

## BRIFFING **NOVEMBER** 2014

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#### **INDUSTRY INSIGHTS:**

Timely commentary from Jack R. Nerad, executive editorial director and executive market analyst, Kelley Blue Book's KBB.com: An Awards Program that Rewards Car Buyers

#### **LATEST NEWS STORIES ON KBB.COM:**

The latest video and written news stories by the editorial staff of Kelley Blue Book's KBB.com

#### **NEW-VEHICLE REVIEWS ON KBB.COM:**

All-new and updated video and written reviews from the editorial staff of Kelley Blue Book's KBB.com, and links to consumer reviews and ratings on KBB.com

#### WHAT'S NEW:

New-Vehicle Sales to Rise 2.2 Percent In November on Black Friday Deals, According to Kelley Blue Book Black Friday Car Shopping: 10 Best New-Car Deals for November by KBB.com

Kelley Blue Book Announces Winners of All-New 2015 Best Buy Awards; 2015 Ford F-150 Named Overall Best Buy of 2015

Innovation, Technology and Performance Take the Stage at SEMA 2014, World's Top Car Show New-Car Transaction Prices Rise Less Than 1 Percent in October 2014, According to Kelley Blue Book New-Vehicle Sales to Jump 5.4 Percent in October, According to Kelley Blue Book Road to New Vehicle Purchase Often Bumpier for Women, Reveals New KBB.com Research

### **An Awards Program that Rewards Car Buyers**

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

The 2015 model year is now officially in full swing, and very soon we will be in the midst of industry award season. During the next six weeks or so the awards honoring this car and that truck and another SUV will come thick and fast. In fact, it will come so thick and fast that consumers and industry observers alike will have trouble keeping up with them. Over the years Kelley Blue Book has kept pace by bestowing awards for Best Resale Value, 5-Year Cost to Own and Brand Image, but for this model year we at Kelley Blue Book are pleased to announce an all-new awards program to supplement those programs and to emphasize our service to the American new-vehicle buyer.

THE NEW INITIAITVE IS DESIGNED TO OFFER THE HIGHEST LEVEL OF CONSUMER SERVICE... - JACK R. NERAD

"Won't a new set of awards increase consumer confusion?" you might ask. It is a legitimate question, but the goal of our new awards program is to do just the opposite. Called the Kelley Blue Book Best Buy Awards of 2015, the new initiative is designed to offer the highest level of consumer service by helping car-buyers navigate the difficult choices presented by the plethora of vehicles available to them. Trying to find one's way through the jungle of more than 300 models is a difficult task, so the Best Buy Awards will enable us to act as expert guides to help consumers make intelligent car purchases that fit their unique needs.

We understand quite clearly that in the choice of a vehicle one size does not fit all, so the new awards honor excellence within every segment of the vehicle market. One of our organization's key strengths is its laser-focus on vehicle value, which gives us industry-standard resources to identify not just high quality vehicles but, very importantly, superior buys. The key differences between our Kelley Blue Book Best Buy Awards and other major industry awards are our emphasis on value and the fact that we honor vehicles in 12 major vehicle categories. In other words, we emphasize relevance to the vehicle shopper.

How do we discover the best values in the complex American car marketplace? It is a complex task, but we are proud of the fact that no organization is better prepared to do this than Kelley Blue Book. The Best Buy Awards are the result of a process that began more than a year ago and has continued with hundreds of expert vehicle reviews and evaluations. At the same time we were evaluating vehicles hands-on, our Kelley Blue Book analysts were collecting a broad swath of vehicle-related data: comprehensive pricing including real transaction prices; cost-to-own data, including costs of depreciation, insurance, maintenance, financing and fuel; and vehicle sales. We also compiled and published thousands of Consumer Reviews and Ratings of current vehicles.

Based on all this information those of us on the Kelley Blue Book editorial staff nominated 49 vehicles in 12 vehicle categories that we collectively feel represent the highest level of overall vehicle quality and value for 2015. We then gathered these vehicles and, over the course of a seven-week period beginning in early September, we tested them back-to-back in real-world driving situations. With a comparative eye, we looked critically at every aspect of the driving and ownership experience, from how easy a vehicle is to park to how difficult it is to pair a Bluetooth device.

Based on the totality of this information, both real-world evaluation and key metrics, we on the editorial staff selected Kelley Blue Book 2015 Best Buy Award winners in vehicle categories that cover the broad expanse of the American car market. Because of this we are certain that virtually every new-car buyer can find relevant advice from our awards program, something most other awards efforts cannot claim. Using the same procedures and criteria, we chose an Overall Best Buy Award winner, a vehicle we are equally convinced has significant consumer relevance.

The results, which are detailed now on KBB.com, represent the combined wisdom of Kelley Blue Book. For consumers seeking the top vehicle values in the U.S. market the Kelley Blue Book Best Buys of 2015 award program is the place to start.

#### LATEST NEWS STORIES ON KBB.COM:

Check out the very latest news stories by visiting KBB.com and clicking the the KBB.com Top Picks 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 October 2014.

#### Video Posted to KBB.com:

Video Review: 2015 Mini Cooper

Video Review: 2015 Porsche Macan

Video Review: 2015 Subaru Outback

Downhill Mountain Biking with a Subaru Outback

#### **Written Stories Posted to KBB.com:**

Highlights:	Quick Takes:
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2015 Audi A3 TDI Challenge: Hypermiling, Not Hyper-Speed 2015 Chevrolet Colorado Z71 Quick Take

Buy and Drive: Dallas to D.C. in a Brand New Subaru XV Crosstrek 2015 Ford Mustang Ecoboost Quick Take

10 Best Car Deals of the Month 2015 Kia Sedona SX-L Quick Take

10 Best Car Deals of the Month: 2014 Volkswagen Passat 2015 Lincoln MKC Quick Take

10 Best Car Deals of the Month: 2014 Cadillac ATS 2015 Toyota Camry XLE V6 Quick Take

10 Best Car Deals of the Month: 2014 Nissan Altima 2015 Volvo S60 T6 Drive-E Quick Take

10 Best Car Deals of the Month: 2014 Infiniti Q50 2014 Ford Fiesta ST Quick Take: Mighty Mite

10 Best Car Deals of the Month: 2015 Chevrolet Malibu **First Reviews:** 

10 Best Car Deals of the Month: 2014 Mazda CX-9 2015 Dodge Charger First Review: From V6 heaven to V8 Hellcat

10 Best Car Deals of the Month: 2014 Mazda6 2015 Ford F-150 First Review: The 1.300-Mile Test

10 Best Car Deals of the Month: 2014 Cadillac CTS 2015 Mercedes-Benz S-Class Coupe First Review: A Grand Tradition Continued

10 Best Car Deals of the Month: 2014 Ford Fusion

10 Best Car Deals of the Month: 2015 Kia Forte

2015 Audi R8 Competition: 570-hp road rocket **Latest News:** 

2016 Acura ILX to make LA Show debut 2015 BMW X5 M gets a new look and 567 horsepower

2016 Audi A7/S7 lineup gets U.S. reveal in Los Angeles 2015 BMW X6 M unveiled

2016 Chevrolet Volt gets new Voltec powertrain 2015 Chevrolet Camaro Commemorative Edition unveiled

2016 Ford Explorer will debut in Los Angeles 2015 Chrysler 200 tops two safety ratings

2016 Honda HR-V to bow at the LA Auto Show 2015 Dodge Charger opens at \$28,990

2016 Jaguar F-Type R AWD Coupe set for LA Show 2015 Fiat 500 Ribelle Limited Edition revealed

2016 Kia Sorento set for U.S. debut 2015 Fiat 500L Urbana Trekking Limited Edition unveiled

2016 Mazda CX-3 to make L.A. debut 2015 Ford Focus EV cuts price \$6,000

2016 McLaren Sports Series teased 2015 Hyundai Azera: Freshened face and features

2016 Mercedes-Benz Metris Van previewed at SEMA 2015 Lexus LS updates its multimedia system

2016 Porsche Macan will offer turbodiesel option 2015 Lexus NX lineup to open at \$35,405

#### LATEST NEWS STORIES ON KBB.COM CONTINUED:

2015 Mustang GT King Cobra packs 600+ street-legal horsepower 2015 Porsche Cayenne/Cayenne GTS debut in Los Angeles 2015 Porsche Panamera Exclusive Series debuts in Los Angeles 2015 Ram ProMaster City to start at \$24,125 2015 Scion tC Release Series 9.0 revealed 2015 Subaru XV Crosstrek offers EyeSight assist 2015 Toyota Avalon Touring Sport Edition bows 2015 Volkswagen e-Golf: Tops in Efficiency 2015 Volvo XC60 Ocean Race Limited Edition unveiled 2015.5 GMC Yukon Denali/Denali XL get new 8-speed automatic and more 2015.5 Volvo V60 Cross Country unveiled 2014 Los Angeles Auto Show 2014 Mini Cooper/Cooper S Hardtops drop in EPA mileage 2014 Pickup Truck Buyer's Guide Audi's autonomous driving on a fast track Autonomous Audi RS7 to lap Hockenheim at race pace Blue Devil Corvette ZR1: Sinkhole Survivor at SEMA BMW invests \$1 billion in Spartanburg to build new X7 SUV BMW X Models mark 15th birthday with a promise of more to come Chevrolet Chaparral 2X VGT Concept teased for LA Show Chevy teases its 2014 SEMA Show contingent Crossover SUV Surge Signals Changing of the Guard Detroit Electric SP:01 shows its new shape First 2015 Volkswagen e-Golf to be auctioned for Global Green USA Fisker Galpin Rocket to debut in Los Angeles Ford F-150 SEMA Show specials teased Ford introduces Pre-Collision/Pedestrian-Detection Kia Soul EV Smitten Concept set for SEMA Show Lexus LF-C2 Concept teased for Los Angeles Maserati announces U.S. celebration plans for its 100th Anniversary Mercedes-Benz brings back Maybach, realigns nomenclature

Mopar previews its SEMA Show squadron

New KBB study: Men and women differ on new-car shopping styles

NHTSA Car Seat Finder Tool helps parents make the safest choices

Radical Audi Concept teased for Los Angeles Auto Show

Scion FR-S T1 Concept for SEMA -- a preview of what's to come?

Scion iM Concept set for LA Auto Show

Toyota FCV debuts at Japanese rally

Toyota worldwide hybrid sales top 7 million

Used Leasing Remains Small, But for How Long?

Visteon testing new eye-control vehicle cockpit interface

Volkswagen tech blitz reveals 268-hp 2.0L TDI and 10-speed DSG automatic

This Week in Car Buying: Holiday Sales Events...They're Baack

This Week in Car Buying: Hunkering down for the holidays; brand loyalty isn't what you think

This Week in Car Buying: New or Used?



This Week in Car Buying: Time to look at an EV or Hybrid?

Mercedes-Benz Vision G-Code Concept -- urban chic gets a new edge

Mercedes-Benz Concept Coupe SUV hints at new model

#### **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 October 2014. To see any new-vehicle reviews 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. New Vehicle Reviews:

#### 2015 Acura RLX

For 2015 the Acura RLX sedan is long on luxury, technology and understated class.

#### 2015 Chevrolet Colorado

With a new look, new engines and more refinement, the Colorado is set to revitalize the midsize truck segment.

#### 2015 Chevrolet Cruze

Chevy's 2015 Cruze sedan is quite the competitive import fighter, offering a strong combination of looks, substance and fuel efficiency.

#### 2015 Dodge Durango

A team of powerful engines, sleek styling and a comfortable ride make the Durango a highly desirable family transport.

#### 2015 Ford C-Max

Ford's C-Max Hybrid for 2015 proves an affordable green car can be fun, sporty and even a bit cool.

#### 2015 Ford Focus ST

The Focus receives a new engine, refreshed exterior styling and interior redesign, adding to its terrific driving experience.

#### 2015 Ford F150

The all-new F150, America's best-seller, is more capable, more efficient and quicker than ever.

#### 2015 Ford Mustang

The iconic Ford Mustang has been around for 50 years and with its revamp the stakes are raised for its rivals.

#### 2015 GMC Canyon

With its new look, new engines and refinement, the Canyon is set to revitalize the compact/midsize truck segment.

#### 2015 GMC Sierra

Rugged as the day is long but also more upscale than its competitors, the Sierra wears both hats equally well.

#### 2015 Honda Civic

Reliable, comfortable and safe, the Civic remains the act to beat with a model to meet almost any demand.

#### 2015 Honda Crosstour

Not quite wagon, not quite SUV, the 5-door Crosstour represents a unique take on the crossover-utility vehicle.

#### **NEW-VEHICLE REVIEWS ON KBB.COM CONTINUED:**

#### 2015 Honda CR-V

The 2015 Honda CR-V still bests the competition, with attractive new styling, appealing features and noteworthy technology.

#### 2015 Honda CR-Z

Honda puts a new spin on the 2-seat commuter car, combining sporty handling, racy good looks and a hybrid powertrain.

#### 2015 Hyundai Santa Fe

With its sharp styling, standard V6 engine and impressive features, the Santa Fe should have the competition worried.

#### 2015 Hyundai Santa Fe Sport

The Santa Fe Sport gets subtle changes to the suspension, exterior and interior, plus a clever new power hatch.

#### 2015 Infiniti Q50

The Q50 strengths are its handling and power, its interior luxury and comfort, and its very reasonable price.

#### 2015 Infiniti Q70

The Q70 offers comfort, refinement and a little bit of fun in order to create space between itself and the competition.

#### 2015 Infiniti QX60

The QX60 is a 7-passenger, 3-row luxury crossover SUV that stands out for its comfort, value and safety technology.

#### 2015 Infiniti QX80

The QX80 full-size SUV boasts luxurious amenities, innovative safety features and a standard V8 that is powerful.

#### 2015 Kia Sedona

Totally redesigned, this is the third generation of Kia's all-around family wagon.

#### 2015 Lexus GS

The Lexus GS offers a harmonious blending of luxury and performance in a sleek sedan full of surprises.

#### 2015 Lexus LX

Formidable off-road prowess and copious luxury combine to form Lexus' flagship luxury SUV, the 2015 LX 570.

#### 2015 Lexus NX

The NX offers surprising interior room and a luxurious driving experience, with a huge helping of style.

#### 2015 Nissan Frontier

The Frontier offers serious off-road credentials in a tough and rugged package, at a price that's less than a full-size truck.

#### **NEW-VEHICLE REVIEWS ON KBB.COM CONTINUED:**

#### 2015 Nissan Pathfinder

The latest Pathfinder has morphed into a comfortable 3-row crossover SUV offering great style and fuel economy.

#### 2015 Nissan 370Z

Nissan's 370Z is a time-tested sports car with a legendary history for delivering outstanding value and performance at a fair price.

#### 2015 Subaru Impreza

With its good fuel economy and all-weather traction, the Impreza is a lot of car for a reasonable price.

#### 2015 Toyota Avalon

Big, roomy and with enough luxury features to show up a Lexus, the Avalon proves you don't have to pay a lot to get a lot.

#### 2015 Toyota Camry

The perennial best-seller is more appealing for 2015, with stylish new sheet metal, interior upgrades and better driving dynamics.

#### WHAT'S NEW:

## New-Vehicle Sales to Rise 2.2 Percent in November on Black Friday Deals, According to Kelley Blue Book

Fiat Chrysler Set for Most Growth of Major Automakers; Most Brands Benefitting from Small SUV/Crossover Strength

IIRVINE, Calif., Nov. 25, 2014 -- New-vehicle sales are expected to increase 2.2 percent year-over-year to a total of 1.27 million units, resulting in an estimated 16.8 million seasonally adjusted annual rate (SAAR), according to Kelley Blue Book www.kbb.com, the only vehicle valuation and information source trusted and relied upon by both consumers and the automotive industry.

"Black Friday vehicle deals should have a large impact on sales and make the final weekend of the month a busy one for car buying," said Alec Gutierrez, senior analyst for Kelley Blue Book. "Shoppers continue to return to the dealership as economic conditions remain favorable, with the unemployment rate at its lowest in six years and with consumer confidence nearing pre-recession levels..." MORE

### Black Friday Car Shopping: 10 Best New-Car Deals for November by KBB.com

Kelley Blue Book Ranks Best Cash Back, Financing, Lease Deals in Time for One of the Hottest Shopping Days of Year

IRVINE, Calif., Nov. 25, 2014 -- Just in time for Black Friday, the experts from Kelley Blue Book 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 November from a variety of auto manufacturers.

"Black Friday represents one of the hottest shopping days in America, and new-car shopping is no exception; there are amazing deals on new cars right now as the calendar year comes to a close," said Jack R. Nerad, executive editorial director and executive market analyst for Kelley Blue Book's KBB.com... MORE

## Kelley Blue Book Announces Winners of All-New 2015 Best Buy Awards; 2015 Ford F-150 Named Overall Best Buy of 2015

New Annual Award from The Trusted Resource® Honors Best New-Vehicle Choices Available in U.S. Market

IRVINE, Calif., Nov. 17, 2014 -- Kelley Blue Book www.kbb.com, the only vehicle valuation and information source trusted and relied upon by both consumers and the automotive industry, today announces the winners of the 2015 Kelley Blue Book Best Buy Awards, honoring the top new model year vehicle choices available in the U.S. market. The 2015 Ford F-150 is named Kelley Blue Book's Overall Best Buy of 2015, alongside Best Buy Award winners in 12 major vehicle categories... MORE

## Innovation, Technology and Performance Take the Stage at SEMA 2014, World's Top Car Show

### Micah Muzio, managing editor for Kelley Blue Book, offers sneak peak at auto industry's most coveted event

LAS VEGAS, Nov. 6, 2014 -- Off-road performance meets on-road comfort with the all new Open Country® R/T by Toyo Tires®. Built rugged for any terrain, the Open Country R/T offers the perfect blend of excellent off-road traction, durable construction, and aggressive styling, with less on-road noise and a longer-lasting tread.

The ability of the Open Country R/T to tackle dirt, sand, and rocks is inspired by Toyo's legendary Open Country M/T° maximum traction tire, while its quieter ride is a nod to the brand's best-selling tire, the Open Country A/T II all-terrain... MORE

# New-Car Transaction Prices Rise Less Than 1 Percent in October 2014, According to Kelley Blue Book

#### Ford Posts Solid Gains on Strong F-Series Pricing; Nissan Falters Despite Increased Sales

IRVINE, Calif., Nov. 3, 2014 /PRNewswire/ -- The analysts at Kelley Blue Book www.kbb.com, the only vehicle valuation and information source trusted and relied upon by both consumers and the automotive industry, today report the estimated average transaction price (ATP) for light vehicles in the United States was \$33,361 in October 2014. New-car prices have increased by \$246 (up 0.6 percent) from October 2013, while rising \$185 (0.7 percent) from last month... MORE

### New-Vehicle Sales to Jump 5.4 Percent in October, According to Kelley Blue Book

#### Rising Incentive Spend Reveals Slowing in Growth from Recent Years; Jeep Cherokee Driving Fiat Chrysler Success

IRVINE, Calif., Oct. 27, 2014 /PRNewswire/ -- New-vehicle sales are expected to increase 5.4 percent year-over-year to a total of 1.27 million units, resulting in an estimated 16.3 million seasonally adjusted annual rate (SAAR), according to Kelley Blue Book www.kbb.com, the only vehicle valuation and information source trusted and relied upon by both consumers and the automotive industry. October is typically the second weakest month of the year for sales, only above January. Many consumers take advantage of Labor Day deals in September, or wait for Black Friday and other holiday sales in the coming months... MORE

### Road to New Vehicle Purchase Often Bumpier for Women, Reveals New KBB.com Research

#### Men Generally More Confident Car Shoppers, Perform Less Research than Feature-Focused Females

IRVINE, Calif., Oct. 15, 2014 /PRNewswire/ -- When it comes to car shopping, women are driven by features – engaging in extensive research to find the best fit – while from the outset many men are revved about a particular car brand, according to a study just released by Kelley Blue Book www.kbb.com, the only vehicle valuation and information source trusted and relied upon by both consumers and the automotive industry... 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 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.