

REVISED:05/18/2017 Ford Programs for MAY

"MEMORIAL DAY SALES EVENT"

Year	Vehicle	Stock #	List Price	Retail Customer Cash	Retail Bonus Cash	Ford Credit Bonus	OPEN BONUS CASH	ECO BONUS	*OWNER Loyalty	Ford Credit Low Apr	SMC Disc	Total Off	Sale Price
2016	Taurus	FE958	\$32,405	\$3,400		\$1,000			\$500	0/0/9/2.9/3.9	\$3,100.00	8,000.00	\$24,405.00
2016	F150 SC/CRW XL/XLT	FE698	\$46,814	\$1,650	\$1,500	\$500	\$1,500		\$500	0/0/0/1.9/2.9	\$3,850.00	9,500.00	\$37,314.00
2016	F150 SC/CRW XL/XLT 2.7	FE601	\$42,696	\$1,650	\$1,500	\$500	\$1,500	\$300	\$500	0/0/0/1.9/2.9	\$4,050.00	10,000.00	\$32,969.00
2016	F-150 SC/CRW LRT	FE90	\$59,149	\$400	\$2,500	\$500			\$500	0/0/0/1.9/2.9	\$4,800.00	8,700.00	\$50,499.00
2017	C-Max Energi	FF409	\$28,850	\$500	\$1,900					0/0/0/1.9/2.9	\$1,600.00	4,500.00	\$27,580.00
2017	Taurus	5026	\$28,605	\$2,850		\$500			\$500	0/9/1.9/3.9	\$1,150.00	5,000.00	\$23,605.00
2017	Fiesta	FF37	\$17,245	\$200					\$500	0/0/0/1.9/2.9	\$600.00	1,300.00	\$15,945.00
2017	Focus	FF321	\$18,035	\$2,000	\$500	\$250	\$500		\$500	0/0/0/0/2.9	\$1,250.00	5,000.00	\$13,035.00
2017	Focus ST	FF275	\$31,630	\$2,000	\	\$250	\$500		\$500	0/0/0/0/2.9	\$1,750.00	5,000.00	\$26,630.00
2017	Fusion Energi	FF393	\$34,270	\$1,000	\$1,000	\$750			\$500	0/0/0/0/2.9	\$1,500.00	4,750.00	\$29,520.00
2017	Fusion 1.5L	FF389	\$26,005	\$2,000	\$500	\$500	\$500		\$500	0/0/0/0/3.9	\$1,500.00	5,500.00	\$24,325.00
2017	Fusion 2.0/2.7L	3168	\$29,745	\$2,000	\$500	\$1,000	\$500		\$500	0/0/0/0/3.9	\$1,500.00	6,000.00	\$26,140.00
2017	Fusion 2.5L	FF327	\$23,380	\$2,000		\$500	\$500		\$500	0/0/0/0/3.9	\$1,500.00	5,000.00	\$18,380.00
2017	Fusion SPORT	FE836	\$41,210	\$2,000	\$500	\$1,000	\$500		\$500	0/0/0/2.9/3.9	\$2,000.00	6,500.00	\$34,710.00
2017	Mustang	FE926	\$31,485	\$1,400		\$500			\$500	0/9/1.9/3.9/4.9	\$1,600.00	4,000.00	\$27,485.00
2017	Flex	FF13	\$42,640	\$1,350	\$1,000				\$500	0/9/1.9/3.9/4.9	\$2,150.00	5,000.00	\$37,640.00
2017	Escape SE/S	FE733	\$24,880	\$3,400			\$500		\$500	0/0/0/1.9/2.9	\$1,600.00	6,000.00	\$18,880.00
2017	Escape Titanium	1377	\$35,265	\$3,400			\$500		\$500	0/0/0/1.9/2.9	\$2,100.00	6,500.00	\$28,765.00
2017	Edge	FF399	\$30,425	\$1,350	\$1,000		\$500		\$500	0/0/0/1.9/2.9	\$1,650.00	5,000.00	\$26,920.00
2017	Explorer Base/XLT	FF42	\$35,335	\$2,500			\$500		\$500	0/0/0/2.9/3.9	\$2,000.00	5,500.00	\$29,835.00
2017	Expedition	FE944	\$70,651	\$1,900	\$3,250	\$750			\$500	0/0/0/1.9/2.9	\$3,600.00	10,000.00	\$60,651.00
2017	F150 RC - this one only	FF196	\$30,919	\$1,500	\$1,500	\$1,250	\$250		\$500	1/1.9/2.9/4.9/5	\$1,500.00	6,500.00	\$24,419.00
2017	F150 XL 2.7	FF365	\$43,789	\$1,500	\$1,500	\$1,250	\$250	\$300	\$500	1/1.9/2.9/3.9/5	\$3,700.00	9,000.00	\$34,789.00
2017	F150 XL	FF359	\$38,974	\$1,500	\$1,500	\$1,250	\$250		\$500	1/1.9/2.9/4.9/5	\$3,500.00	8,500.00	\$30,474.00
2017	F150 LRT-KR-PLAT	FE936	\$54,374	\$500	\$250	\$1,250			\$500	1/1.9/2.9/4.9/5	\$4,000.00	6,500.00	\$47,874.00
2017	F150 XLT 2.7	FE794	\$46,014	\$1,750	\$1,500	\$1,250	\$250	300	\$500	1/1.9/2.9/4.9/5	\$3,950.00	9,500.00	\$36,514.00
2017	F150 XLT	FF93	\$45,244	\$1,750	\$1,500	\$1,250	\$250		\$500	1/1.9/2.9/4.9/5	\$3,750.00	9,000.00	\$36,244.00
2017	F250 REG	FE925	\$42,614	\$500	\$750	\$750			\$500	9/3.9/4.9/6.9/7	\$3,200.00	5,700.00	\$36,914.00
2017	F250 SC/CRW XL/XLT	FE846	\$44,799	\$500	\$750	\$750			\$500	9/3.9/4.9/6.9/7	\$3,500.00	6,000.00	\$38,799.00
2017	F250/350 LRT/KR	FE980	\$65,839	\$500		\$750			\$500	9/3.9/4.9/6.9/7	\$4,250.00	6,000.00	\$59,839.00