

# 10 Best New-Car Deals For December 2016 By KBB.com

**As Year-End New-Car Bargains Become Widely Available, Kelley Blue Book Ranks Top Lease, Financing and Cash Back Deals**

IRVINE, Calif., Dec. 13, 2016 /PRNewswire/ -- For the everyday car shopper in search of a great [new-car deal](#) as dealerships continue their year-end sell-down, the experts from Kelley Blue Book [www.kbb.com](http://www.kbb.com), the vehicle valuation and information source trusted and relied upon by both consumers and the automotive industry, have compiled their list of the 10 best lease, financing and cash back deals for new vehicles available in December 2016 from a variety of auto manufacturers.



"December's list points out holiday deals on new vehicles that include SUVs, compact cars, luxury models and sedans, as well as a best-selling hybrid car," said Jack R. Nerad, executive editorial director and executive market analyst for Kelley Blue Book's KBB.com. "For those interested in getting into a spacious, refined midsize sedan, and one of KBB.com's [most awarded cars for 2016](#), our top deal for the month – on the [Hyundai Sonata](#) – is a compelling choice."

Below are the KBB.com editors' picks for standout new-car lease, financing and cash back deals, all available at least through January 3, 2017:

## KBB.com 10 Best New Car Deals of the Month – December 2016

### Lease Deals<sup>1</sup>

Rank	Year	Make	Model	MSRP <sup>2</sup>	Kelley Blue Book® Fair Purchase Price <sup>3</sup>	Lease Term (months)	Monthly Payment <sup>4</sup>	Amount Due at Signing
1	2016	Hyundai	Sonata	\$22,585	\$20,957	36 months	\$179/month	\$1,449 down
2	2017	Buick	Envision	\$43,245	\$41,074	36 months	\$299/month	\$3,259 down
4	2016	Infiniti	Q50	\$38,555	\$33,092	39 months	\$279/month	\$2,499 down
6	2016	Toyota	Avalon	\$33,515	\$29,862	36 months	\$269/month	\$1,999 down
8	2017	Acura	ILX	\$28,930	\$25,748	39 months	\$219/month	\$2,499 down
9	2016	Toyota	Prius	\$28,965	\$26,399	36 months	\$229/month	\$1,999 down

### Cash Back, Financing Deals

Rank	Year	Make	Model	MSRP <sup>2</sup>	Kelley Blue Book® Fair Purchase Price <sup>3</sup>	Cash Back or Financing Deal <sup>5</sup>
3	2016	Hyundai	Veloster	\$18,835	\$17,711	\$4,000 cash back
5	2016	Jeep	Cherokee	\$26,290	\$24,720	\$5,000 cash back
7	2016	Ford	Focus	\$19,390	\$18,000	\$3,000 cash back
10	2016	Nissan	Altima	\$23,765	\$21,522	0% financing plus \$1,000 cash back

<sup>1</sup> Certain restrictions and requirements may apply.

<sup>2</sup> MSRP is Manufacturer's Suggested Retail Price.

<sup>3</sup> The 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 8, 2016. Tax, title, license extra.

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

<sup>5</sup> Purchase payments assume cash back applied as down payment.

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 <https://www.kbb.com/car-reviews-and-news/top-10/best-car-deals/200008547/>.

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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