

BLUE BOO BRIFFIN

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INDUSTRY INSIGHTS:

Performance & Luxury Have New Faces

- Jack R. Nerad, vice president, executive editorial director and executive market analyst, Kelley Blue Book's KBB.com

ast summer when the Obama Administration announced sweeping new standards that will nearly double the fuel economy required by the nation's new-car fleet by 2025, many observers feared the move would spell the end to "performance" cars and to the premise of pleasure driving. The concern was that the tight regulations stipulating the aggregate of new cars and trucks to meet a combined 54.5 mpg standard would result in nothing but dull, gray automobiles with the collective appeal of a potholder. So what has happened since?

Well, since August 28 of last year when the rules were finalized, the automotive industry has seen an unprecedented outpouring of performance vehicles, many with capabilities that would have been deemed astonishing (or even irresponsible) a decade ago. Beyond that, the definition of luxury and performance has started to bend and meld, so that there is prestige to be had not just by going fast, but also by using fewer resources to get from A to B.

First, let's examine the long list of performance cars that have been introduced in the aftermath of the new fuel economy requirements. Certainly, each of them was in the works prior to the new regulations. But the direction the federal government was headed with its Corporate Average Fuel Economy standards was a known quantity well before the rules were introduced, yet still the world's automakers decided that performance cars were a good investment. For example, Jaguar, the British carmaker owned by India's Tata Motors, introduced its F-Type two-seat sports car, which in its boldest iteration offers 495 supercharged horsepower. That was definitely not a fuel economy play. Yet, in the context of the introductions we've seen over the past 10 months or so, the F-Type might be considered relatively tame. Consider the likes of the McLaren P1, Ferrari LaFerrari and Lamborghini Veneno, all of which were unveiled in the course of the past year. The McLaren P1 features a 903-horsepower (no, that's not a typo)

hybrid powertrain. When you add the electric motor to the V12 of the LaFerrari in its hybrid powertrain, the combined horsepower is 950, giving the car a projected 217 miles-per-hour top speed.

Lest you think this new hyper-performance phenomenon is confined only to the stratospheric reaches of the European ultra-exotics, you might think again. The past 12 months also has seen the introduction of the new Chevrolet Corvette Stingray, complete with a 455-horsepower V8, and a SRT Viper TA, toting a 640-horsepower V10.

While automotive engineers around the world are toiling night and day to hit the 54.5 mpg bogey, car models offering 500 horsepower or more have become almost commonplace. The Porsche 911 Turbo and Turbo S, BMW M6 with Competition Package and Jaguar XKR-S GT are among the most recent entries. One could make the case that, despite the looming fuel economy restrictions, the golden era of performance cars was not the '60s or '80s, but right now.

Beyond that, the definition of performance has taken a turn to include some level of efficiency and social consciousness to go along with eyepopping power. While one could debate the social responsibility quotient of a 900-horsepower two-seater, perhaps the "hybrid" badging adds to such a vehicle's acceptability. Additionally, one of the hottest cars in the market right now is the Tesla Model S, a vehicle that combines zero-emission social responsibility with on-the-money styling, imaginative in-car electronics and an involving level of fun-to-drive. In many ways, it has changed the definition of a performance-luxury sedan. As the years unfold, even in the face of stricter mpg requirements, Kelley Blue Book thinks the industry will continue to see just that kind of perception evolution.

LATEST NEWS STORIES ON KBB.COM:

Check out the very latest news stories by visiting <u>KBB.com</u> and clicking the the <u>KBB.com Top Picks</u> tab on the home page. The following latest news stories by KBB.com's editorial staff went live on the site or were updated during May 2013.

Videos Posted to KBB.com:

2014 Jaguar F-Type Video Review

2014 Mazda Mazda6 Video Review

2014 Subaru Forester Video Review

2013 Chevy Sonic Video Review

2013 Ford Mustang Shelby GT500 Video Review

2013 Nissan Pathfinder Video Review

Written Stories Posted to KBB.com:

2015 Aston Martin V12 Vantage S unveiled 2013 McLaren 50 12C and 12C Spider limited editions unveiled

2015 Mercedes-Benz S-Class Coupe spied 11 Hottest Cars Unveiled in 2013 (So Far)

2014 Acura ILX adds more luxury features, opens at \$27,795 Acura names Ohio site that will build the next NSX

2014 Acura MDX First Review: An Enduring Benchmark

Aston Martin CC100 Speedster Concept unveiled

2014 BMW 5 Series adds features, power and a turbodiesel option Bentley Announces Continental & Mulsanne Le Mans Limited Editions

2014 BMW 6 Series M Sport Editions unveiled Better deals ahead on most late-model used vehicles

2014 BMW M5 enhanced, adds Competition Package option BMW Pininfarina Gran Lusso Coupe arrives in style

2014 BMW M6 lineup adds new Competition Package option BMW Pininfarina Gran Lusso Coupe Concept teased

2014 Chevrolet Cruze Diesel First Review: A Chevy with a German Accent BMW unveils third-generation X5 for 2014

2014 Chevrolet Impala 2.5 First Review: Large Meets Small Bosch introduces low-cost 240V home EV charger

2014 Chevrolet Silverado Texas Edition debuts Cadillac 'Super Cruise' Technology to start real-world testing

2014 Chevrolet Spark EV opens at \$27,495, leases from \$199/month Cadillac upgrades Certified Pre-Owned vehicle program benefits

2014 Chevy Corvette Stingray will have 455 hp Coda pulls the plug on EV cars, will focus on energy storage

2014 Chevy Corvette Stingray will pace this year's Indy 500 Editors' Page: 2014 Jaguar F-Type

2014 Fiat 500L to start at \$19,900 GMC shows off slicker 2014 Sierra 1500 Regular Cab pickup

2014 Mercedes-Benz E-Class Coupe and Cabriolet First Review GMC unveils 2014 Sierra Denali

2014 Mercedes-Benz Sprinter revealed Honda drops Fit EV lease price to \$259/mo, adds unlimited mileage

2014 Porsche 911 Turbo and 911 Turbo S revealed Honda returning to F1 in 2015 as engine supplier to McLaren

2014 Porsche 918 Spyder gets power and performance upgrades

Jeep Wrangler JK production officially tops 1 million

2014 Silverado/Sierra pickups to have most standard V6 torque Kia Sedona returns to the lineup for 2014

2013 Ford Fusion Energi First Review: Professional Plug-in New 2015 Chevy City Express will be based on Nissan NV200

2013 Honda Civic nabs top safety marks with IIHS and NHTSA New AAA study asks: When is gas too expensive?

LATEST NEWS STORIES ON KBB.COM (CONTINUED):

Written Stories Posted to KBB.com:

New Kia Cadenza gets complimentary maintenance program

Tesla first EV automaker to fully repay all government loans

New Mitsubishi Attrage shows its face, could head here by 2015 Tesla to offer Performance Plus Package for Model S

Nissan drops prices on seven 2013 models

U.S. diesel and hybrid vehicle sales growing at record pace

Party crasher: Lamborghini Egoista concept Upgraded 2014 Cadillac XTS will offer 410-hp twin-turbo V6 option

Range-topping 2014 Chevrolet Silverado High Country revealed Volkswagen Amarok R-Style Concept rolls into Worthersee

Revealed: 2014 Mercedes-Benz S-Class Volkswagen Design Vision GTI Concept unveiled

Sneak peek: Toyota teases 2014 Corolla Volkswagen teases Design Vision GTI Concept

Spied: Next-generation Mini Cooper

WW bumps output of 2.0-liter turbo-4, prices Beetle Turbo R-Line

Subaru and Mitsubishi shine in new IIHS small-SUV crash tests

NEW-VEHICLE REVIEWS ON KBB.COM:

The following new-vehicle reviews written by KBB.com's editorial staff went live on the site or were updated during May 2013. To see any new-vehicle review from KBB.com's editorial staff, please visit <u>KBB.com</u> and click on the *Car Reviews* tab, then select the make and model.

2014 Acura ILX

"For those looking to perhaps make their first step into a luxury sedan with the levels of image, style, features and fit-and-finish not necessarily found in more common offerings, the 2014 Acura ILX could be the choice."

2014 Audi R8

"Lamborghinis and Ferraris are built to inspire desire, but the Audi R8 is built to drive."

"...it's [2014 Audi R8 is] an exotic that's livable enough to be your daily driver."

"For all its power and performance the 2014 Audi R8 remains surprisingly easy to drive, even on a racetrack."

"In all environments the R8 sounds as good as it looks."

2014 BMW X3

"...the X3 stands out with a dynamic nature that makes it feel more like a sports sedan than a cumbersome SUV."

"If you're looking for a premium carryall that truly puts the "sport" in sport-utility vehicle, the 2014 X3 is hard to beat. If you need extra traction in inclement weather, the X3 comes with all-wheel drive as standard."

2014 BMW X6

"If you're looking for a vehicle that touts unique styling, impeccable handling and audacious power, you can't go wrong with one of the BMW X6 triplets for 2014."

"Big as it is, the X6 can take its rightful..."

2014 Chevrolet Silverado 1500 models

"From its sophisticated-yet-easy-to-use infotainment system to its surprisingly refined interior, the 2014 Silverado deserves serious consideration from the brand faithful and cross-shoppers alike."

"...the 2014 Chevy Silverado delivers big on its promise of blending work-truck capability with everyday civility."

NEW-VEHICLE REVIEWS ON KBB.COM (CONTINUED):

2014 Ford Explorer

"If you're seeking a roomy, versatile and technically advanced SUV that's more comfortable and fuel-efficient than truck-based vehicles... Ford's latest will fit the bill."

2014 Focus ST

"It looks great, drives even better and, to top it all off, it's roomy, fuel-efficient and affordable."

"If you've looked with envy at those fortunate European enthusiasts who could experience the crisp handling of a responsive chassis and the exhilarating performance of a strong yet relatively small-displacement engine, the Focus ST means your wait is over."

2014 Kia Cadenza

"Sportier than Toyota Avalon and Chevy Impala, roomier than Nissan Maxima and an arguable alternative to premium-badged sedans like the Lexus ES 350 and Acura TL, the 2014 Kia Cadenza is hard not to like."

2014 Kia Sedona

"The Sedona features a powerful standard V6 engine, full complement of safety features and plenty of goodies to keep you and the family happy for hours on end. Add to this Kia's amazing 10-year/100,000-mile warranty and increasing resale value, and the 2014 Sedona minivan starts to look like a really big deal."

"Big families often have tight budgets, which is why the 2014 Kia Sedona is the model minivan."

2014 Lexus IS

"Not so with the 2014 Lexus IS, as it blends eye-catching style and luxurious interior treatments with one of the most enjoyable ownership experiences in the industry."

"...the 2014 Lexus IS comes to market with a compelling new design, improved handling and more interior space."

2014 Lincoln MKT

"Safety features and creature comforts abound in the Lincoln MKT..."

"If you want to carry several people and their stuff in a big vehicle...the 2014 Lincoln MKT deserves a look."

2014 Mercedes-Benz CLS-Class

"In the CLS, buyers will find a combination of style, performance and that elusive sense of exclusivity that escapes so many rival brands."

"Those who desire the individual styling only a coupe can provide, but who must also occasionally usher family or clients will find much to like in the 2014 Mercedes Benz CLS."

"The 2014 Mercedes-Benz CLS550 is a true driver's car. Power comes from a hearty 402-hp 4.7-liter twin-turbo V8 that allows the sedan to launch strong from the line and accelerate effortlessly in mid-sprint."

2014 Mitsubishi Lancer

"With a sporty sedan, versatile hatchback and race-worthy Evolution rally car – not to mention turbochargers, all-wheel-drive capability and innovative transmissions – there's a Lancer flavor to suit a variety of tastes."

"If you're looking for a sporty, sharp-handling compact car that stands out from the crowd and comes with a comprehensive warranty, the Mitsubishi Lancer deserves a look."

2014 Nissan Versa

"If your focus is on dollars and cents, the 2014 Versa sedan is among the least expensive new cars to buy and own."

NEW-VEHICLE REVIEWS ON KBB.COM (CONTINUED):

2014 Porsche Cayenne

"...the 2014 Cayenne is arguably the sportiest SUV on the market, striking a truly unique compromise between performance and utility."

"Quick acceleration, lively handling and lots of pure driving pleasure characterize this family hauler."

"Unlike many performance-oriented luxury SUVs, the Porsche Cayenne is also a highly proficient off-roader, and it can tow as much as 7,716 pounds."

2014 Porsche Panamera

"If you need a sedan but crave the performance of an exotic coupe, the Porsche Panamera for 2014 is calling your name."

2014 Scion iQ

"The 2014 Scion iQ is among a crop of tiny cars that emphasize high fuel economy, low entry cost and stylish design."

2014 Scion tC

"The Scion tC for 2014 offers a balanced blend of driving enjoyment, good fuel economy and cutting-edge audio connectivity as to make it an easy choice for most first-time buyers."

2014 Subaru Legacy

"It... has high safety ratings, competitive pricing and commendable resale value. But what really sets the Legacy apart is its standard All-Wheel Drive (AWD), which gives it the capability to deal with just about any turn of the weather."

"If you're looking for an all-around sedan that makes a lot of sense, it's difficult to beat the Legacy, particularly for those who live in harsher climates."

2014 Subaru Outback

"To practical buyers it offers the spacious interior and versatility of a more-or-less traditional midsize SUV, with driving attributes and fuel efficiency more in line with a wagon."

"Need a lot of interior room? Reasonable fuel economy? Rugged durability? All-weather capability? Good results on crash tests? And all that at an affordable price? The 2014 Outback should be high on your list."

WHAT'S NEW

KBB.com Named Online Auto Shopping Brand of the Year in 2013 Harris Poll EquiTrend® Study for Second Consecutive Year

Kelley Blue Book Once Again Ranked Highest among Competition in Survey Results of More Than 38,500 U.S. Consumers

IRVINE, Calif., May 28, 2013 - For the second year in a row, KBB.com was awarded Online Auto Shopping Brand of the Year by the 2013 Harris Poll Equi Trend study, announces Kelley Blue Book www.kbb.com, the leading provider of new and used car information.

The Harris Poll Brand of the Year is the highest ranked brand in its category of Brand Equity, which provides an understanding of a brand's overall strength and is determined by a calculation of quality, familiarity and purchase consideration. Brands high in brand equity, such as KBB.com, excel in the connection they establish with consumers in elements such as the brand's ability to meet expectations, to be trusted, to be relevant to consumers' lives, and to elicit positive emotional reactions consumers have to the brand... MORE

New-Car Sales to Improve 6 Percent in May with Help from Memorial Day Weekend Sale Events

Domestic Big Three Continue to Benefit from Strong Pickup Market; Nissan Expected to Post Single Largest Gain

IRVINE, Calif., May 23, 2013 - <u>New-car sales</u> will hit 15.0 million seasonally adjusted annual rate (SAAR) in May, which is an expected 6 percent year-over-year improvement, according to Kelley Blue Book<u>www.kbb.com</u>, the leading provider of new and used car information.

"The Big Three will continue to benefit from a strong pickup truck market, with each domestic automaker anticipated to post gains slightly better than the overall industry average," said Alec Gutierrez, senior market analyst of automotive insights for Kelley Blue Book. "Meanwhile, Nissan is expected to post the single largest gain in sales this month, thanks to strong demand for the redesigned Altima, Sentra and Rogue, each of which experienced an increase of greater than 30 percent in sales last month."... MORE

10 Best SUVs Under \$25,000 of 2013 Named by KBB.com

Kelley Blue Book Editors Rank This Year's Top Picks for Affordable New SUVs, Name Honda CR-V No. 1

IRVINE, Calif., May 22, 2013 - Shoppers in the market for an affordable <u>new SUV</u> can see which models the experts recommend most in the list of <u>10</u>
<u>Best SUVs Under \$25,000 of 2013</u> from Kelley Blue Book<u>www.kbb.com</u>, the leading provider of new and used car information. In this inaugural list from KBB.com, the editors ranked the <u>2013 Honda CR-V</u> at the top of the pack.

"Far more flexible than a sedan but more affordable, maneuverable and fuel-efficient than a full-size SUV, today's compact SUV is a masterful mix of style and practicality," said Jack R. Nerad, executive editorial director and executive market analyst for Kelley Blue Book's KBB.com. "And it's an exciting time to be shopping the segment, because eight of this year's 10 handpicked standouts are totally redesigned or first-ever models. We ranked the perennially popular Honda CR-V No. 1 because it is so outstandingly reliable and exceptionally easy to get along with."... MORE

KBB.com, Optimized Mobile Site Honored by 17th Annual Webby Awards

Kelley Blue Book Website Recognized with Official Honoree Designation for Second Consecutive Year; Mobile Website is Only Automotive Third-Party Recognized in its Category

IRVINE, Calif., May 20, 2013 - KBB.com and its optimized mobile website version recently were honored by the 17th Annual Webby Awards, announces Kelley Blue Book **www.kbb.com**, the leading provider of new and used car information.

The Webby Awards selected KBB.com as an Official Honoree for the second consecutive year in the Car Sites & Car Culture category for Websites. In addition, the KBB.com optimized mobile site is the only automotive third-party research website recognized as an Official Honoree in the Guides/Ratings/Reviews category for Mobile and Apps... MORE

10 Best Family Cars of 2013 Named by KBB.com

Editors Recommend Variety of Family-Friendly New Cars to Meet the Diverse Needs of Today's Families

IRVINE, Calif., May 16, 2013 - Families in the market for a new car can see which models the experts recommend most in the list of 10 Best Family Cars of 2013 by the editors of Kelley Blue Book www.kbb.com, the leading provider of new and used car information. All families are not created alike, so it stands to reason that all family cars shouldn't be alike either. Each year the KBB.com editors decide the 10 Best Family Cars, which cater to unique family specifications and situations.

To view the multimedia assets associated with this release, please click here.

10 New Cars That Exude Attitude from KBB.com

List Features a Wide Range of Vehicle Types and Price-Points for Standout New Cars

IRVINE, Calif., May 15, 2013 - For the new-car shopper seeking a personality-filled ride, the editors of Kelley Blue Book's <u>www.kbb.com</u>, the leading provider of new and used car information, have compiled a list of <u>10 Cars that Exude Attitude</u>.

For many, a new set of wheels is not merely something purely functional to get them from place to place. A lot of shoppers look for a new car that makes a statement, appreciating the fact that cars have personalities, just like humans. Some cars are Type A, ready to burn rubber, while other cars are Type B, more laid-back. Just as most people strike a balance that helps them blend in, so do most cars. But for every 100 'Ordinary Joes' there's a Dennis Rodman, and amid the sea of Camrys there's a Camaro making waves. Some cars -- and their drivers -- just exude attitude... MORE

Subaru Shopper Loyalty on KBB.com Soars with Strong Product Lineup, Upcoming Hybrid Model

Toyota Maintains No. 1 Spot for Six Consecutive Quarters; Hyundai, Kia Drop Due to Aging Lineups

IRVINE, Calif., May 9, 2013 - <u>Subaru</u> steadily climbed in <u>www.kbb.com</u> shopper loyalty for Q1 2013 to the No. 3 position, residing among the top three brands for the first time since Q4 2009, according to Kelley Blue Book, the leading provider of new and used car information.

"As current Subaru owners prepare to off-load their current vehicle, it is easy to reconsider the brand as it offers a diverse lineup, including models that not only appeal to the everyday shopper like the all-new **2014 Forester**, but also a sportier option like the BRZ," said Akshay Anand, Kelley Blue Book Insights analyst. "With Subaru's first-ever hybrid vehicle arriving at dealerships in Q4 2013, the **2014 XV Crosstrek Hybrid** is expected to help the brand retain even more shoppers as its portfolio expands into hybrid technology."... **MORE**

About Kelley Blue Book (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 industry. Each week the company provides the most market-reflective values in the industry on its top-rated website www.kbb.com, including its famous Blue Book® Trade-In and Suggested Retail Values and Fair Purchase Price, which reports what others are paying for new 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 as well as governmental agencies. KBB.com provides consumer pricing and information on cars for sale, minivans, pickup trucks, sedan, hybrids, electric cars, and SUVs. Kelley Blue Book Co. Inc. is a wholly owned subsidiary of AutoTrader Group.