

<u>Year</u>	<u>Vehicle</u>	<u>Stock #</u>	<u>List Price</u>	<u>Retail Customer Cash</u>	<u>Retail Open Bonus</u>	<u>Ford Credit Retail Bonus Cash</u>	<u>F-150 Bonus</u>	<u>BONUS SPEC Customer Cash</u>	<u>Stand Alone Low Apr</u>	<u>72 MOS Special</u>	<u>SMC Disc</u>	<u>Total Off</u>
2015	Fiesta	FC181	\$17,995	1000				250 Cert	0/0/0/1.9	0%	750	2000
2015	Focus	FD265	\$21,010	1000		750			0/0/0/0	0%/ + 750	1500	3250
2015	Taurus	FD370	\$43,020	3000		2000			0/0/0/1.9	0%	2500	7500
2015	C-Max Energi	FC601	\$34,275			3000			0/0/0/1.9	0%	3300	6300
2015	Edge	FD329	\$34,275	1000					.9/1.9/2.9/4.9		2500	3500
2015	Escape	FD165	\$26,140	1500		750			0/0/0/1.9		2250	4500
2015	Expedition	FC912	\$66,675	1500		500			0/0/0/1.9	0%	4700	6700
2015	Flex	FD345	\$41,815	500		500			0.9/1.9/2.9/4.9		2000	3000
2015	F-150 XL	FD183	\$43,064	500	1000	750	1500		0/0/0/1.9		3750	7500
2015	F-150 XL 2.7	FD291	\$39,949	500	1000	750	1500	300 ECO	0/0/0/1.9		3450	7500
2015	F-150 XLT 2.7	522	\$44,659	500	1000	750	1500	1000+300 ECO	0/0/0/1.9		3950	9000
2015	F-150 XLT	818	\$39,184	500	1000	750	1500	1000 XLT	0/0/0/1.9		3750	8500
2015	F-150 Lariat	FD410	\$54,294	500	1000	750			0/0/0/1.9		4250	6500
2015	F-150 Lariat 2.7	FD143	\$50,484	500	1000	750		300 ECO	0/0/0/1.9		3950	6500
2015	F-150 KR/PLAT	FD363	\$63,325	500	1000				0/0/0/1.9		5000	6500
2015	F-250 REG	FC883	\$38,789	2500		1500			0.9/1.9/2.9/4.9		3000	7000
2015	F-250 CREW XLT	FC642	\$57,309	2500		1500			0.9/1.9/2.9/4.9		6000	10000
2015	F-250 CRW LARIAT	FC783	\$70,014	2500		1500			0.9/1.9/2.9/4.9		6100	10100
2015	ONLY this F-350 SC	FC852	\$53,324	2500		1500		2000	0.9/1.9/2.9/4.9		4500	10500
2015	Transit Connect	FC625	\$30,825	2000					0/0/0/1.9		2000	4000
2016	C-Max Hybrid	1220	\$32,335	500					0.9/1.9/2.9/4.9		1500	2000
2016	Focus	FD400	\$23,425	500					0.9/1.9/2.9/4.9		1500	2000
2016	Fusion	1156	\$24,165	1000	500	1000			0/0/0/1.9		1750	4250
2016	Fusion Hybrid	FD198	\$26,840	1000		1000			0/0/0/1.9		2000	4000
2016	Fusion Energi	3084	\$37,765	1000		500			0/0/0/1.9		2500	4000
2016	Escape	FD343	\$24,240	1000		500			0/0/0/1.9		2000	3500
2016	Explorer	5112	\$34,575	500					.9/1.9/2.9/4.9		2500	3000
2016	Expedition	FD300	\$50,875	500					1.9/2.9/3.9/5.9		3500	4000
2016	F250 Reg	FD2	\$39,029	1500		500			.9/1.9/2.9/4.9		3100	5100
2016	F250 SC/CC	FC959	\$43,449	1500		500			.9/1.9/2.9/4.9		3500	5500
2016	Mustang	FD248	\$34,375.00	500					1.9/2.9/3.9/5.9		2000	2500

SALE PRICES & DISCO UNTS FOR IN-STOCK VEHI CLES O NLY - SEE A MANAG ER FOR SM C DISCOUNT ON DEALER TRADES

<u>Sale Price</u>
\$15,995
\$17,760
\$35,520
\$27,975
\$30,775
\$21,640
\$59,975
\$38,815
\$35,564
\$32,449
\$35,659
\$30,684
\$47,794
\$43,984
\$56,825
\$31,789
\$47,309
\$59,914
\$42,824
\$26,825
\$30,335
\$21,425
\$19,915
\$22,840
\$33,765
\$20,740
\$31,575
\$46,875
\$33,929
\$37,949
\$31,875