

REVISED:11/15/18		Ford Programs for		November									
Year	Vehicle	Stock #	List Price	Retail Customer Cash	Retail Bonus Customer	Ford Credit Bonus	Fast \$250 cert Cash	Owner 95 or newer Loyalty	2.7 ECO and other BONUS	Ford Credit Low Apr	FCTP/ SMC Disc	Total Off	Sale Price
2019	Fiesta	1334	\$15,520	\$1,000						0/0.9/1.9/3.9/4.9	\$600	1,600.00	\$13,920.00
2019	Fusion Energi FCTP	FH2	\$36,970		\$1,500	\$500				0/0/0/1.9/2.9	3000+2000	7,000.00	\$29,970.00
2019	Mustang	FG978	\$49,015	\$1,000						1.9/2.9/3.9/5.9/6.9	\$2,100	3,100.00	\$45,915.00
2019	Escape	FH120	\$25,485	\$500	\$500			\$500		0/0.9/1.9/3.9/4.9	\$1,000	2,500.00	\$22,985.00
2019	Edge	FG189	\$41,665	\$500	\$500		2x\$250	\$500	\$500	0/0.9/1.9/3.9/4.9	\$1,500	4,000.00	\$37,665.00
2019	Explorer	FH169	\$36,090	\$500		\$500		\$500		0.9/1.9/2.9/4.9/5.9	\$1,500	3,000.00	\$33,090.00
2019	F150 XL	5122	\$47,939	\$500	\$750	\$500				2.9/3.9/4.9/6.9/7.9	\$3,250	5,000.00	\$42,939.00
2019	F150 XLT	7649	\$49,289	\$1,250	\$750	\$500				2.9/3.9/4.9/6.9/7.9	\$3,500	6,000.00	\$43,289.00
2019	F150 LRT	FH164	\$69,995	\$500		\$500				2.9/3.9/4.9/6.9/7.9	\$4,000	5,000.00	\$64,995.00
2019	F250 STX	FH24	\$48,559	\$1,000	\$1,000	\$500				2.9/3.9/4.9/6.9/7.9	\$3,200	5,700.00	\$42,859.00
2019	F250/F350	FH1	\$50,354	\$1,000		\$500				2.9/3.9/4.9/6.9/7.9	\$3,500	5,000.00	\$45,354.00
2018	Fiesta	FG941	\$20,705	\$2,500						0/0/0/1.9/2.9	\$1,300	3,800.00	\$16,905.00
2018	Fiesta FCTP	FG379	\$19,820	\$2,500						0/0/0/1.9/2.9	1000+1500	5,000.00	\$14,820.00
2018	Focus	FG187	\$21,505	\$3,000		\$1,000				0/0/0/1.9/2.9	\$1,600	5,600.00	\$15,905.00
2018	Focus FCTP	FG337	\$21,900	\$3,000		\$1,000				0/0/0/1.9/2.9	1000+1500	6,500.00	\$15,400.00
2018	Focus Titanium	FG610	\$27,120	\$3,000		\$1,000				0/0/0/1.9/2.9	\$2,200	6,200.00	\$20,920.00
2018	Fusion -these 2 only	FG373	FG20	\$30,280	\$2,000					0/0/0/0/2.9	\$2,500	4,500.00	\$25,780.00
2018	Fusion FCTP	FG527	\$25,745	\$2,000						0/0/0/0/2.9	1500+1800	5,300.00	\$20,445.00
2018	Mustang	FG693	\$34,740	\$2,000	\$500					0.9/1.9/2.9/4.9/5.9	\$1,500	4,000.00	\$30,740.00
2018	Ecosport	FG995	\$25,880	\$1,750				\$500	\$750	0/0/0.9/2.9/3.9	\$1,500	4,500.00	\$21,380.00
2018	Ecosport- FCTP	FG676	\$25,880	\$1,750				\$500	\$750	0/0/0.9/2.9/3.9	1500+1500	6,000.00	\$19,880.00
2018	Escape	FH64	\$25,320	\$2,250	\$500			\$500	\$750	0/0/0/1.9/2.9	\$2,000	6,000.00	\$19,320.00
2018	Escape FCTP	FG974	\$25,320	\$2,250	\$500			\$500	\$750	0/0/0/1.9/2.9	1500+2000	7,500.00	\$17,820.00
2018	Edge	FG862	\$30,890	\$1,500	\$1,000	\$500	2x\$250	\$500	\$750	0/0/0/1.9/2.9	\$2,250	7,000.00	\$23,890.00
2018	Explorer	FG924	\$41,620	\$2,500		\$1,000		\$500	\$750	0/0/0/1.9/2.9	\$2,750	7,500.00	\$34,120.00
2018	F150 XL REG	FF949	\$31,669	\$1,500	\$1,500	\$500				0/0/1.9/2.9/3.9	\$2,500	6,000.00	\$25,669.00
2018	F150 XL CRW	FH205	\$44,054	\$1,500	\$1,500	\$500	\$1,000		\$300	0/0/0.9/2.9/3.9	\$3,200	8,000.00	\$36,054.00
2018	F150 XLT 302A	FG848	\$49,959	\$2,750	\$1,500	\$500				0/0/0.9/2.9/3.9	\$3,500	8,250.00	\$41,709.00
2018	F150 CRW XLT 2.7 - FCTP	FG525	\$51,119	\$2,750	\$1,500	\$500			\$300	0/0/0.9/2.9/3.9	1500+3700	10,250.00	\$40,869.00
2018	F150 XLT 2.7 302A	FG824	\$48,699	\$2,750	\$1,500	\$500			\$300	0/0/0.9/2.9/3.9	\$3,700	8,750.00	\$39,949.00
2018	F150 LRT/PLAT/ KR	FH188	\$61,324	\$1,500		\$500				0/0/0.9/2.9/3.9	\$4,500	6,500.00	\$54,824.00
2018	F150 LRT - FCTP	FG826	\$65,883							0.9/1.9/2.9/4.9/5.9	1500+5500	7,000.00	\$58,883.00
2018	F250/F350 -FCTP	FG578	\$64,975	\$1,750		\$500				1.9/2.9/3.9/5.9/6.9	1000+3750	7,000.00	\$57,975.00
*	OWNER LOYALTY QUALIFIES WITH HOUSEHOLD OWNERSHIP OF A '95 OR NEWER FORD OR MERCURY												
***	SEE A MANAGER FOR SMC DISCOUNT ON DEALER TRADES FOR SALES PRICES AND DISCOUNTS												