

# Holiday, Year-End Car Shopping: 10 Best New-Car Deals For December By KBB.com

**Kelley Blue Book Ranks Best Cash Back, Financing, Lease Deals Available Between Now and New Year; Experts Provide Tips for End-of-Year Car Shopping**

IRVINE, Calif., Dec. 17, 2014 /PRNewswire/ -- Just in time for the holidays and year-end bargains, the experts from Kelley Blue Book [www.kbb.com](http://www.kbb.com), the only vehicle valuation and information source trusted and relied upon by both consumers and the automotive industry, have assembled their list of the 10 best [lease, financing and cash back deals](#) available in December from a variety of auto manufacturers.

"Year-end is one of the best times to buy a new car as automakers look to maximize sales numbers for the calendar year," said Jack R. Nerad, executive editorial director and executive market analyst for Kelley Blue Book's KBB.com. "In the wake of Lexus' highly successful 'December to Remember' campaign that first launched years ago, many automakers have been offering holiday sales events, making now an opportune time for shoppers to get a deal on a car they may have been eyeing all year. Our 10 Best Deals this month include some 2015 models and some outgoing 2014s, from compact cars to luxury vehicles to three-row SUVs, all with money-saving offers so shoppers can ring in the new year with a brand-new car."

Below are the KBB.com editors' picks for standout new-car lease, financing and cash back deals, all available at least through January 2, 2015:

## KBB.com 10 Best New Car Deals of the Month - December 2014

### Lease Deals<sup>1</sup>

Rank	Year	Make	Model	MSRP <sup>2</sup>	Kelley Blue Book® Fair Purchase Price <sup>3</sup>	Lease Term (months)	Monthly Payment	Amount Due at Signing
2	2015	Chevrolet	Malibu	\$24,560	\$23,393	36	\$189	\$1,369
4	2014	Infiniti	Q50	\$40,905	\$37,031	39	\$329	\$2,799
5	2014	Toyota	Prius v	\$27,575	\$25,358	36	\$249	\$999
7	2015	Mazda	Mazda6	\$23,715	\$22,131	39	\$189	\$1,989
8	2014	Honda	Civic	\$20,010	\$17,763	36	\$149	\$1,999
9	2015	Buick	Regal	\$32,675	\$31,133	39	\$259	\$3,109

### Financing Deals

Rank	Year	Make	Model	MSRP <sup>2</sup>	Kelley Blue Book® Fair Purchase Price <sup>3</sup>	Financing APR <sup>4</sup>
10	2014	Volkswagen	Passat	\$27,495	\$24,374	0% for 60 months

### Cash Back Deals

Rank	Year	Make	Model	MSRP <sup>2</sup>	Kelley Blue Book® Fair Purchase Price <sup>3</sup>	Cash Back <sup>5</sup>
1	2014	Mazda	CX-9	\$30,815	\$27,749	\$4,000 cash back
3	2014	Toyota	Avalon	\$32,415	\$28,716	\$1,000 cash back + 0% financing for 60 months
6	2014	Chrysler	300	\$31,990	\$29,767	\$4,250 cash back

<sup>1</sup>Certain restrictions and requirements may apply.

<sup>2</sup>MSRP is Manufacturer's Suggested Retail Price.

<sup>3</sup>The Kelley Blue Book® Fair Purchase Price (FPP) is updated weekly to show shoppers what others have been paying for this car recently. FPP data in chart was sourced from KBB.com on December 15, 2014. Tax, title, license extra.

<sup>4</sup>Monthly payment assumes 60 months at default APR 3.5%, unless otherwise noted.

<sup>5</sup>Purchase payments assume cash back applied as down payment.

### **Tips for End-of-Year Car Shopping**

Dealers trying to hit monthly and yearly sales targets could well be more inclined to discount vehicles at this time of year to attain those goals. Further, in many parts of the country, bad weather and holiday shopping combine to slow dealer foot traffic to a crawl, so dealers may be more inclined to discount to close a deal rather than risk making no sales at all. Kelley Blue Book experts recommend the following:

- Research new and used vehicle Fair Purchase Prices on KBB.com to determine what other consumers have recently paid for the vehicle you seek.
- Understand what your current car is worth; use KBB.com to determine the trade-in value of the car you currently own.
- Look at your personal situation to determine if you are better off leasing or buying.
- When examining promotional deals, make certain the deal is available on a car equipped as you'd like.

To see KBB.com's full coverage of the Best Car Deals of the Month, including editorial comments about each model, specific deal expiration dates, vehicle photography, pricing details and full editorial reviews, please visit <http://www.kbb.com/car-reviews-and-news/top-10/best-car-deals/2000008547/>.

To discuss this topic or any other automotive-related information with a Kelley Blue Book analyst on-camera via the company's on-site studio, please contact a member of the Public Relations team to book an interview.

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### **About Kelley Blue Book ([www.kbb.com](http://www.kbb.com))**

Founded in 1926, Kelley Blue Book, *The Trusted Resource®*, is the only vehicle valuation and information source trusted and relied upon by both

consumers and the automotive industry. Each week the company provides the most market-reflective values in the industry on its top-rated website KBB.com, including its famous Blue Book® Trade-In Values and Fair Purchase Price, which reports what others are paying for new and used cars this week. The company also provides vehicle pricing and values through various products and services available to car dealers, auto manufacturers, finance and insurance companies, and governmental agencies. Kelley Blue Book's KBB.com ranked highest in its category for brand equity by the 2014 Harris Poll EquiTrend® study and has been named Online Auto Shopping Brand of the Year for three consecutive years. Kelley Blue Book Co., Inc. is a Cox Automotive company.

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