

Great Deals Await Consumers On New Vehicles Headed For 2013 Redesign

Ten Value Buys for Bargain New-Car Shoppers for May 2012

IRVINE, Calif., May 16, 2012 /PRNewswire/ -- According to Kelley Blue Book www.kbb.com, the leading provider of [new car](#) and [used car](#) information, auto sales are rebounding in the United States due to the plethora of redesigns and new introductions during the last few years. Shoppers in the market for a new-car bargain who have little care for owning the most up-to-date body style on the road can find great deals on models headed for a redesign this fall.

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New-car shoppers have an abundance of competitive offerings available in nearly every segment. Strong sales of popular models including the [Toyota Camry](#), [Hyundai Sonata](#), [Chevrolet Cruze](#), [Ford Focus](#) and [Honda CR-V](#) all are the result of strong redesigns in the last few years. However, with the most in-demand vehicles, consumers can expect to pay close to the manufacturer's suggested retail price with little or no cash rebate available.

"Not all consumers are alike and many new-car shoppers are simply looking for the best deal available," said Alec Gutierrez, senior market analyst of automotive insights for Kelley Blue Book. "Vehicles typically are redesigned on a five-year cycle. Being aware of which models will soon be redesigned is a good way to get a new car and still keep some of your money in the bank."

Today, the most enticing offers are available on vehicles expected to be redesigned either this year or next. Kelley Blue Book analysts found three discounted [new compact cars](#), [compact crossovers](#) and [mid-size cars](#) heading for a redesign and offering big discounts. The [Ford Fusion](#), [Nissan Altima](#) and [Chevrolet Malibu](#) are available with more than \$4,000 in savings after rebates. The [Nissan Sentra](#) and [Toyota Corolla](#) also are expected to be redesigned sometime in the next year, and currently are available at more than \$2,000 off the sticker price.

The [Nissan Rogue](#), [Suzuki Grand Vitara](#) and [Mitsubishi Outlander](#) aren't expected to be redesigned anytime soon; however, they have lagged the Honda CR-V and [Chevrolet Equinox](#) in monthly sales volume and currently offer sizeable incentives to try and regain segment share.

In the sport utility segment, the [Nissan Xterra](#) is one of the few remaining truck-based SUVs available today. The Xterra also will receive a full redesign in the coming months, so Nissan is working hard to sell as many 2012 model-year vehicles as possible prior to the redesigned-model launch. At more than \$5,000 below the sticker price, this is a deal that bargain hunters shouldn't pass up.

Below are samples of the great deals available to consumers with applicable incentives and Kelley Blue Book's Fair Purchase Price, which represents what a consumer can expect to pay.

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| Segment | Make | Model | Trim | MSRP | FPP | Rebate | Savings | Final Price |
|-------------------|------------|-----------------|---------------------|----------|----------|---------|----------|-------------|
| Compact Car | Nissan | Sentra | Sedan 4D | \$17,030 | \$15,828 | \$1,500 | -\$2,702 | \$14,328 |
| | Toyota | Corolla | LE Sedan 4D | \$18,670 | \$17,092 | \$500 | -\$2,078 | \$16,592 |
| | Suzuki | SX4 | Sedan 4D | \$14,614 | \$13,654 | \$1,000 | -\$1,960 | \$12,654 |
| Compact Crossover | Suzuki | Grand Vitara | Sport Utility 4D | \$20,464 | \$18,765 | \$1,500 | -\$3,199 | \$17,265 |
| | Nissan | Rogue | S Sport Utility 4D | \$24,195 | \$22,707 | \$1,500 | -\$2,988 | \$21,207 |
| | Mitsubishi | Outlander Sport | ES Sport Utility 4D | \$20,605 | \$19,295 | \$500 | -\$1,810 | \$18,795 |
| Mid-Size Car | Ford | Fusion | SE Sedan 4D | \$23,770 | \$22,308 | \$3,000 | -\$4,462 | \$19,308 |
| | Nissan | Altima | 2.5 S Sedan 4D | \$23,490 | \$21,620 | \$2,500 | -\$4,370 | \$19,120 |
| | Chevrolet | Malibu | LT Sedan 4D | \$24,230 | \$23,081 | \$3,000 | -\$4,149 | \$20,081 |
| SUV | Nissan | Xterra | X Sport Utility 4D | \$28,085 | \$25,855 | \$3,000 | -\$5,230 | \$22,855 |

Kelley Blue Book's Fair Purchase Price (FPP) relies on actual transactions from around the country and represents what a consumer can expect to pay prior to incentives. All incentives listed are subject to change and may or may not be combined; check with your local dealer or manufacturer's website to verify local offers.

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