

BRIEFING **NOVEMBER**

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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: "Kelley Blue Book Best Buy Awards, Volume II"

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:

10 Best New-Car Deals for November 2015 by KBB.com

Kelley Blue Book Announces Winners of 2016 Best Buy Awards; Redesigned Honda Civic Named This Year's

New-Car Transaction Prices Rise More Than 1 Percent in October 2015, According to Kelley Blue Book New-Car Sales to Jump 12 Percent in October 2015; Highest October Volume Since 2001, According to Kelley

Volkswagen Diesel Vehicle Prices Decline Nearly 16 Percent, According to Kelley Blue Book Data Ninety-Seven Percent of Consumers Think Distracted Drivers are a Top Safety Concern Today, According to New Kelley Blue Book Survey

Kelley Blue Book Best Buy Awards, Volume II

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

When we announced our inaugural Kelley Blue Book Best Buy Awards last year, we expected the program would be embraced by the public, the industry and by the general media, but we had no idea how strong that acceptance would be. We were gratified that the general media immediately embraced the awards program, giving it exceptional coverage, and we were also gratified that a large number of key automotive brands embraced their winning performances with the use of the awards in advertising and promotion. And what was most gratifying was the fact that the car-buying public - our website visitors - immediately found the awards program extremely useful in their quests to choose a new vehicle and have continued to refer to our coverage ever since it went onto KBB.com a little over a year ago.

WE ARE CONFIDENT THAT THE KELLEY BLUE BOOK BEST BUY AWARDS HAVE EARNED THEIR PLACE IN THE PANTHEON OF IMPORTANT INDUSTRY AWARD PROGRAMS...

- JACK R. NERAD

Now for the second time around, we are confident that the Kelley Blue Book Best Buy Awards have earned their place in the pantheon of important industry award programs. We are also convinced that our awards have among the "longest tails" of any of the industry awards, carrying weight with consumers well into the following model-year. Simple proof of that is that traffic to our Best Buy Awards section stayed robust throughout the 2015 model year and that coverage is still gaining significant traffic today, even though we've announced the 2016 winners.

I don't have to tell you there are a lot of Car of the Year awards programs out there, and this is the season in which they come at consumers thick and fast. Over the next six weeks or so, the awards honoring this car and

that truck and another SUV will continue to hit the airwaves and enjoy their moment in the spotlight. But with our 2016 Best Buy Awards, we at Kelley Blue Book seek to do more than simply identify a great car, sing its praises and call it a day. Instead, our awards program is designed to help car shoppers find the best values among the vehicle types that interest them most. We believe that is a much tougher task than choosing the best vehicle in the new-car crop, but we signed up for the task because we believe it results in more value for our award-winners and, more importantly, for our

When it comes to assessing vehicle value, we at Kelley Blue Book are the acknowledged leader. We draw on nearly 90 years of experience in every intricacy involved in that effort. So, logically, we draw on that expertise in our 2016 Best Buy Awards program. Based on what we believe is the most comprehensive collection of vehicle value-related information in the nation, the KBB.com Editorial staff nominated 49 vehicles in 12 vehicle categories that we believe had the potential to be the highest-value new cars and trucks available this model-year. Since this is our second go-round at picking the best values in the market, we benefited from the extensive experience that effort brought us. Among other things, it gave us a baseline vehicle in each category against which to compare others, because in every segment we invited last year's segment winner to compete again.

But the nominees list was anything but static. Since the industry is always moving forward, new vehicles and all-new versions of vehicles with carryover names continue to enter the marketplace. We identified a select group of these all-new or heavily revised vehicles to compete against the incumbent champ in each category.

Over the course of a seven-week test period beginning at the end of August, we tested and evaluated every one of the 49 contenders back-toback in real-world driving situations. And for the entire test period we lived with these vehicles in much the same way you and your family would live with them.

Based on the totality of this information – comparative market pricing, cost-to-own information, generational consumer reviews and ratings and, of course, expert evaluations based on extensive driving experiences – the editorial staff selected the winners of the 2016 Kelley Blue Book Best Buy Awards in 12 vehicle categories and an Overall Best Buy Award Winner. Not only do we honor vehicles very worthy of accolades, in the process we have identified excellent choices for new-car buyers that we expect will offer excellent value for years to come.

LATEST NEWS STORIES ON KBB.COM:

2017 Audi RS7 Sportback Performance U.S. bound

Check out the very latest news stories by visiting <u>KBB.com</u> and clicking the the <u>KBB.com Top Picks</u> 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 2015.

Honda Clarity Fuel Cell Vehicle bows

Latest News:

2017 Fiat 124 Spider previewed

Hyundai hits 10 million sales mark in U. S.

2017 Ford Escape spotted

Hyundai Launches Genesis as a Luxury Brand

KBB.com survey: Calls/texts Top Safety Concerns

2017 Mazda CX-9 set for Los Angeles

Lexus LF-FC Concept: Luxury meets fuel cell

2017 Mercedes-Benz GLS-Class unveiled Lexus Luxury Concept gets Tokyo tease

2017 Mercedes-Benz SL-Class teased for Los Angeles

Mazda MX-5 Speedster and MX-5 Spyder Concepts previewed

2017 Porsche Carrera 4: Turbo AWD

Mazda RX-Vision Concept: Return of the Rotary

2017 Porsche Macan GTS Bows in Tokyo, U.S. Bound

Mercedes-Benz Vision Tokyo Concept: Lounge for Gen Z

2017 Subaru Impreza 5-door Previewed Mitsubishi eX Concept in Tokyo Debut

2017 Subaru Impreza Sedan Concept sneak peek Nissan concept may preview next LEAF

2016 Audi A3 and A4 Special Editions unveiled Nissan IDS Concept: Zero Emissions, Zero Fatalities

2016 Audi A8 L 4.0T Sport boasts bolder look

Nissan Teatro for Dayz Concept is a digital delight

2016 BMW M2 revealed Rinspeed Etos Concept confirmed for CES

2016 Cadillac ATS-V and CTS-V Crystal White Frost Editions unveiled Subaru Impreza Concept teased for Tokyo

2016 Ferrari F12tdf Speciale revealed Subaru Viziv Concept points to future

2016 Honda CR-Z Hybrid: New lease on life Suzuki Air Triser: Multifaceted mini-hauler concept

2016 Hyundai Azera and Genesis updated Suzuki Mighty Deck Concept revealed

2016 Lamborghini Huracan LP 610-4 adds features, holds pricing

Toyota FCV Plus Concept is on a power-sharing mission

2016 Lexus GS F First Review: Fun in the fast lane

Toyota invests \$1 billion in new U.S. research operation

2016 Mini Convertible debuts in Tokyo Toyota Kikai Concept: Back to basics

2016 Scion FR-S Release Series 2.0 unveiled Volvo outlines future electrification, small cars

2016 Toyota Prius C adds Persona Series VW Diesel Scandal Widens: Porsche and Audi models added to probe

2016 Toyota Prius Tech Take

VW website lets TDI model owners check vehicle status

2015 Mitsubishi Mirage Rockford Fosgate Edition sounds off
Yamaha Concept Car teased for Tokyo

2015 SEMA Show Spotlight

Yamaha Sports Ride Concept: Four-wheel motorcycle thrills

Aston Martin RapidE Concept previews future EV

This Week in Car Buying: Car prices continue to rise; VW Group halts more diesel sales; Cadillac CT6 priced; GM offers military discounts

LATEST NEWS STORIES CONTINUED:

This Week in Car Buying: Quality ratings muddy car buying waters; VW bumps up incentives amid scandal; Prices new Passat; Ferrari/Maserati casino store closes

This Week in Car Buying: Sales continue to grow; Ford launches sale; Nissan prices Altima; Fed reverses self on interest rates

This Week in Car Buying: Top October deals; Inventories stable; Interest rate

hike unlikely; Dodge Viper nears end; Small town dealers a thing of the past?

This Week in Car Buying: Top November deals; Ride the Jeep wave; Millennials embrace car loans; Buick taps China for crossover; Audi Q7 priced

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 2015. To see any new-vehicle reviews from KBB.com's editorial staff, please visit KBB.com and click on the Car Reviews tab, then select the make and model.

Video Posted to KBB.com:

Video Review: 2016 Honda Odyssey

Video Review: 2016 Mazda CX-3

Video Review: 2016 Mazda6

Video Review: 2016 Scion iM

Written Stories Posted to KBB.com:

Highlights

Kelley Blue Book Best Buy Awards of 2016

Kelley Blue Book Best Buys of 2016: Overall Winner

Kelley Blue Book Best Buys of 2016: Luxury SUV

Kelley Blue Book Best Buys of 2016: Luxury Car

Kelley Blue Book Best Buys of 2016: Performance Car

Kelley Blue Book Best Buys of 2016: Electric/Hybrid Car

Kelley Blue Book Best Buys of 2016: Pickup Truck

Kelley Blue Book Best Buys of 2016: Minivan

Kelley Blue Book Best Buys of 2016: Full-Size SUV

Kelley Blue Book Best Buys of 2016: Midsize SUV

Kelley Blue Book Best Buys of 2016: Small SUV

Kelley Blue Book Best Buys of 2016: Full-Size Car

Kelley Blue Book Best Buys of 2016: Midsize Car

Kelley Blue Book Best Buys of 2016: Small Car

2015 Los Angeles Auto Show: Lights, Camera and Action!

2015 Tokyo Motor Show: Reaching for Relevance

Luxury Car Infotainment Buyer's Guide

Features

Buying a Used Car? Check the Tires

Despite Sales Slump, Hybrid and EVs Here to Stay

Making the right call on a used car

Vehicle Coverage:

First Drives/Reviews

2016 Audi A3 Sportback e-tron First Review

First Review: 2016 Honda Civic Pulls Away from the Pack

Editors' Pages

Editors' Page: 2016 Honda Odyssey

Editors' Page: 2016 Honda Pilot

Long Term Vehicle Updates

2016 Chevrolet Colorado Long-Term Introduction

2015 Chrysler 200 Long-Term Update: Design

2015 Mazda3 Long-Term Update: Powertrain

NEW-VEHICLE REVIEWS CONTINUED:

2016 Nissan Maxima Platinum Long-Term Update: Powertrain

Quick Takes

2015 Hyundai Azera Limited Quick Take

2015 Mitsubishi Lancer Evolution GSR Quick Take: Last of the line

2016 Smart ForTwo Proxy Coupe Quick Take

KBB.com Expert Reviews:

2016 BMW 5 Series

Although others have tried to copy it, there is no substituting the power, technology and handling afforded by the 2016 BMW 5 Series.

2016 BMW 7 Series

Groundbreaking changes to BMW's flagship 7 Series for 2016 are ushering in a new era of technology, performance, safety and elegance.

2016 Chevrolet Camaro

The new 2016 Chevrolet Camaro is smaller, lighter, more fuel-efficient and handles better than ever thanks to its Cadillac-sourced chassis.

2016 Chevrolet Colorado

The Chevrolet Colorado brings with it a new diesel engine, the only diesel in the midsize-truck market, and with the improved fuel economy and towing capacity comes a surprising amount of refinement.

2016 Chevrolet Equinox

Bigger than compact SUVs like the Honda CR-V, but smaller than a midsize like the Ford Edge, the Chevrolet Equinox is a compromise. This 'tweener crossover SUV offers a good-sized rear seat and V6 power, but with less cargo space than a full midsize.

2016 Chevrolet Malibu

The sleek, powerful, modern and roomy 2016 Chevrolet Malibu has one mission: Make you forget last year's model ever existed.

2016 Chevrolet Volt

The all-new Chevrolet Volt offers better fuel economy, more battery-powered range, and surprisingly good driving dynamics.

2016 Chrysler 300

The 2016 Chrysler 300 straddles the line between luxury-performance machine and functional family sedan, and it does so with enviable ease.

2016 Dodge Challenger

The 2016 Dodge Challenger line includes the 707-horsepower SRT Hellcat, the quickest, fastest, most powerful muscle car ever. 'Nuf said?

2016 Dodge Charger

The Dodge Charger is an unapologetic American 4-door hot rod, with handling, technology and the availability of awesome horsepower.

2016 Ford F-150

The 2016 Ford F-150 combines ruggedness and durability in a 21st-century design big on technology, efficiency and capability.

2016 GMC Terrain

GMC's Terrain offers impressive levels of capability, luxury and technology but it plays in the upper price band of the compact-SUV field.

2016 Honda Civic

Honda's value-packed sporty compact is all-new for 2016, with more powerful, more efficient engines, stunning looks, and new body styles.

2016 Honda CR-V

With an excellent reputation for reliability, economy and strong resale, the 2016 Honda CR-V sets the standard for all others to match.

NEW-VEHICLE REVIEWS CONTINUED:

2016 Hyundai Genesis

With styling, power and features on par with the best European luxury sedans, the 2016 Hyundai Genesis challenges the luxury status quo.

2016 Infiniti QX50

The revamped 2016 Infiniti QX50 small-luxury SUV now has a roomier cabin but retains its sporty handling and alluring price.

2016 Jeep Wrangler

When things that aren't Jeeps are still called Jeeps, you know who wins in name-recognition. And nothing is more Jeep than a Wrangler.

2016 Kia Ontima

The face is familiar, but the 2016 Kia Optima is all-new, with more refinement and features, and a markedly improved driving experience.

2016 Lexus GS

With the addition of two new models, the 2016 Lexus GS blossoms into a complete line of luxury-performance sedans with a broad price range.

2016 Lexus IS

The Lexus IS: Style, technology, performance, prestige and proven quality in a formidable entry-level luxury sedan. You can't go wrong.

2016 Lexus RX

Behind its bold design, the all-new 2016 Lexus RX crossover SUV retains its plush ride manners and high levels of comfort and practicality.

2016 Lincoln MKX

Lincoln's new-for-2016 5-passenger MKX is more luxurious than ever, and a stronger competitor for the Lexus RX, Cadillac SRX and Audi Q5.

2016 Mercedes-Benz C-Class

The 2016 Mercedes-Benz C-Class has eye-popping style and performance, moving from the realm of safe styling to that of trendsetter.

2016 Mercedes-Benz S-Class

If ever there was a benchmark for luxury, technology and power, it can be found in the 2016 Mercedes-Benz S-Class sedan and coupe.

2016 Ram ProMaster Van

In a tough market, the Ram ProMaster faces Ford, Mercedes-Benz and Nissan competitors with appealing attributes they can't match.

2016 Ram 2500 and 3500

The 2016 Ram 2500 and 3500 HD pickup trucks add best-in-class maximum torque of up to 900 lb-ft to a long list that already includes best-in-class towing, power and payload.

2016 Scion tC

The reasonably priced Scion tC sports coupe offers up excellent value in a sporty compact loaded with cool features.

2016 Subaru Impreza

The Subaru Impreza sedan and hatchback offer all-wheel drive at a bargain price, plus efficiency, practicality and high resale value.

2016 Toyota Avalon

The Toyota Avalon offers big room and big features in a coupe-like sedan as luxurious as it is reliable.

2016 Toyota Mira

The new Toyota Mirai, a 4-passenger fuel-cell vehicle, is an electric car with a 300-mile range powered by hydrogen instead of plugging in.

<u>2016 Toyota Prius v</u>

The Toyota Prius V is the rational choice for the rational buyer: enviro-friendly, efficient, roomy, reliable. Perfectly logical.

2016 Toyota Sequoia

Families that need big space and big power look to the 2016 Toyota Sequoia for its strength, safety and stellar reputation.

2016 Volkswagen Touareg

Volkswagen's Touareg SUV blends luxury and utility in a midsize crossover SUV as enjoyable off-road as it is on.

10 Best New-Car Deals for November 2015 by KBB.com

In Advance of Black Friday, Kelley Blue Book Picks Top Lease, Financing and Cash Back Deals

IRVINE, Calif., Nov. 13, 2015 -- 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 November 2015 from a variety of auto manufacturers... MORE

Kelley Blue Book Announces Winners of 2016 Best Buy Awards; Redesigned Honda Civic Named This Year's Overall Best Buy

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

IRVINE, Calif., Nov. 12, 2015 -- 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 2016 Kelley Blue Book Best Buy Awards, honoring the top new model-year vehicle choices available in the U.S. market. The 2016 Honda Civic is named Kelley Blue Book's Overall Best Buy of 2016, alongside Best Buy Award winners in 12 major vehicle categories... MORE

New-Car Transaction Prices Rise More Than 1 Percent in October 2015, According to Kelley Blue Book

Volkswagen Brand Reports Greatest Month-Over-Month Drop Amid Emissions Issue

IRVINE, Calif., Nov. 3, 2015 -- 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 \$34,023 in October 2015. New-car prices have increased by \$458 (up 1.4 percent) from October 2014, while climbing \$233 (up 0.7 percent) from last month... MORE

New-Car Sales to Jump 12 Percent in October 2015; Highest October Volume Since 2001, According to Kelley Blue Book

KBB.com Analysts Increase Sales Forecast to 17.4 Million SAAR for 2015; Compact Utility Vehicles Strengthen at Double the Industry's Pace

IRVINE, Calif., Oct. 27, 2015 -- New-vehicle sales are expected to increase nearly 12 percent year-over-year to a total of 1.43 million units in October 2015, resulting in an estimated 17.9 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. At 1.43 million units, this will be the highest October sales volume since 2001... MORE

Volkswagen Diesel Vehicle Prices Decline Nearly 16 Percent, According to Kelley Blue Book Data

New-Car Shopping Activity Also Impacted by Recent Emissions Issue

IRVINE, Calif., Oct. 22, 2015 -- 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 reports that average auction prices, along with new-car shopping activity on KBB.com, for Volkswagen diesel vehicles have declined four weeks after the diesel emissions issue was announced... MORE

Ninety-Seven Percent of Consumers Think Distracted Drivers are a Top Safety Concern Today, According to New Kelley Blue Book Survey

More Than 80 Percent Believe Millennials Text Most Often While Driving

IRVINE, Calif., Oct. 20, 2015 -- Even though 46 states have laws in place banning texting and driving, and 14 states ban the use of talking on a cell phone while driving[1], 97 percent of consumers say that distracted drivers who text or talk and drive are one of the biggest safety concerns impacting today's motorists, according to an all-new survey 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. Of those surveyed, 91 percent are aware of current local laws pertaining to texting while driving. In addition, approximately 81 percent of respondents believe Millennials between the ages of 19-34 text most often of all age groups while driving... 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 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.