

REVISED:05/02/18 **Ford Programs for MAY**

Year	Vehicle	Stock #	List Price	Retail Customer Cash	Ford Credit Bonus	Retail Bonus CASH	VIN other Bonus	Pkg Bonus	Con-quest BONUS	Ford Credit Low Apr	FCTP/ SMC Disc	Total Off	Sale Price
2017	Fiesta FCTP this one	FF58	\$19,275	\$2,500						0/0/0/1.9/2.9	1000+1500	5,000.00	\$14,275.00
2017	Mustang SHELBY this one	FF796	\$61,675								\$2,700	2,700.00	\$58,975.00
2017	Edge this one	FF551	\$40,340								\$10,400	10,400.00	\$31,840.00
2017	F250 GAS this one	FG111	\$49,539	\$1,000	\$2,000			\$750		1.9/2.9/3.9/5.9/6.9	\$4,819	8,569.00	\$40,970.00
2018	Fiesta	FG318	\$17,700	\$2,500						0/0/0/1.9/2.9	\$500	3,000.00	\$14,700.00
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	500+1300	5,800.00	\$15,705.00
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						0/0/0/0/2.9	1000+1500	4,500.00	\$20,750.00
2018	Fusion - Energi FCTP	FF360	\$34,850	\$1,500	\$750	\$1,250				0/0/0/0/2.9	3000+1500	8,000.00	\$26,850.00
2018	Fusion Hybrid	FG412	\$33,580	\$1,000	\$500	\$2,000				0/0/0/0/2.9	\$2,100	5,600.00	\$27,980.00
2018	Taurus	FG251	\$33,700	\$3,000	\$2,500					0/9/1.9/3.9/4.9	\$2,300	7,800.00	\$25,900.00
2018	Flex	FF990	\$42,380	\$1,500	\$500	\$1,000			\$750	0/0/9/2.9/3.9	\$2,250	6,000.00	\$36,380.00
2018	Ecosport	FG305	\$25,980	\$1,000		\$500			\$750	0/0/9/2.9/3.9	\$1,250	3,500.00	\$22,480.00
2018	Ecosport- FCTP	FG193	\$26,380	\$1,000		\$500			\$750	0/0/9/2.9/3.9	500+1250	4,000.00	\$22,380.00
2018	Escape	FG174	\$25,825	\$1,500		\$1,000	1000-VIN		\$750	0/0/0/1.9/2.9	\$1,600	5,850.00	\$19,975.00
2018	Escape FCTP	FG333	\$28,335	\$1,500		\$1,000	1000-VIN		\$750	0/0/0/1.9/2.9	1000+1600	6,850.00	\$21,485.00
2018	Edge	FG556	\$30,695	\$1,500	\$500	\$1,000			\$750	0/0/0/1.9/2.9	\$1,750	5,500.00	\$25,195.00
2018	Explorer	FG417	\$35,715	\$1,500	\$1,000				\$750	0/0/0/1.9/2.9	\$2,250	5,500.00	\$30,215.00
2018	Explorer FCTP	FG71	\$45,970	\$1,500	\$1,000		1500-VIN		\$750	0/0/0/1.9/2.9	1000+2250	8,000.00	\$37,970.00
2018	Expedition XLT	FG414	\$59,415	\$1,500	\$1,250				\$750	0.9/1.9/2.9/4.9/5.9	\$3,500	7,000.00	\$52,415.00
2018	Expedition PLAT	FG506	\$81,910	\$500					\$750	2.9/3.9/4.9/6.9/7.9	\$3,500	4,750.00	\$77,160.00
2018	F150 XL REG	FF949	\$31,669	\$500	\$750	\$750	\$1,500			0.9/1.9/2.9/4.9/5.9	\$1,500	5,000.00	\$26,669.00
2018	F150 XL SC/CRW 2.7	FG630	\$44,658	\$500	\$750	\$750	\$1,500	\$1,000	300 eco	0.9/1.9/2.9/4.9/5.9	\$3,200	8,000.00	\$36,658.00
2018	F150 XLT	FG452	\$43,139	\$1,750	\$750	\$750	\$1,500			0.9/1.9/2.9/4.9/5.9	\$3,750	8,500.00	\$34,639.00
2018	F150 XLT 2.7	FG415	\$48,274	\$1,750	\$750	\$750	\$1,500		300 eco	0.9/1.9/2.9/4.9/5.9	\$3,950	9,000.00	\$39,274.00
2018	F150 LRT/PLAT/ KR	FG338	\$58,359	\$500	\$750	\$750				0.9/1.9/2.9/4.9/5.9	\$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	\$53,264.00

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