

10 Best New-Car Deals For December 2015 By KBB.com

Kelley Blue Book Ranks Top Lease, Financing and Cash Back Deals Available Between Now and New Year's; Experts Provide Tips for First-Time Car Buyers

IRVINE, Calif., Dec. 17, 2015 /PRNewswire/ -- Just in time for the holidays and year-end bargains, 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](#) for new cars available in December 2015 from a variety of auto manufacturers.



"With holiday shopping in full force, our list of standout December deals focuses on the finalists and winners of the [Kelley Blue Book Best Buy Awards](#), which is designed to help car shoppers identify the cream of the crop of all available new models," said Jack R. Nerad, executive editorial director and executive market analyst for Kelley Blue Book's KBB.com. "This month's 10 Best Deals list places a strong emphasis on value and includes sedans and SUVs, a sleek luxury choice, as well as a minivan, sports car and truck. Topping the list is the 2016 Honda CR-V, named this year's Best Buy Award Winner in the small SUV/crossover segment."

Below are the KBB.com editors' picks for standout new-car lease, financing and cash back deals, all available at least through January 4, 2016:

KBB.com 10 Best New Car Deals of the Month –December 2015

Lease Deals¹

Rank	Year	Make	Model	MSRP ²	Kelley Blue Book [®] Fair Purchase Price ³	Lease Term (months)	Monthly Payment	Amount Due at Signing
1	2016	Honda	CR-V	\$24,495	\$23,025	39	\$229/month	\$299 down
3	2015	Honda	Civic	\$20,125	\$17,730	38	\$200/month	\$0 down
5	2015	Kia	Optima	\$22,515	\$21,083	39	\$189/month	\$1,999 down
7	2015	Lexus	RX 350	\$41,910	\$38,352	36	\$399/month	\$2,399 down

Cash Back, Financing Deals

Rank	Year	Make	Model	MSRP ²	Kelley Blue Book [®] Fair Purchase Price ³	Cash Back or Financing Deal ⁵
2	2015	Chevrolet	Volt	\$35,170	\$32,483	\$1,500 cash back + 0% financing for 60 months
4	2015	Ford	F-150	\$40,620	\$37,086	\$3,750 cash back
6	2015	Honda	Odyssey	\$29,875	\$26,448	0.9% financing for 60 months
8	2015	Chevrolet	Impala	\$30,960	\$29,105	0% financing for 60 months
9	2015	Chevrolet	Tahoe	\$50,995	\$47,696	\$1,000 cash back
10	2015	Chevrolet	Corvette	\$59,995	\$54,937	3.9% financing for 60 months

¹Certain restrictions and requirements may apply.

²MSRP is Manufacturer's Suggested Retail Price.

³The 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 4, 2015. Tax, title, license extra.

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

⁵Purchase payments assume cash back applied as down payment.

Tips for First-Time Car Buyers

With the year's end quickly approaching, first-time car buyers would be apt to take advantage of holiday deals. Kelley Blue Book experts recommend the following tips to ensure a smooth car buying process:

- **Establish a realistic budget and know what you can spend monthly.** Look at your cost of living in all core areas, like shelter, food and health insurance, and other bills. Once those are calculated, determine an amount that you can spend on a car payment, fuel, and car insurance. Also keep in mind your level of indebtedness in comparison to other assets.
- **Do your research.** Visit KBB.com for the latest and greatest reviews of new cars and their late-model alternatives.
- **Locate a convenient dealer.** When weighing a couple of choices, compare dealer locations, and if all other things are equal, showroom environments.
- **Determine the proper purchase price.** The Kelley Blue Book Fair Purchase Price gives you an accurate idea of what people have recently paid in your area for the car you are interested in.
- **Secure financing, or know your options.** When determining the best financing option, be sure to measure the cost of financing against the price of the car. And while you're at it, save yourself the added extra costs in fees and paperwork time by researching companies like [LightStream](#), the online lending division of SunTrust Bank, where good credit can land you a personal loan at fixed, competitive rates without fees.

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)

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 2015 Harris Poll EquiTrend® study and has been named Online Auto Shopping Brand of the Year for four consecutive years. Kelley Blue Book Co., Inc. is a Cox Automotive company.

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