

Year	Vehicle	Stock #	List Price	Retail Customer Cash	Retail Bonus Cash	Bonus Cust Cash	Ford Credit Bonus	ECO BONUS Cash	Owner Loyalty	Ford Credit Low Apr	Stand Alone APR	SMC Disc	Total Off	Sale Price
2016	C-Max Energi	FE545	\$35,980	\$500	\$5,000					00/0/0/2.9	500+0%/72	\$2,500.00	8,000.00	\$27,980.00
2016	Focus	5153	\$19,580	\$4,000						0/0/0/2.9	0%/72	\$1,700.00	5,700.00	\$13,880.00
2016	Taurus	FE391	\$33,700	\$2,950	\$750		\$1,750			0/0/0/2.9	2500+0%/72	\$2,550.00	8,000.00	\$25,700.00
2016	Edge	9129	\$31,670	\$1,000	\$1,750					0/0/0/1.9/2.9	0%/72	\$2,000.00	4,750.00	\$26,920.00
2016	Explorer w/2.3 ECO	FE264	\$49,965	\$1,000	\$1,750			\$500		0/0/0/1.9/2.9	2500+0%/60	\$2,750.00	6,000.00	\$43,965.00
2016	F-150 Reg Cab XL	FE467	\$30,629	\$1,000	\$1,000	\$1,500	\$500			.9/1.9/2.9/4.9/5.9	0%/72	\$2,500.00	6,500.00	\$24,129.00
2016	F-150 SC/CRW XL	9907	\$39,659	\$1,000	\$1,000	\$1,500	\$500			.9/1.9/2.9/4.9/5.9	0%/72	\$3,700.00	7,700.00	\$31,959.00
2016	F150 SC/CRW XL 2.7	FD750	\$39,259	\$1,000	\$1,000	\$1,500	\$500	\$300		.9/1.9/2.9/4.9/5.9	0%/72	\$3,700.00	8,000.00	\$31,259.00
2016	F-150 SC/CRW XLT	7819	\$41,380	\$2,250	\$1,000	\$1,500	\$500			.9/1.9/2.9/4.9/5.9	0%/72	\$4,250.00	9,500.00	\$31,880.00
2016	F150 SC/CRW XLT 2.7	O671	\$44,050	\$2,250	\$1,000	\$1,500	\$500	\$300		.9/1.9/2.9/4.9/5.9	0%/72	\$4,450.00	10,000.00	\$34,050.00
2016	F-150 SC/CRW LRT	FD749	\$51,334	\$1,000	\$1,500		\$500			.9/1.9/2.9/4.9/5.9	0%/72	\$4,500.00	7,500.00	\$43,834.00
2016	F150 SC/CRW KR/PLT	FE124	\$66,294	\$500	\$1,500		\$500			.9/1.9/2.9/4.9/5.9	0%/72	\$5,000.00	7,500.00	\$58,794.00
2016	F250 Reg													
2016	F250 LRT/KR/PLAT	FE129	\$58,289	\$3,000	\$500		\$1,250			.9/1.9/2.9/4.9/5.9		\$4,250.00	9,000.00	\$49,289.00
2016	F250 SC/CRW													
2017	Fusion	FE578	\$23,380	\$750	\$250				1000	0/0/0/1.9/2.9	250+0%/60	\$2,000.00	3,000.00	\$20,380.00
2017	Fusion Energi	FE483	\$32,380	\$1,500			\$500		1000	0/0/0/1.9/2.9	500+0%/60	\$2,500.00	4,500.00	\$27,880.00
2017	Fusion Hybrid	FE440	\$26,840	\$750	\$1,500		\$250		1000	0/0/0/1.9/2.9	1750+0%/60	\$1,500.00	4,000.00	\$26,070.00
2017	Mustang	FE591	\$28,070	\$250						.9/1.9/2.9/4.9/5.9		\$1,750.00	2,000.00	\$26,070.00
2017	Escape	FE344	\$24,880	\$1,000	\$500				500	0/0/0/1.9/2.9	500+0%/60	\$2,000.00	3,500.00	\$21,380.00
2017	Explorer	FE653	\$35,350	\$750	\$1,750		\$250			0/0/1.9/2.9/3.9	200+0%/48	\$2,250.00	5,000.00	\$30,350.00
2017	Expedition	FE509	\$55,150	\$2,000	\$3,750		\$500			0/0/0/1.9/2.9	4250+0%/60	\$3,750.00	10,000.00	\$45,150.00

***SEE A MANAGER FOR SMC DISCOUNT ON DEALER TRADES FOR SALES PRICES AND DISCOUNTS