

Year	Vehicle	Stock #	List Price	Retail Customer Cash	Retail Open Bonus	Ford Credit Bonus	Super Bowl Bonus	Open & BONUS CASH	Conquest BONUS	President Day Bonus	Ford Credit Low Apr	SMC Disc	Total Off	Sale Price
2017	C-Max Energi FCTP	FG352	\$28,380	\$1,000	\$2,000						0/0/0/0/2.9	\$5,000	8,000.00	\$20,380.00
2017	Fiesta FCTP	FF769	\$17,975	\$2,500						\$750	0/0/0/1.9/2.9	1000+1000	5,250.00	\$12,725.00
2017	Focus ST	FF275	\$31,810	\$3,500						\$750	0/0/0/1.9/2.9	\$2,500	6,750.00	\$25,060.00
2017	Focus RS	FF682	\$42,130							\$750		\$4,000	4,750.00	\$37,380.00
2017	Fusion - FCTP	FF493	\$25,500	\$2,500		\$500				\$750	0/0/0/0/2.9	1500+2500	7,750.00	\$17,750.00
2017	Mustang (this one)	FF664	\$50,340	\$2,000						\$750	0/9/1.9/3.9/4.9	\$3,500	6,250.00	\$44,090.00
2017	Escape FCTP	FG227	\$29,675									\$7,000	7,750.00	\$22,675.00
2017	Edge	FF159	\$34,760	\$1,500	\$1,000	\$1,000			\$1,000	\$750	0/0/0/1.9/2.9	\$2,500	7,750.00	\$27,010.00
2017	Explorer 2.3	FF862	\$44,815	\$2,500	\$500	\$500		\$300	\$1,000	\$750	0/0/0/1.9/2.9	\$2,200	7,750.00	\$37,065.00
2017	F150 XLT OUTLAW	FE863	\$63,597	\$2,000	\$1,500	\$1,250	\$750	\$750	2000+750		0/0/1.9/2.9/3.9	\$6,750	15,750.00	\$47,847.00
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	7,750.00	\$37,834.00
2017	F350 REG	FF264	\$45,928	\$1,000	\$750	\$1,250					1.9/2.9/3.9/5.9/6.9	\$4,000	7,750.00	\$37,678.00
2018	Fiesta	FG318	\$17,700	\$1,500						\$750	0/0/0/1.9/2.9	\$500	2,750.00	\$14,950.00
2018	Focus	FG337	\$21,900	\$4,000						\$750	0/0/0/1.9/2.9	\$1,300	6,050.00	\$15,850.00
2018	Focus FCTP	FG104	\$21,505	\$4,000						\$750	0/0/0/1.9/2.9	1000+1350	7,100.00	\$14,500.00
2018	Fusion FCTP	FG59	\$24,655	\$2,000						\$750	0/0/0/0/2.9	1500+1700	5,950.00	\$18,705.00
2018	Fusion - Energi FCTP	FG188	\$35,150	\$1,500	\$1,250	\$750				\$750	0/0/0/0/2.9	3500+1700	9,450.00	\$25,700.00
2018	Taurus	FG95	\$28,855	\$3,000	\$1,000	\$1,500				\$750	0/9/1.9/3.9/4.9	\$1,500	7,750.00	\$21,105.00
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	\$750		\$1,000	3,250.00	\$19,625.00
2018	Escape	FG299	\$25,230	\$750	\$1,000				\$1,000	\$750	0/0/0/1.9/2.9	\$1,750	5,250.00	\$19,980.00
2018	Escape FCTP	FF978	\$28,335	\$750	\$1,000				\$1,000	\$750	0/0/0/1.9/2.9	1500+1750	6,750.00	\$21,585.00
2018	Edge	FF981	\$32,790	\$1,000	\$1,000				\$1,000	\$750	0/0/01.9/2.9	\$2,000	5,750.00	\$27,040.00
2018	Explorer	FG170	\$37,945	\$1,500		\$500			\$1,000	\$750	0/0/0/1.9/2.9	\$2,500	6,250.00	\$31,695.00
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	\$750				.9/1.9/2.9/4.9/5.9	\$1,500	4,750.00	\$26,919.00
2018	F150 XLT-302A	FG266	\$49,244	\$1,500	\$1,500	\$750	\$750	\$750			.9/1.9/2.9/4.9/5.9	\$4,000	9,250.00	\$39,994.00
2018	F150 XLT 302A 2.7	FG142	\$50,539	\$1,500	\$1,500	\$750	\$750	\$750	\$300		.9/1.9/2.9/4.9/5.9	\$4,000	9,580.00	\$40,989.00
2018	F150 XLT 300A/301A	FG182	\$53,109	\$1,500	\$1,500	\$750	\$750				.9/1.9/2.9/4.9/5.9	\$3,950	8,450.00	\$44,659.00
2018	F150 XLT 300A/301A 2.7	FF987	\$45,129	\$1,500	\$1,500	\$750	\$750	\$300			.9/1.9/2.9/4.9/5.9	\$3,950	8,750.00	\$36,379.00
2018	F150 LRT/PLAT/ KR	FG220	\$62,775	\$250		\$750	\$750				.9/1.9/2.9/4.9/5.9	\$4,500	6,250.00	\$55,775.00
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