

Appraiser Blog

Auto Incentives and Rebates Week Ending Feb 18, 2023



By Tony Rached

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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 18 is provided in the table below. This time we didn't have many changes compared to the previous week, with only Nissan, Mazda, and BMW making the most significant changes. Programs may vary by region and model.

BMW GROUP				
Year	Make	Model	Cash rebate	Finance rate
2024	Mini	Cooper*, Countryman		3.9 - 7.4%
2023	BMW	3 Series, 5 Series, 8 Series, iX, X5	\$0 - \$2,500	4.5 - 13.5%
2023	BMW	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		4.5 - 13.5%
2023	Mini	Cooper*, Countryman		3.9 - 7.4%
2022	BMW	3 Series, 5 Series, 7 Series, i4, iX, X5	\$0 - \$2,500	4.5 - 13.5%

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2022	BMW	2 Series, 4 Series, 8 Series, M3, M4, M5, M8, X1, X2, X3, X3 M, X4, X4 M, X5 M, X6, X6 M, X7, XM Z4		4.5 - 13.5%
FORD MOTOR CO.				
2023	Ford	F-150	\$0 - \$2,000	0 - 9.9%
2023	Ford	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 - 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	\$500 - \$1,000	0 - 7.9%
2022	Ford	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.		0 - 7.9%

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GENERAL MOTORS				
2024	Chevrolet	Silverado 2500HD, Silverado 3500HD, Trax		6.1 - 6.6%
2023	Buick	Enclave	\$0 - \$750	3.9 - 11.4%
2023	Buick	Encore GX, Envision	\$0 - \$500	3.9 - 11.4%
2023	Cadillac	XT4, XT5, XT6	\$250 - \$500	3.1 - 7.5%
2023	Cadillac	CT4, CT5, Escalade, Escalade ESV, Lyriq		3.1 - 7.5%
2023	Chevrolet	Blazer, Equinox, Malibu, Traverse	\$0 - \$1,000	2.9 - 11.8%
2023	Chevrolet	Camaro, Silverado 2500HD, Silverado 3500HD	\$0 - \$500	2.9 - 11.8%
2023	Chevrolet	Bolt EUV, Bolt EV, Corvette Z06, Express Cargo Van, Express Passenger, Silverado 1500, Suburban, Tahoe, Trailblazer		2.9 - 11.8%
2023	GMC	Acadia	\$0 - \$750	2.9 - 12.1%
2023	GMC	Sierra 1500, Terrain	\$0 - \$500	2.9 - 12.1%
2023	GMC	Canyon, Hummer EV, Savana Cargo Van, Savana Passenger, Sierra 2500HD, Sierra 3500HD, Yukon, Yukon XL		2.9 - 12.1%
2022	Buick	Enclave	\$0 - \$750	3.9 - 11.4%
2022	Buick	Encore GX, Envision	\$0 - \$500	3.9 - 11.4%

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2022	Buick	Encore		3.9 - 11.4%
2022	Cadillac	XT4, XT5, XT6	\$250 - \$500	3.1 - 7.5%
2022	Cadillac	CT4, CT5, Escalade, Escalade ESV		3.1 - 7.5%
2022	GMC	Sierra 1500	\$0 - \$1,000	2.9 - 12.1%
2022	GMC	Acadia	\$0 - \$750	2.9 - 12.1%
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%

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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, Venue	\$0 - \$750	2.9 - 9.2%
2023	Hyundai	Ioniq 5	\$0 - \$250	2.9 - 9.2%
2023	Hyundai	Palisade, Santa Fe Hybrid, Santa Fe Plug-In Hybrid, Sonata Hybrid, Tucson Hybrid, Tucson Plug-In Hybrid		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	\$0 - \$300	2.9 - 10%
2023	Kia	Carnival, EV6, Niro, Niro Plug-In Hybrid, Sorento Hybrid, Sorento PHEV, Sportage (incl. Hybrid), Sportage PHEV, Telluride		2.9 - 10%
2023	Kia	Nexo	\$0 - 25,000	6.1 - 9.2%
2022	Hyundai	Accent, Elantra, Ioniq 5, Ioniq Hybrid, Ioniq Plug-In Hybrid,		6.1 - 9.2%

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		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		
2022	Kia	Sorento	\$0 - \$750	3.9 - 10%
2022	Kia	Carnival, EV6, Forte, K5, Niro, Niro EV, Niro Plug-In Hybrid, Rio, Rio 5-Door, Seltos, Sorento Hybrid, Sorento PHEV, Soul, Sportage, Stinger, Telluride		3.9 - 10%
MAZDA				
		CX - 5, CX-50, CX - 9	\$0 - \$720	0-11.9%
2023	Mazda	CX-30, Madza3 Sedan, Madza3 Hatchback, MX-5 Miata, MX-5 Miata RF		0-11.9%
2022	Mazda	CX-30, MX-5 Miata, MX-5 Miata RF	\$0 - \$750	0.9 - 11,9%
2022	Mazda	CX - 5, CX-9, Madza3 Sedan, Madza3 Hatchback, MX-30		0.9 - 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,		2.9 - 10.9%

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		GLA, GLB, GLC, GLE, GLS, Metris*, S-Class, SL, Sprinter*		
NISSAN GROUP				
2023	Infiniti	Q50, QX50, QX55, QX60, QX80		2.9-6.9%
2023	Nissan	Frontier, Rogue, Titan, Titan XD	\$ 0 - \$500	0 - 8.4%
2023	Nissan	Altima, Ariya, Armada, Kicks, Leaf, Maxima, Murano, Pathfinder, Rogue, Versa Sedan, Z		0 - 8.4%
2022	Infiniti	Q50, Q60, QX50, QX55, QX60, QX80		1.9-6.9%
2022	Nissan	Armada, Rogue Sport	\$ 500 - \$1,000	1.9-8.4%
2022	Nissan	Altima, Frontier, Kicks, Leaf, Maxima, Murano, Pathfinder, Rogue, Sentra, Versa Sedan, Titan, Titan XD		1.9-8.4%
STELLANTIS				
2023	Alfa Romeo	Giulia, Giulia Quadrifoglio, Stelvio, Stelvio Quadrifoglio	\$0- \$10,000	7.2%
2023	Chrysler	Pacifica	\$0- \$750	7.2%
2023	Chrysler	300		7.2%
2023	Dodge	Challenger, Charger	\$0- \$250	7.2%
2023	Dodge	Durango, Hornet		7.2%

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2023	Jeep	Grand Cherokee, Grand Cherokee L, Wrangler 2-Door , 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	\$0-\$250	7.2%
2023	Ram	2500, 3500, ProMaster Cargo Van, ProMaster Window Van		7.2%
2022	Alfa Romeo	Giulia, Giulia Quadrifoglio Stelvio, Stelvio, Stelvio Quadrifoglio	\$0- \$10,000	7.2%
2022	Chrysler	Pacifica, 300	\$0- \$1,500	7.2%
2022	Chrysler	Voyager		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,	\$0- \$10,000	0 - 7.2%

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		Grand Wagoneer, Wagoneer, Wrangler, Wrangler Unlimited		
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	\$0- \$1,000	0 - 7.2%
2022	Ram	ProMaster Cargo Van, ProMaster City Cargo Van, ProMaster City Wagon, ProMaster Window Van		0 - 7.2%
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	\$0- \$750	4.9 - 11.4%

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2023	Lexus	ES, GX, IS, LC, LS, LX, NX, RC, RX		4.9 - 11.4%
2023	Toyota	Mirai	\$0- \$25,000	0 - 11.4%
2023	Toyota	Tacoma	\$0- \$1,000	0 - 11.4%
2023	Toyota	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 - 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%
2022	Toyota	Camry	\$0-\$100	3.9-11.4%
2022	Toyota	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		3.9-11.4%
VOLKSWAGEN GROUP				
2023	Audi	A8, S8	\$5,000	5.9-10.2%

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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	Q5*,SQ5*	\$1,000 - \$1,500	5.9-10.2%
2023	Audi	A3*, A4*, A5*, A6*, A7*, e-tron*, Q3*, Q4*, Q7*,Q8, R8*, RS 3*, RS 5*, RS 6, RS 7, RS e-tron GT, RS Q8, S5*, S6, S7, SQ7, SQ8, TT Coupe, TT Roadster, TTS		5.9-10.2%
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%
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%

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2022	Audi	Q3,Q7	\$1,250- \$1,500	6.5-10.2%
2022	Audi	A4*, A5*,S4	\$1,000	6.5-10.2%
2022	Audi	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		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%

