

July 4th Offers Best Deals On Top 25 New Cars, Crossovers

New Car Buyers Should Purchase on 4th of July as Auto Incentives May Not Return Until Labor Day According to Kelley Blue Book

IRVINE, Calif., July 3, 2012 [PRNewswire/](#) -- Known for fireworks, hot dogs and commemorating the signing of the Declaration of Independence, July Fourth also has become one of the best times of the year to buy a new car. Among the top 25 selling cars and crossovers, consumers will find rock-bottom finance rates, plentiful cash rebates and the most affordable lease opportunities available so far this year, according to Kelley Blue Book, the leading provider of new car and used car information.

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"Similar to Labor Day, Memorial Day and President's Day, auto manufacturers celebrate Independence Day by offering enhanced incentives to those consumers willing to forgo the party to buy a new car," said Alec Gutierrez, senior market analyst of automotive insights for Kelley Blue Book. "In addition to strong incentives, car shoppers will find ample inventory and lower transaction prices. In fact, Kelley Blue Book recently found the average new-car transaction price is approximately \$500 more affordable than just one year ago."

The [2012 Chevrolet Malibu](#), Ford Fusion, Ford Escape and Nissan Altima offer the largest incentives among the [new cars to buy](#) on Independence Day. Each is available with \$2,500 to \$3,000 in cash rebates, in addition to zero-percent financing offered for 60 months. These deals will be short-lived, as each model is being replaced by a fully redesigned vehicle for the 2013 model year. In fact, the all-new 2013 Escape already is hitting dealerships.

Shoppers looking to lease likely will be interested in the [2012 Volkswagen Jetta](#), Honda Civic or Chevrolet Cruze. Each vehicle was redesigned within the last year and all are among the most affordable and fuel-efficient vehicles on the road today. These models are available for a base lease payment of less than \$250 per month without a down payment, or as low as \$159 per month with \$1,840 down in the case of the Volkswagen Jetta.

For those consumers who need something more spacious, there are plenty of deals available on minivans and crossovers. Families looking for a minivan should look to the [2012 Toyota Sienna](#) with 0.9 percent financing for 60 months, or a Dodge Caravan which has an available \$279 per month lease. Those looking for a utility vehicle can find a deal on a Toyota RAV4, available with \$750 cash back and zero-percent financing for 60 months, or a Ford Explorer, with \$1,500 cash back and 3.9 percent financing for 60 months.

"These deals may be the best available until Labor Day, so consumers who are ready to buy shouldn't hesitate," said Gutierrez.

Best Fourth of July Deals on the Top 25 Selling Cars and Crossovers

Make	Model	Trim	FPP*	Rebate	APR			Lease		
					36	48	60	Pmt	Term	Down
Toyota	Camry	LE Sedan 4D	\$21,622	-	1.9%	1.9%	1.9%	\$199	36	\$2,499
Honda	Civic	LX	\$17,243	-	0.9%	0.9%	0.9%	\$169	36	\$1,830
Toyota	Corolla	LE Sedan 4D	\$17,232	\$500	0.0%	0.0%	0.0%	\$179	36	\$1,999
Honda	Accord	LX Sedan 4D	\$20,286	-	0.9%	0.9%	0.9%	\$199	36	\$1,800
Chevrolet	Malibu	LS Sedan 4D	\$21,920	\$3,000	0.0%	0.0%	0.0%	\$179	24	\$1,930
Ford	Fusion	SE Sedan 4D	\$22,294	\$3,000	0.0%	0.0%	0.0%	-	-	-
Honda	CR-V	LX Sport Utility 4D	\$23,489	-	-	-	-	-	-	-
Ford	Focus	SE	\$17,251	\$1,500	2.9%	3.9%	4.9%	-	-	-
Ford	Escape	XLT Sport Utility 4D	\$25,886	\$2,500	0.0%	0.0%	0.0%	-	-	-
Nissan	Altima	2.5 S Sedan 4D	\$21,646	\$2,500	0.0%	0.0%	0.9%	\$179	24	\$2,820
Toyota	Prius	One Hatchback 4D	\$22,667	-	-	-	-	\$299	36	\$2,999
Hyundai	Sonata	GLS Sedan 4D	\$20,172	-	-	-	-	\$199	36	\$1,600
Chevrolet	Equinox	LT Sport Utility 4D	\$24,868	-	2.9%	2.9%	2.9%	\$229	24	\$1,460
Chevrolet	Cruze	LS Sedan 4D	\$16,908	\$500	2.9%	2.9%	2.9%	\$159	24	\$1,840
Toyota	RAV4	Sport Utility 4D	\$23,426	\$750	0.0%	0.0%	0.0%	\$229	36	\$1,999
Hyundai	Elantra	GLS Sedan 4D	\$17,503	-	-	-	-	-	-	-
Chevrolet	Impala	LS Sedan 4D	\$25,450	\$3,500	0.0%	0.0%	0.0%	-	-	-
Ford	Explorer	XLT Sport Utility 4D	\$34,222	\$1,500	1.9%	2.9%	3.9%	-	-	-
Volkswagen	Jetta	S Manual	\$16,278	-	0.0%	0.0%	0.0%	\$159	39	\$1,840
Toyota	Sienna	LE Minivan 4D	\$34,151	-	0.0%	0.0%	0.9%	\$339	36	\$1,999
Jeep	Wrangler	Sport SUV 2D	\$22,648	-	0.0%	-	-	\$299	39	\$2,200
Kia	Optima	LX Sedan 4D	\$20,595	-	0.9%	1.9%	1.9%	\$189	36	\$2,310
Jeep	Grand Cherokee	Laredo Sport Utility 4D	\$28,795	\$1,000	0.0%	-	-	\$309	39	\$2,190
Chrysler	200	Touring Sedan 4D	\$21,149	-	-	-	-	\$199	39	\$2,800
Dodge	Caravan	SE Minivan 4D	\$22,867	-	-	-	-	\$279	39	\$2,720

*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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