



Steals on Wheels: August 7 to 21, 2013 — Back to School SUV and Minivan Edition

Summer is almost over, and schools across the country are preparing to open their doors for a new school year. Are you ready for a new year of carpools and carlines, and grumpy kids complaining "He touched me!"?

As the new-car shopper's resource for researching new car pricing, Buyer's Edge Inc has the data you need to find something to make it easier to get your family back to school. To help with your search, we're sharing info on some of the very best prices we can find to help new-car shoppers find the best deal on their next new family mover. Are you looking for a minivan or a sport/utility vehicle? We've got an assortment in each category to suit every family's needs in this edition of Steals on Wheels.

"Summer savings on new cars are heating up and now is the time to buy," said Kristen Andersson, analyst for TrueCar.com. "There is a wide array of deals on vehicles and customers can take advantage of low interest rates and lease options with low monthly payments."

Regardless of whether your preference for family transportation has you shopping for something luxurious (like the BMW X5, Cadillac SRX, or Lincoln MKT) something super-sized (like the Ford Expedition, Dodge Durango, Chevrolet Suburban, or Mazda Cx-9), or something more practical (like the Nissan Quest, Chrysler Town & Country, or Honda Odyssey), these deals offer something for every family's needs. The average price paid for these sport/utility vehicles and minivans demonstrates a range of discounts off Manufacturer's Suggested Retail Pricing (MSRP) equaling as much as 14.8 percent or \$7,543 off these family sized people movers.

If you're planning to go car shopping within the next couple weeks, keep these family utility vehicles in mind as you do your research. If you're able to contribute a 20 percent down payment, our data also shows what your monthly payment might be when financed for 60 months at a 3 percent APR. An important comparison point for vehicles of this size, the included chart also shares fuel economy figures to help you compare savings at the pump, as well as potential savings for your pocketbook. And while we usually trim our list to five great deals, we've expanded the selection to include ten choices for those looking for the best way to get their families back to school.

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Year Make Model Trim Segment	MSRP / Market Average*	Est. Monthly Payment**	\$ Savings / % Savings	City / Hwy / Comb MPG
2013 Nissan Quest SV Minivan	\$30,585 / \$25,957	\$373	\$4,628 / 15.1%	19 / 24 / 21.5
2013 Ford Expedition XLT 2WD Large SUV	\$41,600 / \$35,430	\$509	\$6,170 / 14.8%	14 / 20 / 16.8
2013 Cadillac SRX Base FWD Luxury SUV	\$38,225 / \$33,166	\$477	\$5,059 / 13.2%	17 / 24 / 20.2
2013 BMW X5 xDrive35d Luxury SUV	\$57,625 / \$50,082	\$720	\$7,543 / 13.1%	19 / 26 / 21.6
2013 Dodge Durango SXT AWD Large SUV	\$33,140 / \$29,193	\$420	\$3,947 / 11.9%	16 / 23 / 19.2
2013 Mazda CX-9 Touring 2WD Large SUV	\$33,025 / \$29,472	\$424	\$3,553 / 10.8%	17 / 24 / 19.6
2013 Chrysler Town & Country Limited Minivan	\$42,140 / \$37,867	\$544	\$4,273 / 10.1%	17 / 25 / 20.6
2013 Honda Odyssey Touring Minivan	\$42,360 / \$38,264	\$550	\$4,096 / 9.7%	19 / 28 / 23.1
2013 Chevrolet Suburban 3/4 Ton LS 2WD Large SUV	\$46,475 / \$42,046	\$604	\$4,429 / 9.5%	10 / 16 / 12.6
2014 Lincoln MKT 3.7L 2WD Luxury SUV	\$43,680 / \$39,708	\$571	\$3,972 / 9.1%	17 / 25 / 19.9
<small>*Market Average is estimated based on the national average of recent vehicle transactions, including destination and delivery charges after incentives that are subject to change, but does not include tax, title, licensing, documentation or processing fees, other state and governmental charges and/or fees, or any other charges or fees allowed by law. **Estimated monthly payments are based on a 3% APR for 60 months with 20% down on the current market average price, and excludes sales tax and other fees and charges that may vary by region or state. Actual APR may be subject to credit approval and other factors. These examples are for information purposes only, and are not an offer to lend. See your dealer/lender for details, including actual available offers.</small>				

Looking for a large sport/utility vehicle? Consider the 2013 Ford Expedition, the 2013 Dodge Durango, the 2013 Mazda CX-9, or the 2013 Chevrolet Suburban.

The eight-seat Ford Expedition XLT in two-wheel drive starts with a Manufacturer's Suggested Retail Price (MSRP) of \$41,600, but its average price is a whopping \$6,170 lower at \$35,430; that's a potential savings of 14.8% off the suggested MSRP of this popular people mover. Put down a 20% deposit, and with a 3 percent APR, your monthly payments could equal about \$509 (not including sales tax, fees, or any other fees).

The three-row Dodge Durango starts with an MSRP of \$33,140, but its average market price is \$3,947 lower at \$29,193; that's a potential savings of 11.9% off the suggested MSRP of this seven-passenger utility vehicle. With a 20 percent down payment, payments for this Durango with AWD are a relatively affordable \$420 per month.

The Mazda CX-9 features a potential 10.8 percent discount, which translates to a potential \$3,553 savings — bringing the national market average price of Mazda's seven-passenger utility vehicle down from an MSRP of \$33,025 to as low as \$29,772 — or about \$424 per month after a 20% down payment.

If you want lots of room, you can't get much bigger than the Chevrolet Silverado. With space for up to nine passengers, the 2WD Silverado also wears the largest price tag of the large sport/utility vehicles included here, with an MSRP of \$46,475. Fortunately, a potential discount of 9.5 percent, or about \$4,429, brings the market average down to \$42,046, and a monthly payment of about \$604.

Want something more luxurious? Then take a look at either the 2013 Cadillac SRX, the 2013 BMW X5 xDrive35d, or the 2014 Lincoln MKT.

Families fixated on safety may want to consider the 2013 Cadillac SRX. With room for five, the two-row Cadillac SRX features a potential discount of 13.2%, bringing its MSRP of \$38,225 down by \$5,059 to a national market average price of \$33,166, for an affordable payment of \$477 per month. An especially helpful feature for families with young children is an Automatic Occupant Sensing System, which displays icons on the dash to indicate which rear seats are occupied and whether those passengers have buckled their seatbelts. An alert on the display will also let Mom or Dad know whether any of the passengers in the backseat have unbuckled, preventing them from having to turn around to ensure everybody remains properly strapped in.

If your kidlet commuters want to carpool in complete luxury, the fancy five-seat BMW X5 with xDrive starts with a whopping MSRP of \$57,625, but its average price is a significant \$7,543 lower at \$50,082; that's a potential savings of 13.1% off the suggested MSRP of BMW's luxurious utility vehicle. Put down a 20% deposit, and with a 3 percent APR, your monthly payments would equal about \$720 (not including sales tax, fees, or any other fees). On the other hand, the BMW X5 also features some of the best around-town fuel economy of all the vehicles on this list, at 19 mpg in the city.

The all-new 2014 Lincoln MKT seats seven and boasts a potential 9.1 percent discount -- which translates to a potential \$3,972 savings. That brings the national market average price of Lincoln's luxurious people-mover down from an MSRP of 43,680 down to \$39,8708 — or about \$571 per month after a 20% down payment.

Looking for a Minivan? Meander over to the 2013 Nissan Quest, the 2013 Chrysler Town & Country, or 2013 Honda Odyssey.

When it comes to flexible space for people and their stuff, nothing beats a minivan, with enough room to transport your students and maybe even a few sports teams.

It's possible to drive a minivan and not break the bank thanks to the Nissan Quest, which is the most affordable vehicle in this edition of Steals on Wheels. A giant 15.1 percent discount off its \$30,585 MSRP equals a potential savings of \$4,628 or an average price of \$25,958. That all adds up to a super-affordable \$373 monthly payment for Nissan's seven-passenger family mover. With city fuel economy of 19 mpg, driving the Quest keeps carpooling easy on your pocketbook.

The upscale Chrysler Town & Country offers a variety of flexible cargo and seating systems, as well as potential discount of 10.1 percent off its \$42,140 MSRP. With room for seven and plenty of stuff, that potential savings of \$4,273 brings the average market price down to about \$37,867 — or just about \$544 monthly.

Honda's Odyssey minivan boasts an excellent reputation for safety, resale, and reliability, as well as a potential discount of 9.7 percent off its Touring trim level. That translates into a possible savings of up to \$4,096, bringing its MSRP of \$42,360 down to a market average price of \$38,264 for Honda's popular people mover. The Honda Odyssey also boasts the best fuel economy of any vehicle in this edition of "Steals on Wheels" thanks to 19 mpg city, 28 hwy, and 23.1 mpg combined.

Ready To Go Shopping for a New Minivan or Sport/Utility Vehicle?

These deals are available nationwide and demonstrate potential savings on new cars based on the possible discount from the Manufacturers Suggested Retail Price (MSRP). Keep in mind, each edition of "Steals on Wheels" may include potential savings from such special offers as manufacturer's rebates, cash incentives, or special leasing offers, which helps place them among the greatest opportunities for savings for new car shoppers over the upcoming weeks. These steals may also feature manufacturer's rebates and cash incentives, depending on what our data shows to be the greatest opportunities for savings for new car shoppers in the upcoming weeks.

As always, here are some really important things to keep in mind, such as:

- We highlight the top discounts (this week on Minivans and Sport/Utility Vehicles) off the MSRP by the particular trim level, since potential discounts

can vary greatly between the trim levels. So for this week, the Ford Expedition in 2WD XLT trim (for example), was the most highly discounted trim of the entire Expedition lineup in relation to its MSRP, and was a high enough discount to make our list.

- Incentives and leasing programs are subject to change and should be confirmed with your dealer.
- Deals are limited to inventory on hand. Your Certified Dealer must confirm that actual inventory, including your preferred options and colors, is in stock.
- Average Paid is based on the national average of recent vehicle transactions, including destination and delivery charges after incentives that are subject to change, but does not include tax, title, licensing, documentation or processing fees, other state and governmental charges and/or fees, or any other charges or fees allowed by law. This is a national average, so you might find better pricing based on sales in your local area at your Certified Dealer. Be sure to visit https://driveyourdream-edge.truecar.com/main.html?referrer_id=ZABUY0002 to view local pricing on any car and to be connected with a local Certified Dealer who will provide you pricing information for the vehicle you are researching.

Our car buying service will show you what others paid for the car you want in your area and you'll be able to see dealers pricing, available incentives, and any additional program savings. See your savings by visiting https://driveyourdream-edge.truecar.com/main.html?referrer_id=ZABUY0002.