

Year	Vehicle	Stock #	List Price	Retail Customer Cash	Retail Open Bonus	Ford Credit Bonus	Open & BONUS CASH	Conquest BONUS	Ford Credit Low Apr	SMC Disc	Total Off	Sale Price
2017	C-Max Energi FCTP	FG271	\$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					0/0/1.9/2.9	1000+500	4,000.00	\$13,975.00
2017	Focus ST	FF275	\$31,810	\$3,000					0/0/1.9/2.9	\$3,000	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	\$2,000		\$500			0/0/0/2.9	1500+1700	5,700.00	\$19,800.00
2017	Mustang (this one)	FF664	\$50,340	\$2,000					0/9/1.9/3.9/4.9	\$3,500	5,500.00	\$44,840.00
2017	Escapel IN STOCK	FF4848	\$35,590						0/0/0/1.9/2.9	\$8,000	8,000.00	\$27,590.00
2017	Escape FCTP	FG227	\$29,675	\$2,000	\$1,000				0/0/0/1.9/2.9	1,500+2200	6,700.00	\$22,975.00
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 3.5	FG132	\$46,850	\$2,500	\$500	\$500		\$1,000	0/0/0/1.9/2.9	\$2,500	7,000.00	\$39,850.00
2017	Explorer 2.3	FF862	\$44,815	\$2,500	\$500	\$500	\$300	1000	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		0/0/8/2.9/3.9	\$9,000	14,500.00	\$49,097.00
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	F250/350 LRT/KR	FG30	\$68,430	\$1,000		\$1,250			1.9/2.9/3.9/5.9/6.9	\$4,250	6,500.00	\$61,930.00
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	\$38,928.00
2018	Focus	FG218	\$21,505	\$2,750					0/0/0/1.9/2.9	\$1,250	4,000.00	\$17,505.00
2018	Fusion FCTP	FG59	\$24,655	\$1,500					0/0/0/0/2.9	1500+1700	4,700.00	\$19,955.00
2018	Fusion - Energi FCTP	FG188	\$35,150	\$1,000	\$1,250	\$750			0/0/0/0/2.9	3500+1700	8,200.00	\$26,950.00
2018	Fiesta	FG260	\$18,000	\$1,500					0/0/0/1.9/2.9	\$700	2,200.00	\$15,800.00
2018	Taurus	FG95	\$28,855	\$2,500	\$1,000	\$1,000			0/9/1.9/3.9/4.9	\$1,500	6,000.00	\$22,855.00
2018	Flex	FF990	\$42,380	\$1,500	\$1,000	\$500		1000	0/0/9/2.9/3.9	\$1,500	5,500.00	\$36,880.00
2018	Ecosport	8414	\$22,875					1000	0.9/1.9/2.9/4.9/5.9	\$500	1,500.00	\$21,375.00
2018	Escape	FG70	\$25,825	\$1,000	\$1,000			1000	0/0/0/1.9/2.9	\$1,500	4,500.00	\$21,325.00
2018	Escape FCTP	FF978	\$28,335	\$1,000	\$1,000			1000	0/0/0/1.9/2.9	1500+1500	6,000.00	\$22,335.00
2018	Edge	FF981	\$32,790	\$1,000	\$1,000			1000	0/0/0/1.9/2.9	\$2,000	5,000.00	\$27,790.00
2018	Explorer	FG170	\$37,945	\$1,000		\$500		1000	0/0/9/2.9/3.9	\$2,500	4,000.00	\$33,945.00
2018	F150 XL REG	FF949	\$31,669	\$250	\$1,500				.9/1.9/2.9/4.9/5.9	\$3,250	5,000.00	\$26,669.00
2018	F150 XLT	FF987	\$45,129	\$1,500	\$1,500	\$750			.9/1.9/2.9/4.9/6.9	\$4,250	8,000.00	\$37,129.00
2018	F150 XLT 2.7	FG245	\$51,074	\$1,500	\$1,500	\$750	\$300		.9/1.9/2.9/4.9/6.9	\$4,250	8,300.00	\$42,774.00
2018	F150 LRT/PLAT/ KR	FG220	\$52,875	\$250		\$750			.9/1.9/2.9/4.9/5.9	\$4,500	5,500.00	\$57,375.00

*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