0 - 11.4% |
| 2023 | Toyota | Tacoma, 4Runner, BZ4X, Camry, C-HR, Corolla*, Corolla Cross, GR86, GR Corolla, Highlander, Prius, Prius Prime, RAV4, RAV4 Prime, Sequoia, Sienna, Supra, Tundra 2WD, Tundra 4WD, Venza | \$0- \$1,000 | 0 - 11.4% |
| 2022 | Lexus | ES, GX, IS, LC, LS, LX, NX, RC, RC F, RX, UX | | 3.4-11.4% |
| 2022 | Toyota | Mirai | \$0- \$25,000 | 3.9-11.4% |

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|-------------------------|------------|--|------------------|-----------|
| 2022 | Toyota | Camry, 4Runner, 86, Avalon, C-HR, Corolla, Corolla Cross, Corolla Hatchback, Highlander, Prius, Prius Prime, RAV4, RAV4 Prime, Sequoia, Sienna, Supra, Tacoma, Tundra 2WD, Tundra 4WD, Venza | \$0-\$100 | 3.9-11.4% |
| VOLKSWAGEN GROUP | | | | |
| 2023 | Audi | A8, S8 | \$5,000 | 5.9-10.2% |
| 2023 | Audi | S3 | \$3,000 | 5.9-10.2% |
| 2023 | Audi | e-tron, e-tron Sportback | \$1,500- \$3,000 | 5.9-10.2% |
| 2023 | Audi | A4*, S4 | \$2,500 | 5.9-10.2% |
| 2023 | Audi | A3*, A5*, | \$2,000 | 5.9-10.2% |
| 2023 | Audi | A3*, A4*, A5*, A6*, A7*, e-tron*, Q3*, Q4*, Q5*, Q7*, Q8, R8*, RS 3*, RS 5*, RS 6, RS 7, RS e-tron GT, RS Q8, S5*, S6, S7, SQ5*, SQ7, SQ8, TT Coupe, TT Roadster, TTS | \$1,500 | 3.9-11.6% |
| 2023 | Porsche | 178 Boxster, 718 Cayman, 911, Cayenne, Macan, Panamera, Taycan | | 6.9-11.4% |
| 2023 | Volkswagen | Arteon, Atlas, Atlas Cross Sport, Golf R, Golf GTI, ID4, Jetta, Taos, Tiguan | | 3.9-11.1% |

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|------|------------|--|------------------|-----------|
| 2022 | Audi | A8, S8 | \$12,500 | 6.5-10.2% |
| 2022 | Audi | e-tron GT, RS e-tron GT | \$7,500 | 6.5-10.2% |
| 2022 | Audi | e-tron, e-tron Sportback | \$5,000 | 6.5-10.2% |
| 2022 | Audi | SQ5, SQ5 Sportback | \$4,000 | 6.5-10.2% |
| 2022 | Audi | A6, Q5, Q5 Sportback | \$2,000- \$3,000 | 6.5-10.2% |
| 2022 | Audi | Q3,Q7 | \$1,250- \$1,500 | 6.5-10.2% |
| 2022 | Audi | A4*, A5*,S4*, A3 Sedan, A4*, A6, A7, Q4-etron*, Q8, R8*, RS 3*, RS 5 *, RS 6*, RS 7, RS Q8, S3, S5*, S6, S7, SQ7, SQ8, TT*, TT RS, TTS | \$1,000 | 6.5-10.2% |
| 2022 | Porsche | 718 Boxster,718 Cayman, 911, Cayenne, Macan, Panamera, Taycan | | 6.9-11.4% |
| 2022 | Volkswagen | Arteon, Atlas, Atlas Cross Sport, Golf GTI, Golf R, ID4, Jetta, Passat, Taos, Tiguan | | 6.3-11.1% |

