

Year	Vehicle	Stock #	List Price	Retail Customer Cash	Retail Open Bonus	Ford Credit Bonus	Open & BONUS CASH	Con-quest BONUS	Ford Credit Low Apr	SMC Disc	Total Off	Sale Price
2017	C-Max Energi FCTP	FG352	\$28,380	\$1,000	\$2,000				0/0/0/2.9	\$5,000	8,000.00	\$20,380.00
2017	Fiesta FCTP	FF769	\$17,975	\$2,500					0/0/0/1.9/2.9	1000+1000	4,500.00	\$13,475.00
2017	Focus ST	FF275	\$31,810						0/0/0/1.9/2.9	\$2,500	6,000.00	\$25,810.00
2017	Focus RS	FF682	\$42,130							\$4,000	4,000.00	\$38,130.00
2017	Fusion - FCTP	FF493	\$25,500	\$2,500		\$500			0/0/0/2.9	1500+2500	7,000.00	\$18,500.00
2017	Mustang (this one)	FF664	\$50,340	\$2,000					0/1.9/1.9/3.9/4.9	\$3,500	5,500.00	\$44,840.00
2017	Escape FCTP	FG227	\$29,675							\$7,000	7,000.00	\$22,675.00
2017	Edge	FF159	\$34,760	\$1,500	\$1,000	\$1,000		\$1,000	0/0/0/1.9/2.9	\$2,500	7,000.00	\$27,760.00
2017	Explorer 2.3	FF862	\$44,815	\$2,500	\$500	\$500	\$300	\$1,000	0/0/0/1.9/2.9	\$2,200	7,000.00	\$37,815.00
2017	F150 XLT OUTLAW	FE863	\$63,597	\$2,000	\$1,500	\$1,250	\$750	2000+750	0/0/1.9/2.9/3.9	\$6,750	15,000.00	\$48,597.00
2017	F250 SC/CRW XL/XLT	FG83	\$45,584	\$1,000	\$750	\$1,250			1.9/2.9/3.9/5.9/6.9	\$4,000	7,000.00	\$38,584.00
2017	F350 REG	FF264	\$45,928	\$1,000	\$750	\$1,250			1.9/2.9/3.9/5.9/6.9	\$4,000	7,000.00	\$38,428.00
2018	Focus	FG337	\$21,900	\$4,000					0/0/0/1.9/2.9	\$1,300	5,300.00	\$16,600.00
2018	Focus FCTP	FG104	\$21,505	\$4,000					0/0/0/1.9/2.9	1000+1350	6,350.00	\$15,205.00
2018	Fusion FCTP	FG59	\$24,655	\$2,000				FG29	0/0/0/2.9	1500+1700	5,200.00	\$17,455.00
2018	Fusion - Energi FCTP	FG188	\$35,150	\$1,500	\$1,250	\$750			0/0/0/2.9	3500+1700	8,700.00	\$26,450.00
2018	Fiesta	FG318	\$17,700	\$1,500					0/0/0/1.9/2.9	\$500	2,000.00	\$15,700.00
2018	Taurus	FG95	\$28,855	\$2,500	\$1,000	\$1,000			0/1.9/1.9/3.9/4.9	\$1,500	6,000.00	\$22,855.00
2018	Flex	FF990	\$42,380	\$1,500	\$1,000	\$500		\$1,000	0/0/1.9/2.9/3.9	\$2,000	6,000.00	\$36,380.00
2018	Ecosport	FG206	\$22,875	\$500				\$1,000		\$1,000	2,500.00	\$20,375.00
2018	Escape	FG299	\$25,230	\$1,000	\$1,000			\$1,000	0/0/0/1.9/2.9	\$1,500	4,500.00	\$20,730.00
2018	Escape FCTP	FF978	\$28,335	\$1,000	\$1,000			\$1,000	0/0/0/1.9/2.9	1500+1500	6,000.00	\$22,335.00
2018	Edge	FF981	\$32,790	\$1,000	\$1,000			\$1,000	0/0/0/1.9/2.9	\$2,000	5,000.00	\$27,790.00
2018	Explorer	FG170	\$37,945	\$1,500		\$500		\$1,000	0/0/0/1.9/2.9	\$2,500	5,500.00	\$32,445.00
2018	Expedition	FG300	\$58,225	\$500		\$1,000		\$1,000	2.9/3.9/4.9/6.9/7.9	\$2,500	4,500.00	\$53,725.00
2018	F150 XL REG/SC	FF949	\$31,669	\$250	\$1,500	\$750			.9/1.9/2.9/4.9/5.9	\$1,500	4,250.00	\$27,419.00
2018	F150 XLT-302A	FG266	\$49,244	\$1,500	\$1,500	\$750	\$750		.9/1.9/2.9/4.9/5.9	\$4,000	8,500.00	\$40,744.00
2018	F150 XLT 302A 2.7	FG142	\$50,539	\$1,500	\$1,500	\$750	\$750	\$300	.9/1.9/2.9/4.9/5.9	\$4,000	8,800.00	\$41,739.00
	F150 XLT 300A/301A	FG182	\$53,109	\$1,500	\$1,500	\$750			.9/1.9/2.9/4.9/5.9	\$3,950	7,700.00	\$45,409.00
2018	F150 XLT 300A/301A 2.7	FF987	\$45,129	\$1,500	\$1,500	\$750	\$300		.9/1.9/2.9/4.9/5.9	\$3,950	8,000.00	\$37,129.00
2018	F150 LRT/PLAT/ KR	FG220	\$62,775	\$250		\$750			.9/1.9/2.9/4.9/5.9	\$4,500	5,500.00	\$57,275.00
2018	F250/F350	FG210	\$61,429	\$500		\$500			2.9/3.9/4.9/6.9/7.9	\$4,000	5,000.00	\$56,429.00

*A-X-Z-D PLAN AND RCL NOT ELIGIBLE FOR THIS INCENTIVE **TRADE ASSISTANCE QUALIFIES WITH TRADE OF A 95 OR NEWER VEHICLE ANY BRAND

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