

REVISED:06/20/18 **Ford Programs for June**

Year	Vehicle	Stock #	List Price	Retail Customer Cash	Ford Credit Bonus	Retail Bonus CASH	VIN other Bonus	Cert Bonus	Pkg Bonus	2.7 ECO BONUS	Ford Credit Low Apr	FCTP/ SMC Disc	Total Off	Sale Price
2017	Mustang SHELBY this one	FF796	\$61,675										4,700.00	\$56,975.00
2018	Fiesta	FG379	\$19,820	\$2,500							0/0/0/1.9/2.9	\$500	3,000.00	\$16,820.00
2018	Fiesta FCTP	FG318	\$17,700	\$2,550							0/0/0/1.9/2.9	1000+500	4,000.00	\$13,700.00
2018	Focus	FG625	\$19,210	\$4,000							0/0/0/1.9/2.9	\$1,300	5,300.00	\$13,910.00
2018	Focus FCTP	FG104	\$21,505	\$4,000							0/0/0/1.9/2.9	1000+1300	6,300.00	\$15,205.00
2018	Focus ST	FG642	\$27,350	\$3,500							0/0/0/1.9/2.9	\$1,500	5,000.00	\$22,350.00
2018	Fusion	FG627	\$24,370	\$2,000							0/0/0/0/2.9	\$1,500	3,500.00	\$20,870.00
2018	Fusion FCTP	FG444	\$25,250	\$2,000							0/0/0/02.9	1500+1500	5,000.00	\$20,250.00
2018	Fusion - Energi FCTP	FG704	\$32,565	\$1,500	\$750	\$1,250					0/0/0/0/2.9	3500+1500	8,500.00	\$24,065.00
2018	Fusion Hybrid													
2018	Taurus	FG694	\$28,950	\$3,000	\$2,500						0/9/1.9/3.9/4.9	\$2,500	8,000.00	\$20,950.00
2018	Flex	FF990	\$42,380	\$1,500	\$500	\$1,000					0/0/9/2.9/3.9	\$2,500	5,500.00	\$36,880.00
2018	Ecosport	FG462	\$26,376	\$1,000		\$500		2=500			0/0/9/2.9/3.9	\$1,500	3,500.00	\$22,876.00
2018	Ecosport- FCTP	FG193	\$26,380	\$1,000		\$500		2=500			0/0/9/2.9/3.9	1000+1500	4,500.00	\$21,880.00
2018	Escape	FG174	\$25,825	\$1,500		\$1,000		2=500			0/0/01.9/2.9	\$1,500	4,500.00	\$21,325.00
2018	Escape FCTP	FG213	\$28,335	\$1,500		\$1,000		2=500			0/0/0/1.9/2.9	1500+1500	6,000.00	\$22,335.00
2018	Edge	FG556	\$30,695	\$1,500	\$500	\$1,000		2=500			0/0/0/1.9/2.9	\$1,500	5,000.00	\$25,695.00
2018	Explorer	FG170	\$37,945	\$1,500	\$1,000			2=500			0/0/0/1.9/2.9	\$2,000	5,000.00	\$32,945.00
2018	Explorer FCTP	FG253	\$46,270	\$1,500	\$1,000			2=500			0/0/0/1.9/2.9	1500+2000	6,500.00	\$39,770.00
2018	Expedition XLT	FG414	\$59,415	\$1,500	\$1,250						.9/1.9/2.9/4.9/5.9	\$2,250	5,500.00	\$53,915.00
2018	Expedition PLAT													
2018	F150 XL REG	FF949	\$31,669	\$500	\$750	\$750	\$1,500				.9/1.9/2.9/4.9/5.9	\$1,500	5,000.00	\$26,669.00
2018	F150 XL SC/CRW 2.7	FG717	\$41,849	\$500	\$750	\$750	\$1,500			300	.9/1.9/2.9/4.9/5.9	\$3,200	7,000.00	\$34,849.00
2018	F150 XLT	FG648	\$50,319	\$1,750	\$750	\$750	\$1,500				.9/1.9/2.9/4.9/5.9	\$3,750	8,500.00	\$41,819.00
2018	F150 XLT 2.7	FG525	\$51,059	\$1,750	\$750	\$750	\$1,500			\$300	.9/1.9/2.9/4.9/5.9	\$3,950	9,000.00	\$42,059.00
2018	F150 LRT/PLAT/ KR	FG338	\$58,359	\$500	\$750	\$750					.9/1.9/2.9/4.9/5.9	\$4,500	6,500.00	\$51,859.00
2018	F250/F350	FG364	\$48,624	\$500	\$500						2.9/3.9/4.9/6.9/7.9	\$4,000	5,000.00	\$43,624.00

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