



JeffCars.com's Top 20 Best Month-End Deals for July '08

<u>Vehicle Type</u>	<u>2008 MSRP</u>	<u>Cash Rebate</u>	<u>Category/ M-P-G*</u>	<u>Financing/Leasing & Dealer Incentives</u>
<u>Cars</u>				
Saturn Astra	\$15,875- \$18,375	N/A	Compact 24 city/32 hwy	Saturn has a no negotiation policy; (due to slow sales, expect for some dealers to offer up to \$3,000 off MSRP)
Jaguar Cars	\$63,835- \$104,225	N/A	Premium Luxury 15 city/25 hwy	*excludes popular 2009 Jaguar XF; 2.9% for 60 months on XJ
<u>Convertibles</u>				
Chrysler Crossfire	\$29,510- \$38,955	N/A	Compact Roadster/Hard top 15 city/25 hwy	similar to the 2004 Mercedes-Benz SLK; also available as a coupe; up to \$400 available from dealer
2009 Mitsubishi Eclipse Spyder	\$25,699- \$29,699	N/A	Roadster/ Coupe 16 city/26 hwy	4.9% for 60 months; \$2,000 rebate or 2.9% for 60 months on 2008 vehicles
Nissan 350Z	\$28,120- \$41,500	N/A	Roadster/Hard top 17 city/24 hwy	lease specials available; 2.9 for 60 months
<u>SUVs</u>				
Mitsubishi Endeavor	\$27,599- \$29,099	\$4,000	Sports Utility 15 city/22 hwy	or 0% for 72 months; \$1,500 in dealer incentives available
Nissan Armada	\$35,500- \$44,800	\$5,000	Sports Utility 12 city/18 hwy	or 0% for 60 months; similar to Infiniti QX56
Nissan Pathfinder	\$26,300- \$39,300	\$2,500	Sports Utility 13 city/22 hwy	or 2.9 for 72 months
Nissan Xterra	\$21,240- \$28,740	\$3,000	Sports Utility 14 city/20 hwy	or 0.9% for 72 months
<u>CROSS UTILITY & MINIVANS</u>				
Chrysler Pacifica	\$24,635- \$36,195	\$3,500-\$4,000	Cross Utility 14 city/23 hwy	or 5.9% for 72 months
Mazda CX-9	\$29,400- \$34,655	N/A	Cross Utility 15 city/22 hwy	1.9 for 60 months
Nissan Quest	\$25,080- \$34,780	\$3,500	Minivan 16 city/24 hwy	or 1.9% for 72 months

MIDSIZE & LARGE TRUCKS

Cadillac Escalade EXT	\$54,890	\$3,000*	Large Truck 12 city/19 hwy	*up to \$3,000 purchase bonus cash; or 0% available for 72 months
Chevy Avalanche	\$33,435-	\$5,000	Large Truck 12 city/20 hwy	or 0% for 72 months; similar to Cadillac Escalade EXT
Dodge Ram 1500	\$22,150- \$41,350	\$5,000 - \$6,000*	Large Truck 13 city/19 hwy	or 0% for 72 months plus \$1,000* Chrysler Financial Bonus; up to \$3,400 in additional dealer incentives may be available
Honda Ridgeline	\$28,000- \$35,090	N/A	Midsize Truck 15 city/20 hwy	2.9 for 60 months or up to \$4,500 in incentives may be available from dealer
Lincoln Mark LT	\$38,615- \$42,015	\$6,500*	Large Truck 12 city/17 hwy	or \$1,000* bonus cash available if financed or leased with automaker; an additional \$500 incentive available via dealer; or 7.9% for 72 months
Mitsubishi Raider	\$19,990- \$28,280	\$4,000	Midsize Truck 14 city/20 hwy	or 0% for 72 months; similar to Dodge's Dakota; up to \$1,500 in dealer incentives available
Nissan Frontier	\$16,530- \$28,330	\$1,750-\$2,500	Midsize Truck 17 city/23 hwy	or 2.9% for 60 months (4-cyl); 0.9% for 60 months (6-cyl)
Nissan Titan	\$23,700- \$38,530	\$5,000	Large Truck 12 city/17 hwy	or 1.9% for 72 months

How to Interpret Chart:

Unless noted, this report represents 2007 or 2008 model year vehicles. This report is based on new models over 100 days that have been in the total U. S. dealership inventory as of July 1, 2008. Unless the vehicle is a Saturn, most of the vehicles on the list can be purchased near or below invoice, the price the dealer paid. Isuzu is phasing out their dealer body this year, providing consumers great deals on any remaining vehicles. Chrysler LLC continues to offer gas incentives plus \$1,000, compensating for the rising gas prices. And, Mazda is offering 0% for 36 months on most of their line up. Check with your dealer for more details.

Don't forget, if you're a small business owner, the IRS offers a one-time \$25,000 deduction plus the standard 20% tax deduction on the purchase of a new or pre-owned SUV or full-size truck with a Gross Vehicle Weight Rating (GVWR) of 6,000 or more on your taxes next year. Consult your tax accountant for more details. To locate the GVWR, visit our new car-buying guide.

Incentives may vary based on region or model and may be subject to change. Cash incentives may include loyalty rebates, college graduate programs, military incentives, lease cash and/or incentives available for the general public. Most of the incentives on our list end on July 31, 2008. All incentives should be verified via the dealers' and the automakers' Website. As opposed to rebates, the automaker may offer special financing and/or competitive lease specials. All incentives are current as of July 23, 2008.

*The MPG (Miles Per Gallon) is based on the smallest and largest gasoline engine choices available per model.

To find the price of the aforementioned vehicles, visit JeffCars.com and click on the New Car Buying Guide.

Sources: Automotive News, Automakers, EPA & JeffCars.com

