

Ford Programs for DECEMBER

Sheet1

"YEAR END SALES EVENT"

Year	Vehicle	Stock #	List Price	Retail Customer Cash	Retail Bonus Cash	Ford Credit Bonus	OTHER BONUS Cash	FAST CASH CERT.	*Owner Loyalty	Ford Credit Low Apr	SMC Disc	Total Off	Sale Price
2016	Fiesta	FE927	\$15,350	\$1,000	\$1,750					0/0/0/0	\$750.00	3,500.00	\$11,850.00
2016	Focus	FE945	\$18,485							0/0/0/1.9/2.9	\$5,000.00	5,000.00	\$13,485.00
2016	Taurus	FE958	\$32,405	\$4,250		\$1,000		0-1000		0/0/1.9/2.9/3.9	\$1,750.00	7,000.00	\$25,405.00
2016	Flex	FE764	\$42,520	\$1,500	500			0-1000		0/0/0/1.9/2.9	\$2,000.00	4,000.00	\$38,520.00
2016	Edge	FE592	\$33,265	\$1,750				0-1000		0/0/0/1.9/2.9	\$2,000.00	3,750.00	\$29,515.00
2016	F-150 Reg Cab XL	FF30	\$29,824	\$2,250	\$1,000	\$500	\$1,500	0-1000		0/1.9/1.9/3.9/4.9	\$1,750.00	7,000.00	\$22,824.00
2016	F-150 SC/CRW XL	FE648	\$39,659	\$2,250	\$1,000	\$500	1500	0-1000		0/1.9/1.9/3.9/4.9	\$2,750.00	8,000.00	\$31,659.00
2016	F150 SC/CRW XL 2.7	FE629	\$42,969	\$2,250	\$1,000	\$500	1500+300	0-100		0/1.9/1.9/3.9/4.9	\$3,450.00	9,000.00	\$33,969.00
2016	F-150 SC/CRW XLT	FE759	\$45,584	\$2,250	\$1,000	\$500	1500	0-1000		0/1.9/1.9/3.9/4.9	\$3,750.00	9,000.00	\$36,584.00
2016	F150 SC/CRW XLT 2.7	FE685	\$44,389	\$2,250	\$1,000	\$500	1500+300	0-1000		0/1.9/1.9/3.9/4.9	\$3,450.00	9,000.00	\$35,389.00
2016	F-150 SC/CRW LRT	FE749	\$51,334	\$1,000	\$1,500	\$500		0-1000		0/1.9/1.9/3.9/4.9	\$4,000.00	7,000.00	\$59,529.00
2016	F150 SC/CRW KR/PLT	FE434	\$66,529	\$500	\$1,500	\$500		0-1000		0/1.9/1.9/3.9/4.9	\$4,500.00	7,000.00	\$59,529.00
2016	F250	FE129	\$58,289	\$3,500	\$500	\$750	500	0-1000		0/1.9/1.9/3.9/4.9	\$4,750.00	10,000.00	\$48,289.00
2017	C-Max Energi	FE975	\$28,675	\$500	2000			0-1000		0/0/1.9/2.9/4.9	\$1,500.00	4,000.00	\$24,675.00
2017	Focus	FE959	\$18,035	\$750	500			0-1000		0/1.9/1.9/3.9/4.9	\$1,250.00	2,500.00	\$15,535.00
2017	Fusion Hybrid	FE960	\$27,185	\$750	1750	\$250		0-1000	*1000	0/0/0/0	\$1,500.00	5,250.00	\$21,935.00
2017	Fusion	FE740	\$23,380	\$750	0	\$0		0-1000	*1000	0/0/0/0	\$1,250.00	3,000.00	\$20,380.00
2017	Mustang	FE591	\$28,070	\$500		\$250		0-1000		.9/1.9/2.9/4.9/5.9	\$1,250.00	2,000.00	\$26,070.00
2017	Flex	FF13	\$42,640	\$1,000				0-1000		0/0/0/1.9/2.9	\$2,000.00	3,000.00	\$39,640.00
2017	Escape	FE858	\$24,880	\$1,500				0-1000		0/0/0/1.9/2.9	\$2,000.00	3,500.00	\$21,380.00
2017	Edge	FF21	\$34,760	\$1,250				0-1000		.9/1.9/2.9/4.9/5.9	\$1,750.00	3,000.00	\$31,760.00
2017	Explorer	FF16	\$35,335	\$1,750				0-1000		0/0/1.9/2.9/3.9	\$2,250.00	4,000.00	\$31,335.00
2017	Expedition	FE389	\$66,155	\$2,000	\$2,750			0-1000		0/0/0/1.9/2.9	\$4,250.00	9,000.00	\$57,155.00
2017	F150 XL-XLT	FF17	\$43,789	\$1,250	\$750			0-1000		1.9/2.9/3.9/5.9/6.9	\$3,000.00	5,000.00	\$38,789.00
2017	F150 LRT-KR-PLAT	FE813	\$60,099	\$500				0-1000		1.9/2.9/3.9/5.9/6.9	\$3,500.00	4,000.00	\$56,099.00
2017	F250 CRW	FE898	\$47,794	\$1,000						2.9/3.9/4.9/6.9/7.9	\$3,000.00	4,000.00	\$43,794.00

\* OWNER LOYALTY QUALIFIES WITH A TRADE OF A 95 OR NEWER FORD OR MERCURY