

Sunbury Ford Lease Specials May 2017

Vehicle Line **Description** **MSRP** **PAYMENT** **TERM** **Down\$**

FEATURED VEHICLES

17MY FOCUS	4DR SE 200A w AUTO	\$20,145	\$200	39	\$200
17MY FUSION	FWD SE 200A	\$25,580	\$257	39	\$257
17MY ESCAPE	FWD SE 200A	\$25,995	\$252	39	\$252
17MY ESCAPE	AWD SE 200A	\$27,745	\$274	39	\$274
17MY EDGE	Edge AWD SEL 200A	\$34,680	\$339	39	\$339
16MY EDGE	Edge AWD SEL 200A	\$34,680	\$365	39	\$365
17MY EXPLORER	Explorer FWD Base 100A	\$32,105	\$301	39	\$301
17MY F150 4x4 SC XL Sp	101A +861 w 2.7L EcoB	\$40,190	\$277	36	\$1,999
17MY F150 4x4 SC STX	101A +861 +61S w 2.7L EcoB	\$42,185	\$280	36	\$1,999

OTHER VEHICLES

17MY FIESTA	4DR S 100A w AUTO	\$15,630	\$205	39	\$205
17MY FOCUS BEV	5DR HATCH BEV 300A	\$30,045	\$266	48	\$266
16MY FOCUS BEV	5DR HATCH BEV 300A	\$30,045	\$237	48	\$237
17MY C-max HEV	C-max SE 200A Hybrid	\$24,995	\$225	36 or 39	\$225
17MY C-max PHEV	C-max SEL 300A Energi	\$27,995	\$201	36	\$201
16MY C-max HEV	C-max SE 200A Hybrid	\$25,045	\$223	36 or 39	\$223
16MY C-max PHEV	C-max SEL 300A Energi	\$32,645	\$207	36	\$207
17MY FUSION HEV	Fusion Hybrid SE 500A	\$28,350	\$279	39	\$279
17MY FUSION PHEV	Fusion Energi SE 700A	\$33,995	\$265	36	\$265
17MY MUSTANG	Mustang Coupe 050A Auto	\$27,740	\$339	39	\$339
17MY TAURUS	Taurus FWD SEL 201A	\$31,700	\$340	39	\$340
16MY TAURUS	Taurus FWD SEL 201A	\$31,465	\$339	39	\$339
17MY FLEX	Flex FWD SEL 202A	\$36,025	\$385	39	\$385
16MY FLEX	Flex FWD SEL 202A	\$35,595	\$375	39	\$375
17MY EXPEDITION	4x4 Expedition XLT 200A	\$50,345	\$581	39	\$581
17MY TC Wagon	Transit Wagon LWB XLT 210A	\$28,585	\$292	39	\$292
16MY TC Wagon	Transit Wagon LWB XLT 210A	\$27,820	\$293	39	\$293

Vehicle Line / Series

17 FOCUS 4DR SEDAN

Vehicle Information

MSRP (incl D&D)
(Before Discounts)

\$20,145

Package Discounts

\$0

Delivery & Destination Charges

\$875

Focus Extract %

95.84%

(national)

Selling Price

\$19,307

Invoice Price

\$19,297

Customer Downpayment %

0.0%

Customer Downpayment

\$0

Acquisition Fee

\$645

Dealer Discount

\$838

Dealer Gross (excluding Holdback)

\$10

Dealer Gross (including Holdback)

\$588

ADDITIONAL INFORMATION

Description

P3F 200A +44W PL745

4/4/17 - 5/17/17

	24	36	39	48
Residuals	49%	42%	40%	32%
Rates	1.00%	0.50%	0.75%	1.50%
RCL Cash*	\$3,750	\$3,750	\$3,750	\$3,750

\$3250 RCL + \$500 OL

10,500 Mile Lease Payment

	24	36	39	48
	\$250	\$203	\$200	\$205

12,000 Mile Lease Payment

	24	36	39	48
	\$258	\$209	\$206	\$209

Due at Signing

Down	\$0
1st Mo. Payment	\$200
Acq Fee	incl in acq cost
Security Deposit	waived
Total Due at Signing	\$200

Acquisition Cost

	24	36	39	48
	\$16,202	\$16,202	\$16,202	\$16,202

Lease End Value - 10,500 Miles

	24	36	39	48
	\$10,475	\$9,065	\$8,662	\$7,051

Lease End Value - 12,000 Miles

	24	36	39	48
	\$10,274	\$8,864	\$8,461	\$6,849

This Worksheet is intended to supply directional lease payments and is not to be used for final development of customer payments.

2017 FOCUS

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 745

Ord Code: 200A Cust/Flt Name:

PO Number:

RETAIL DLR INV

RETAIL DLR INV

P3F 4-DR SEDAN SE \$18175 \$17357.00

YZ OXFORD WHITE

Y CLOTH STD BKT

W CHARCOAL BLACK

200A EQUIP GRP

992 2.0L GDI I4 ENG NC NC

44W 6-SPD AUTO TRAN 1095 1040.00

TSL .P215/55R16 LRR NC NC

425 50 STATE EMISS NC NC

981 PZEV EMISSIONS NC NC

FUEL CHARGE 24.84

DEST AND DELIV 875 875.00

TOTAL BASE AND OPTIONS 20145 19296.84

TOTAL 20145 19296.84

Vehicle Line / Series

17 FUSION FWD S

Vehicle Information

MSRP (incl D&D)
(Before Discounts)

\$25,580

Package Discounts

\$990

Delivery & Destination Charges

\$875

Focus Extract %

95.21%

Selling Price

\$23,412

Invoice Price

\$23,320

Customer Downpayment %

6.7%

Customer Downpayment

\$1,705

Acquisition Fee

\$645

Dealer Discount

\$1,178

Dealer Gross (excluding Holdback)

\$92

Dealer Gross (including Holdback)

\$804

ADDITIONAL INFORMATION

Description				
P0G 100A PL725				
8/2/16 to 8/15/16				

	24	36	39	48
Residuals	58%	48%	46%	40%
Rates	1.50%	0.50%	0.75%	3.75%
RCL Cash**	\$1,500	\$1,500	\$1,500	\$1,500

** Includes \$1,000 RCL Cash + \$500 Ford Owner Loyalty

10,500 Mile Lease Payment				
	24	36	39	48
	\$214	\$206	\$207	\$240

12,000 Mile Lease Payment				
	24	36	39	48
	\$225	\$213	\$213	\$245

Acquisition Cost				
	24	36	39	48
	\$20,207	\$20,207	\$20,207	\$20,207

Lease End Value - 10,500 Miles				
	24	36	39	48
	\$15,604	\$13,046	\$12,534	\$10,999

Lease End Value - 12,000 Miles				
	24	36	39	48
	\$15,348	\$12,790	\$12,278	\$10,744

Due at Signing

Down	\$1,705
1st Mo. Payment	\$206
Acq Fee	\$645
Security Deposit	waived
Total Due at Signing	\$2,556

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2017 FUSION

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 725

Ord Code: 100A Cust/Flt Name:

PO Number:

RETAIL DLR INV

RETAIL DLR INV

P0G FUSION S \$22610 \$21592.00 *THIS IS NOT AN INVOICE*

GN WHITE GOLD

D ECO CLCTH

E EBONY MED LT ST

100A EQUIP GRP

.16" ALLOY WHLS

997 .2.5L I4 IVC1 NC NC

44W .6-SPD AUTO TRAN NC NC

JOB #2 ORDER

425 50 STATE EMISS NC NC

FUEL CHARGE 40.12

DEST AND DELIV 875 875.00

TOTAL BASE AND OPTIONS 23485 22507.12

SYNC AND SOUND DISCOUN (490) (466.00)

TOTAL 22995 22041.12

Vehicle Line / Series

17 FUSION FWD SE with Tech Pkg.

Vehicle Information

MSRP (incl D&D) (Before Discounts)	\$25,580
Package Discounts	\$990
Delivery & Destination Charges	\$875
Focus Extract %	95.55%
Selling Price	\$23,496
Invoice Price	\$23,320
Customer Downpayment %	0.0%
Customer Downpayment	\$0
Acquisition Fee	\$645
Dealer Discount	\$1,094
Dealer Gross (excluding Holdback)	\$176
Dealer Gross (including Holdback)	\$887

Description				
POH 200A + 14K PL724				
4/4/17 - 5/17/17				

	24	36	39	48
Residuals	53%	45%	43%	36%
Rates	0.75%	0.50%	0.75%	3.75%
RCL Cash**	\$2,750	\$2,750	\$2,750	\$2,750

\$2250 RCL + \$500 OL

10,500 Mile Lease Payment				
	24	36	39	48
	\$305	\$260	\$257	\$287

12,000 Mile Lease Payment				
	24	36	39	48
	\$316	\$267	\$264	\$292

Due at Signing

Down	\$0
1st Mo. Payment	\$257
Acq Fee	incl in acq cost
Security Deposit	waived
Total Due at Signing	\$257

ADDITIONAL INFORMATION

Acquisition Cost				
	24	36	39	48
	\$21,391	\$21,391	\$21,391	\$21,391

Lease End Value - 10,500 Miles				
	24	36	39	48
	\$14,325	\$12,278	\$11,767	\$9,976

Lease End Value - 12,000 Miles				
	24	36	39	48
	\$14,069	\$12,023	\$11,511	\$9,720

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2017 FUSION

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 725

Ord Code: 200A Cust/Flt Name:

PO Number:

	RETAIL	DLR INV		RETAIL	DLR INV
POH FUSION SE FWD	\$23610	\$22311.00	TOTAL BASE AND OPTIONS	\$25580	\$24260.85
GN WHITE GOLD			SYNC AND SOUND DISCOUN	(490)	(466.00)
D ECO CLOTH			SE TECH DISCOUNT PACKA	(500)	(475.00)
Q MED LT STONE			TOTAL	24590	23319.85
200A EQUIP GRP			*THIS IS NOT AN INVOICE*		
.17" PTD NICKEL					
997 .2.5L I4 IVCT	NC	NC			
44W .6-SPD AUTO TRAN	NC	NC			
JOB #2 ORDER					
14K SE TECH/MFT PKG	1095	1040.00			
.REVERSE SENSING					
.DUAL ZONE A/C					
425 50 STATE EMISS	NC	NC			
FUEL CHARGE		34.85			
DEST AND DELIV	875	875.00			

Vehicle Line / Series

17 ESCAPE FWD S 100A

Vehicle Information

MSRP (incl D&D)
(Before Discounts)

\$24,995

Package Discounts

\$0

Delivery & Destination Charges

\$895

Focus Extract %

95.90%

Selling Price

\$23,970

Invoice Price

\$23,708

Customer Downpayment %

8.4%

Customer Downpayment

\$2,095

Acquisition Fee

\$645

Dealer Discount

\$1,025

Dealer Gross (excluding Holdback)

\$262

Dealer Gross (including Holdback)

\$985

ADDITIONAL INFORMATION

Description	
U0F 100A PL725	
7/6/16 to 10/3/16	

	24	36	39	48
Residuals	58%	51%	49%	41%
Rates	0.25%	0.75%	1.00%	3.75%
RCL Cash**	\$1,500	\$1,500	\$1,500	\$1,500

** \$1,000 RCL Cash + \$500 Ford Owner Loyalty

10,500 Mile Lease Payment				
24	36	39	48	
\$217	\$202	\$203	\$244	

12,000 Mile Lease Payment				
24	36	39	48	
\$228	\$208	\$209	\$249	

Due at Signing

Down	\$2,095
1st Mo. Payment	\$202
Acq Fee	\$645
Security Deposit	waived
Total Due at Signing	\$2,942

Acquisition Cost				
24	36	39	48	
\$20,375	\$20,375	\$20,375	\$20,375	

Lease End Value - 10,500 Miles				
24	36	39	48	
\$15,247	\$13,497	\$12,997	\$10,998	

Lease End Value - 12,000 Miles				
24	36	39	48	
\$14,997	\$13,247	\$12,747	\$10,748	

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2017 ESCAPE

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Order No: 1111 Priority: 80

Order Type: 2 Price Level: 725

Ord Code: 100A Cust/Flt Name:

PO Number:

	RETAIL	DLR INV	TOTAL
U0F S FWD	\$23600	\$22774.00	

RETAIL	DLR INV
\$24495	\$23706.76

.105.9" WB

THIS IS NOT AN INVOICE

GN WHITE GOLD

7 CLOTH BUCKETS

B CHARCOAL BLACK

100A EQUIP GRP

.17" STEEL WHEEL

997 .2.5L I-VCT ENG NC NC

446 .6-SPD AUTO TRANS NC NC

.235/55R17 TIRES

JOB #2 ORDER

422 CALIF EMISSIONS NC NC

FUEL CHARGE 37.76

DEST AND DELIV 895 895.00

TOTAL BASE AND OPTIONS 24495 23706.76

Vehicle Line / Series

17 ESCAPE FWD SE 200A

Vehicle Information

MSRP (incl D&D)
(Before Discounts)

\$25,995

Package Discounts

\$0

Delivery & Destination Charges

\$895

Focus Extract %

96.10%

Selling Price

\$24,981

Invoice Price

\$24,899

Customer Downpayment %

0.0%

Customer Downpayment

\$0

Acquisition Fee

\$645

Dealer Discount

\$1,014

Dealer Gross (excluding Holdback)

\$82

Dealer Gross (including Holdback)

\$835

ADDITIONAL INFORMATION

Description	
U0G 200A PL725	
4/4/17 - 5/17/17	

	24	36	39	48
Residuals	56%	49%	47%	39%
Rates	1.00%	1.00%	1.25%	3.75%
RCL Cash*	\$3,500	\$3,500	\$3,500	\$3,500

\$2750 RCL + \$500 OL + \$250 RCL

10,500 Mile Lease Payment				
24	36	39	48	
\$298	\$254	\$252	\$285	

12,000 Mile Lease Payment				
24	36	39	48	
\$309	\$261	\$259	\$290	

Acquisition Cost				
24	36	39	48	
\$22,126	\$22,126	\$22,126	\$22,126	

Lease End Value - 10,500 Miles				
24	36	39	48	
\$15,337	\$13,517	\$12,998	\$10,918	

Lease End Value - 12,000 Miles				
24	36	39	48	
\$15,077	\$13,257	\$12,738	\$10,658	

Due at Signing

Down	\$0
1st Mo. Payment	\$252
Acq Fee incl in acq cost	
Security Deposit waived	
Total Due at Signing	\$252

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2017 ESCAPE

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 745

Ord Code: 200A Cust/Flt Name:

PO Number:

RETAIL DLR INV

RETAIL DLR INV

U0G SE FWD \$25100 \$23971.00 *THIS IS NOT AN INVOICE*

.105.9" WB

YZ OXFORD WHITE

K CLOTH BUCKETS

B CHARCOAL BLACK

200A EQUIP GRP

.17" SPRKL WHLS

99D .1.5L ECC ENGINE NC NC

446 .6-SPD AUTOTRANS NC NC

235/55R17 TIRES

JOB #2 ORDER

FUEL CHARGE 33.12

DEST AND DELIV 895 895.00

TOTAL BASE AND OPTIONS 25995 24899.12

TOTAL 25995 24899.12

Vehicle Line / Series

17 ESCAPE 4WD SE 200A

Vehicle Information

MSRP (incl D&D)
(Before Discounts)

\$27,745

Package Discounts

\$0

Delivery & Destination Charges

\$895

Focus Extract %

96.10%

Selling Price

\$26,663

Invoice Price

\$26,571

Customer Downpayment %

0.0%

Customer Downpayment

\$0

Acquisition Fee

\$645

Dealer Discount

\$1,082

Dealer Gross (excluding Holdback)

\$92

Dealer Gross (including Holdback)

\$897

ADDITIONAL INFORMATION

Description

U9G 200A PL725

4/4/17 - 5/17/17

	24	36	39	48
Residuals	56%	49%	47%	39%
	24	36	39	48
Rates	1.00%	1.00%	1.25%	3.75%
	24	36	39	48
RCL Cash*	\$3,500	\$3,500	\$3,500	\$3,500

\$2750 RCL + \$500 OL + \$250 RCL

10,500 Mile Lease Payment

	24	36	39	48
	\$327	\$276	\$274	\$309

12,000 Mile Lease Payment

	24	36	39	48
	\$338	\$284	\$281	\$314

Acquisition Cost

	24	36	39	48
	\$23,808	\$23,808	\$23,808	\$23,808

Lease End Value - 10,500 Miles

	24	36	39	48
	\$16,370	\$14,427	\$13,873	\$11,653

Lease End Value - 12,000 Miles

	24	36	39	48
	\$16,092	\$14,150	\$13,595	\$11,375

Due at Signing

Down	\$0
1st Mo. Payment	\$274
Acq Fee incl in acq cost	
Security Deposit	waived
Total Due at Signing	\$274

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2017 ESCAPE

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 725

Ord Code: 200A Cust/Flt Name:

PO Number:

RETAIL DLR INV

RETAIL DLR INV

U9G SE 4WD \$26850 \$25643.00 *THIS IS NOT AN INVOICE*

.105.9" WB

C7 CANYON RIDGE

K CLOTH BUCKETS

B CHARCOAL BLACK

200A EQUIP GRP

.17" SPRKL WHLS

99D .1.5L ECO ENGINE NC NC

446 .6-SPD AUTOTRANS NC NC

235/55R17 TIRES

JOB #2 ORDER

FUEL CHARGE 32.80

DEST AND DELIV 895 895.00

TOTAL BASE AND OPTIONS 27745 26570.80

TOTAL 27745 26570.80

Vehicle Line / Series

17 EDGE AWD SEL

Vehicle Information

Description
K4J 200A PL745
4/4/17 - 5/17/17

MSRP (incl D&D) (Before Discounts)	\$34,680
Package Discounts	\$500
Delivery & Destination Charges	\$895
Focus Extract %	95.95%
Selling Price	\$32,796
Invoice Price	\$32,724
Customer Downpayment %	0.0%
Customer Downpayment	\$0
Acquisition Fee	\$645
Dealer Discount	\$1,384
Dealer Gross (excluding Holdback)	\$72
Dealer Gross (including Holdback)	\$1,070

	24	36	39	48
Residuals	59%	51%	49%	39%
Rates	0.50%	0.75%	1.00%	1.25%
RCL Cash*	\$3,000	\$3,000	\$3,000	\$3,000

\$2500 RCL + \$500 OL

rates updated 5/2

RCL enhanced from \$1750 to \$2500 eff. 5/2

10,500 Mile Lease Payment				
24	36	39	48	
\$383	\$341	\$339	\$354	

12,000 Mile Lease Payment				
24	36	39	48	
\$398	\$350	\$347	\$361	

Due at Signing		
Down		\$0
1st Mo. Payment		\$339
Acq Fee	incl in acq cost	
Security Deposit	waived	
Total Due at Signing		\$339

ADDITIONAL INFORMATION

Acquisition Cost				
24	36	39	48	
\$30,441	\$30,441	\$30,441	\$30,441	

Lease End Value - 10,500 Miles				
24	36	39	48	
\$21,502	\$18,727	\$18,034	\$14,566	

Lease End Value - 12,000 Miles				
24	36	39	48	
\$21,155	\$18,380	\$17,687	\$14,219	

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2017 EDGE

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Order No: 1111	Priority: 80	Order Type: 2	Price Level: 745
Ord Code: 200A	Cust/Flt Name:	PO Number:	
K4J	EDGE AWD-SEL	RETAIL DLR INV	RETAIL DLR INV
GN	WHITE GOLD		
D	CLOTH SEATS		
D	DUNE		
200A	EQUIP GRP		
	.18" PAINTD WHLS		
999	.2.0L ECCBOGST	NC	NC
446	.6SPD AUTO TRANS	NC	NC
	245/60R18 A/S		
425	50 STATE EMISS	NC	NC
	FUEL CHARGE		39.33
	DEST AND DELIV	895	895.00
TOTAL BASE AND OPTIONS		34680	33199.33
AWD DISCOUNT	(500)	(475.00)	
TOTAL		34180	32724.33

Vehicle Line / Series

16 EDGE AWD SEL

Vehicle Information

MSRP (incl D&D)
(Before Discounts)

\$34,680

Package Discounts

\$500

Delivery & Destination Charges

\$895

Focus Extract %

95.94%

Selling Price

\$32,792

Invoice Price

\$32,724

Customer Downpayment %

0.0%

Customer Downpayment

\$0

Acquisition Fee

\$645

Dealer Discount

\$1,388

Dealer Gross (excluding Holdback)

\$68

Dealer Gross (including Holdback)

\$1,067

ADDITIONAL INFORMATION

Description

K4J 200A PL650

4/4/17 - 5/17/17

	24	36	39	48
Residuals	54%	47%	45%	34%
Rates	0.25%	1.00%	1.25%	2.00%
RCL Cash*	\$3,500	\$3,500	\$3,500	\$3,500

\$3000 RCL + \$500 OL

10,500 Mile Lease Payment

	24	36	39	48
	\$429	\$369	\$365	\$392

12,000 Mile Lease Payment

	24	36	39	48
	\$443	\$379	\$374	\$399

Due at Signing

Down	\$0
1st Mo. Payment	\$365
Acq Fee incl in acq cost	
Security Deposit	waived
Total Due at Signing	\$365

Acquisition Cost

	24	36	39	48
	\$29,937	\$29,937	\$29,937	\$29,937

Lease End Value - 10,500 Miles

	24	36	39	48
	\$19,768	\$17,340	\$16,646	\$12,832

Lease End Value - 12,000 Miles

	24	36	39	48
	\$19,421	\$16,993	\$16,300	\$12,485

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2016 EDGE

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Order No: 1111 Priority: 80

Order Type: 2 Price Level: 650

Ord Code: 200A Cust/Flt Name:

PO Number:

RETAIL DLR INV

RETAIL DLR INV

K4J EDGE AWD-SEL \$33785 \$32265.00 *THIS IS NOT AN INVOICE*

J7 MAGNETIC MET

D CLOTH SEATS

E EBONY

200A EQUIP GRP

.18" PAINTD WHLS

999 .2.0L ECOBOOST NC NC

446 .6SPD AUTO TRANS NC NC

245/60R18 A/S

422 CALIF EMISSIONS NC NC

FUEL CHARGE 38.95

DEST AND DELIV 895 895.00

TOTAL BASE AND OPTIONS 34680 33198.95

AWD DISCOUNT (500) (475.00)

TOTAL 34180 32723.95

Vehicle Line / Series

17 EXPLORER FWD Base

Vehicle Information

Description
K7B 100A PL725
4/4/17 - 5/17/17

MSRP (incl D&D)
(Before Discounts)

\$32,105

Package Discounts

\$0

Delivery & Destination Charges

\$945

Focus Extract %

96.17%

Selling Price

\$30,875

Invoice Price

\$31,054

Customer Downpayment %

0.0%

Customer Downpayment

\$0

Acquisition Fee

\$645

Dealer Discount

\$1,230

Dealer Gross (excluding Holdback)

-\$179

Dealer Gross (including Holdback)

\$756

	24	36	39	48
Residuals	58%	49%	47%	39%
Rates	1.25%	0.50%	0.75%	3.25%
RCL Cash*	\$4,250	\$4,250	\$4,250	\$4,250

\$3750 RCL + \$500 OL

rates updated 5/2

RCL enhanced from \$2750 to \$3750 eff. 5/2

10,500 Mile Lease Payment			
24	36	39	48
\$344	\$303	\$301	\$342

12,000 Mile Lease Payment			
24	36	39	48
\$358	\$312	\$309	\$349

Due at Signing

Down \$0
1st Mo. Payment \$301
Acq Fee incl in acq cost
Security Deposit waived
Total Due at Signing \$301

ADDITIONAL INFORMATION

Acquisition Cost			
24	36	39	48
\$27,270	\$27,270	\$27,270	\$27,270

Lease End Value - 10,500 Miles			
24	36	39	48
\$19,584	\$16,695	\$16,053	\$13,484

Lease End Value - 12,000 Miles			
24	36	39	48
\$19,263	\$16,374	\$15,731	\$13,163

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2017 EXPLORER 4-DOOR

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Order No: 1111 Priority: 80

Order Type: 2 Price Level: 725

Ord Code: 100A Cust/Flt Name:

PO Number:

RETAIL DLR INV

RETAIL DLR INV

K7B 4DR FWD BASE \$31160 \$30070.00 TOTAL

\$32105 \$31053.95

.112.6" WB

THIS IS NOT AN INVOICE

G1 SHADOW BLACK

7 CLOTH BUCKET

L MED LT CAMEL

100A EQUIP GRP

.18" PNTD ALUM

998 .3.5L V6 TIVCT NC NC

44J .6-SPD AUTO TRAN NC NC

.P245/60R18 A/S

422 CALIF EMISSIONS NC NC

SLCTSHFT TRANS

FUEL CHARGE 38.95

DEST AND DELIV 945 945.00

TOTAL BASE AND OPTIONS 32105 31053.95

Vehicle Line / Series

16 F150 4x4 SuperCab w 2.7L EcoBoost & XLT Luxury Pkg

Vehicle Information

MSRP (incl D&D) (Before Discounts)	\$46,345
Package Discounts	\$2,000
Delivery & Destination Charges	\$1,195
Focus Extract %	93.95%
Selling Price	\$41,662
Invoice Price	\$41,322
Customer Downpayment %	6.0%
Customer Downpayment	\$2,775
Acquisition Fee	\$645
Dealer Discount	\$2,683
Dealer Gross (excluding Holdback)	\$340
Dealer Gross (including Holdback)	\$1,635

ADDITIONAL INFORMATION

Description	
X1E 302A 99P/446 +53A PL640	
7/6/16 to 10/3/16	

	24	36	39	48
Residuals	62%	57%	55%	48%
	24	36	39	48
Rates	2.50%	4.00%	4.25%	6.00%
	24	36	39	48
RCL Cash*	\$2,050	\$2,050	\$2,050	\$2,050

*\$0 RCL Cash + \$1,500 XL/XLT Open Bonus Cash + \$300 EcoBoost Open Bonus Cash + \$250 Competitive Lease Conquest

10,500 Mile Lease Payment				
	24	36	39	48
	\$349	\$358	\$368	\$426

12,000 Mile Lease Payment				
	24	36	39	48
	\$368	\$370	\$379	\$435

Due at Signing

Down	\$2,775
1st Mo. Payment	\$349
Acq Fee	\$645
Security Deposit	waived
Total Due at Signing	\$3,769

Acquisition Cost				
	24	36	39	48
	\$36,837	\$36,837	\$36,837	\$36,837

Lease End Value - 10,500 Miles				
	24	36	39	48
	\$30,124	\$27,807	\$26,880	\$23,636

Lease End Value - 12,000 Miles				
	24	36	39	48
	\$29,661	\$27,344	\$26,417	\$23,173

This Worksheet is intended to supply directional lease payments and is not to be used for final development of customer payments.

2016 F-150

Page: 1 of 2

2016 F-150

Order No: 1111 Priority: 80
Ord PEP: 302A Cust/Flt Name:Order Type: 2 Price Level: 655
PO Number:Order No: 1111 Priority: 80
Ord PEP: 302A Cust/Flt Name:

	RETAIL	DLR	INV
X1E F150 4X4 S/C	\$38215	\$35539.00	
145" WHEELBASE			
G1 SHADOW BLACK			
M PREM CLOTH			
G GRAY INTERIOR			
302A EQUIP GRP	5245	4825.00	
.XLT SERIES			
.REARVIEW CAMERA			
.SIRIUSXM SAT			
.REMOTE START			
.REV SENSING SYS			
.SYNC 3			
.110V/400W			
.XLT CHROME PKG			
.PWR SLIDING WND			

	RETAIL	DLR	INV
.REAR DEFROSTER			
.BOX LIGHTING			
.18" CHROME-LIKE			
.CHROME STEP BAR			
99P 2.7L V6 ECOBST	795	732.00	
446 ELEC 6-SPD AUTO			
.275/65R-18 A/T			
TOTAL BASE AND OPTIONS	46345	43162.15	
XLT LUX CHROME OR SPRT (2000)		(1840.00)	
TOTAL	44345	41322.15	
THIS IS NOT AN INVOICE			
* MORE ORDER INFO NEXT PAGE *			
F8=Next			

	RETAIL	DLR	INV
X19 3.55 REG AXLE	NC	NC	
6500# GVWR			
SELECTSHIFT			
422 CALIF EMISSIONS	NC	NC	
47E PRO TRAILER AST	NC	NC	
53A TRAILER TOW PKG	895	824.00	
MIR DUAL PWR			
AUTO START/STOP			
23 GAL TANK			
FUEL CHARGE		47.15	
DEST AND DELIV	1195	1195.00	
TOTAL BASE AND OPTIONS	46345	43162.15	
XLT LUX CHROME OR SPRT (2000)		(1840.00)	
TOTAL	44345	41322.15	

Vehicle Line / Series

17 F150 4x4 SuperCab XL Sport w 2.7L EcoBoost

Vehicle Information

MSRP (incl D&D)
(Before Discounts)

\$40,190

Package Discounts

\$1,250

Delivery & Destination Charges

\$1,195

Focus Extract %

94.50%

Selling Price

\$36,798

Invoice Price

\$36,991

Customer Downpayment %

4.3%

Customer Downpayment

\$1,722

Acquisition Fee

\$645

Dealer Discount

\$2,142

Dealer Gross (excluding Holdback)

-\$193

Dealer Gross (including Holdback)

\$940

ADDITIONAL INFORMATION

Description				
X1E 101A 99P/446 +861 PL745				
4/4/17 - 6/21/17				

	24	36	39	48
Residuals	59%	54%	52%	45%
	24	36	39	48
Rates	0.50%	1.50%	1.75%	3.75%
	24	36	39	48
RCL Cash*	\$4,050	\$4,050	\$4,050	\$4,050

* \$1,750 RCL Cash + \$1,500 XL/XLT Open Bonus Cash + \$300 2.7L EcoBoost Bonus Cash + \$500 OL

or \$279 with \$1999 CDAS

10,500 Mile Lease Payment

24	36	39	48
\$293	\$277	\$284	\$337

Due at Signing

Down	\$1,722
1st Mo. Payment	\$277
Acq Fee	incl in acq cost
Security Deposit	waived
Total Due at Signing	\$1,999

12,000 Mile Lease Payment

24	36	39	48
\$310	\$288	\$294	\$345

Acquisition Cost

24	36	39	48
\$31,671	\$31,671	\$31,671	\$31,671

Lease End Value - 10,500 Miles

24	36	39	48
\$24,918	\$22,908	\$22,105	\$19,291

Lease End Value - 12,000 Miles

24	36	39	48
\$24,516	\$22,506	\$21,703	\$18,889

This Worksheet is intended to supply directional lease payments and is not to be used for final development of customer payments.

2017 F-150

Page: 1 of 2

2017 F-150

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 745

Order No: 1111 Priority: 80

Ord PEP: 101A Cust/Flt Name:

PO Number:

Ord PEP: 101A Cust/Flt Name:

RETAIL DLR INV

X1E F150 4X4 S/C \$34025 \$32324.00

145" WHEELBASE

PQ RACE RED

C CLC TH 40/20/40

G MED EARTH GRAY

101A EQUIP GRP 2255 2075.00

.XL SERIES

.POWER EQUIP GRP

.CRUISE CONTROL

99P 2.7L V6 ECOBST 795 732.00

446 ELEC 6-SPD AUTO

.265/70R-17

X19 3.55 REG AXLE NC NC

6500# GVWR

SELECTSHIFT

RETAIL DLR INV

422 CALIF EMISSIONS NC NC

PRO TRAILER AST

SYNC

53A TRAILER TOW PKG 895 824.00

AM/FM CD

AUTO START/STOP

TOTAL BASE AND OPTIONS 40190 38141.61

XL MID DISCOUNT (750) (691.00)

XL DISCT CHRM OR SPORT (500) (460.00)

TOTAL 38940 36990.61

THIS IS NOT AN INVOICE

* MORE ORDER INFO NEXT PAGE *

F8=Next

RETAIL DLR INV

23 GAL TANK

76C REARVIEW CAMERA 250 231.00

861 XL SPORT PKG 775 713.00

.FOG LAMPS

.17" SILVER ALUM

FUEL CHARGE 47.61

DEST AND DELIV 1195 1195.00

TOTAL BASE AND OPTIONS 40190 38141.61

XL MID DISCOUNT (750) (691.00)

XL DISCT CHRM OR SPORT (500) (460.00)

TOTAL 38940 36990.61

Vehicle Line / Series

17 F150 4x4 SuperCab STX w 2.7L EcoBoost

Vehicle Information

Description
X1E 101A 99P/446 +861 PL745
4/4/17 - 6/21/17

MSRP (incl D&D) (Before Discounts)	\$42,185
Package Discounts	\$2,000
Delivery & Destination Charges	\$1,195
Focus Extract %	94.50%
Selling Price	\$37,975
Invoice Price	\$38,136
Customer Downpayment %	4.1%
Customer Downpayment	\$1,719
Acquisition Fee	\$645
Dealer Discount	\$2,210
Dealer Gross (excluding Holdback)	-\$161
Dealer Gross (including Holdback)	\$1,009

	24	36	39	48
Residuals	59%	54%	52%	45%
	24	36	39	48
Rates	0.50%	1.50%	1.75%	3.75%
	24	36	39	48
RCL Cash*	\$4,050	\$4,050	\$4,050	\$4,050

*\$1,750 RCL Cash + \$1,500 XL/XLT Open Bonus Cash + \$300 2.7L EcoBoost Bonus Cash + \$500 OL

or \$280 with \$1999 CDAS

10,500 Mile Lease Payment			
24	36	39	48
\$291	\$280	\$288	\$345

12,000 Mile Lease Payment			
24	36	39	48
\$309	\$291	\$299	\$353

Due at Signing	
Down	\$1,719
1st Mo. Payment	\$280
Acq Fee	incl in acq cost
Security Deposit	waived
Total Due at Signing	\$1,999

ADDITIONAL INFORMATION

Acquisition Cost			
24	36	39	48
\$32,851	\$32,851	\$32,851	\$32,851

Lease End Value - 10,500 Miles			
24	36	39	48
\$26,155	\$24,045	\$23,202	\$20,249

Lease End Value - 12,000 Miles			
24	36	39	48
\$25,733	\$23,624	\$22,780	\$19,827

This Worksheet is intended to supply directional lease payments and is not to be used for final development of customer payments.

2017 F-150				Page: 1 of 2				2017 F-150				Page: 2 of 2			
Order No: 1111	Priority: 80	Order Type: 2	Price Level: 80	Order No: 1111	Priority: 80	Order Type: 2	Price Level: 745	Order No: 1111	Priority: 80	Order Type: 2	Price Level: 745	Order No: 1111	Priority: 80	Order Type: 2	Price Level: 745
Ord Code: 101A	Cust/Flt Name:	PO Number:		Ord Code: 101A	Cust/Flt Name:	PO Number:		Ord Code: 101A	Cust/Flt Name:	PO Number:		Ord Code: 101A	Cust/Flt Name:	PO Number:	
X1E	F150 4X4 S/C	RETAIL	DLR INV	PRO TRAILER AST				.275/55R20 A/T				XL DISCT CHRM OR SPORT	\$(500)	\$(460.00)	
	145" WHEELBASE			53A	TRAILER TOW PKG	895	824.0	.SYNC 3				STX APPEARANCE DISCOUN	(750)	(691.00)	
PQ	RACE RED				AM/FM CD			.REAR DEFROSTER				TOTAL	40185	38135.61	
J	SPORT 40/CON/40	NC	NC		AUTO START/STOP			.20" MACH-ALUM				*THIS IS NOT AN INVOICE*			
G	MED EARTH GRAY			61S	STX PACKAGE	1995	1836.0	.MANUAL LUMBER							
101A	EQUIP GRP	2255	2075.00					.PRIVACY GLASS							
	.XL SERIES				TOTAL BASE AND OPTIONS	42185	39977.6	76C	23 GAL TANK						
	.POWER EQUIP GRP				XL MID DISCOUNT	(750)	(691.0	861	REARVIEW CAMERA	250	231.00				
	.CRUISE CONTROL				XL DISCT CHRM OR SPORT	(500)	(460.0		XL SPORT PKG	775	713.00				
99P	2.7L V6 ECOBST	795	732.00		STX APPEARANCE DISCOUN	(750)	(691.0		.FOG LAMPS						
446	ELEC 6-SPD AUTO				TOTAL	40185	38135.6		FUEL CHARGE		47.61				
X19	3.55 REG AXLE	NC	NC		*THIS IS NOT AN INVOICE*				DEST AND DELIV	1195	1195.00				
	6500# GVWR														
	SELECTSHIFT				* MORE ORDER INFO NEXT PAGE *										
422	CALIF EMISSIONS	NC	NC		F8=Next										

Vehicle Line / Series

17 FIESTA 4DR S w Auto

Vehicle Information

Description
P4A 100A 99J/44A PL 750
4/4/17 - 6/21/17

MSRP (incl D&D)
(Before Discounts)

\$15,630

Package Discounts

\$0

Delivery & Destination Charges

\$875

Focus Extract %

96.82%

Selling Price

\$15,133

Invoice Price

\$15,396

Customer Downpayment %

0.0%

Customer Downpayment

\$0

Acquisition Fee

\$645

Dealer Discount

\$497

Dealer Gross (excluding Holdback)

\$263

Dealer Gross (including Holdback)

\$180

	24	36	39	48
Residuals	49%	41%	39%	32%
Rates	0.50%	1.25%	1.50%	6.75%
RCL Cash*	\$1,750	\$1,750	\$1,750	\$1,750

\$1250 RCL +500 OL

updated 4/20

10,500 Mile Lease Payment			
24	36	39	48
\$250	\$209	\$205	\$233

12,000 Mile Lease Payment			
24	36	39	48
\$257	\$214	\$208	\$236

Due at Signing

Down \$0
1st Mo. Payment \$205
Acq Fee incl w acq cost
Security Deposit waived
Total Due at Signing \$205

ADDITIONAL INFORMATION

Acquisition Cost			
24	36	39	48
\$14,028	\$14,028	\$14,028	\$14,028

Lease End Value - 10,500 Miles			
24	36	39	48
\$8,128	\$6,877	\$6,565	\$5,471

Lease End Value - 12,000 Miles			
24	36	39	48
\$7,971	\$6,721	\$6,408	\$5,314

This Worksheet is intended to supply directional lease payments and is not to be used for final development of customer payments.

2017 FIESTA NA

Order No: 1111 Priority: 80

Ord Code: 100A Cust/Flt Name:

RETAIL DLR INV

P4A 4-DR SEDAN S \$13660 \$13456.00

UX INGOT SILVER

5 CLOTH SEATS S

D CHAR BLK/SLV ST

100A EQUIP GRP

99J .1.6L TIVCT I-4 NC NC

44A 6-SPD P/SH A/TR 1095 1040.00

TBE .185/60R15 H A/S NC NC

425 50 STATE EMISS NC NC

FUEL CHARGE 24.84

DEST AND DELIV 875 875.00

TOTAL BASE AND OPTIONS 15630 15395.84

TOTAL 15630 15395.84

THIS IS NOT AN INVOICE

Vehicle Line / Series

17 FOCUS ELECTRIC - Residents of NJ, MD or NY

Vehicle Information

MSRP (incl D&D) (Before Discounts)	\$29,995
Package Discounts	\$0
Delivery & Destination Charges	\$875
Focus Extract %	94.03%
Selling Price	\$28,204
Invoice Price	\$28,685
Customer Downpayment %	0.0%
Customer Downpayment	\$0
Acquisition Fee	\$645
Dealer Discount	\$1,791
Dealer Gross (excluding Holdback)	-\$481
Dealer Gross (including Holdback)	\$393

Description
P3R 500A 994/44H PL 7500
4/4/17 - 6/21/17

	24	36	39	48
Residuals	36%	29%	27%	23%
	24	36	39	48
Rates	7.00%	1.50%	1.75%	5.00%
	24	36	39	48
RCL Cash*	\$11,750	\$11,750	\$11,750	\$11,750

\$11,250 RCL + \$500 OL

10,500 Mile Lease Payment				
24	36	39	48	
\$308	\$225	\$228	\$246	

12,000 Mile Lease Payment				
24	36	39	48	
\$320	\$233	\$234	\$251	

Due at Signing

Down	\$0
1st Mo. Payment	\$225
Acq Fee	incl in acq cost
Security Deposit	waived
Total Due at Signing	\$225

ADDITIONAL INFORMATION

Acquisition Cost				
24	36	39	48	
\$17,099	\$17,099	\$17,099	\$17,099	

Lease End Value - 10,500 Miles				
24	36	39	48	
\$11,698	\$9,598	\$8,999	\$7,799	

Lease End Value - 12,000 Miles				
24	36	39	48	
\$11,398	\$9,298	\$8,699	\$7,499	

This Worksheet is intended to supply directional lease payments and is not to be used for final development of customer payments.

Order No: 1111 Priority: 80 Order Type: 2 Price Level: 750
Ord Code: 500A Cust/Flt Name: PO Number:
RETAIL DLR INV RETAIL DLR INV
P3R 5-DR HATCH ELEC \$29120 \$27810.00
GN WHITE GOLD
S CLOTH STD BKT
L MED LIGHT STONE
500A EQUIP GRP
994 .107KW ELEC MTR NC NC
44H .1-SPD AUTO TRAN NC NC
TDH .P225/50R17 LRR NC NC
FRT LICENSE BKT NC NC
425 50 STATE EMISS NC NC
FUEL CHARGE .00
DEST AND DELIV 875 875.00
TOTAL BASE AND OPTIONS 29995 28685.00
TOTAL 29995 28685.00

Vehicle Line / Series

17 FOCUS ELECTRIC - Residents of DE-PA-VA-WV

Vehicle Information

Description	
P3R 500A 994/44H PL 750	
4/4/17 - 6/21/17	

MSRP (incl D&D)
(Before Discounts)

\$29,995

Package Discounts

\$0

Delivery & Destination Charges

\$875

Focus Extract %

94.03%

Selling Price

\$28,204

Invoice Price

\$28,685

Customer Downpayment %

0.0%

Customer Downpayment

\$0

Acquisition Fee

\$645

Dealer Discount

\$1,791

Dealer Gross (excluding Holdback)

-\$481

Dealer Gross (including Holdback)

\$393

ADDITIONAL INFORMATION

	24	36	39	48
Residuals	36%	29%	27%	23%
Rates	0.75%	2.25%	2.50%	1.75%
RCL Cash*	\$9,250	\$9,250	\$9,250	\$9,250

\$8,750 RCL + \$500 OL

10,500 Mile Lease Payment				
24	36	39	48	
\$339	\$305	\$301	\$266	

12,000 Mile Lease Payment				
24	36	39	48	
\$351	\$313	\$309	\$272	

Acquisition Cost				
24	36	39	48	
\$19,599	\$19,599	\$19,599	\$19,599	

Lease End Value - 10,500 Miles				
24	36	39	48	
\$11,698	\$9,598	\$8,999	\$7,799	

Lease End Value - 12,000 Miles				
24	36	39	48	
\$11,398	\$9,298	\$8,699	\$7,499	

Due at Signing

Down	\$0
1st Mo. Payment	\$266
Acq Fee	incl in acq cost
Security Deposit	waived
Total Due at Signing	\$266

This Worksheet is intended to supply directional lease payments and is not to be used for final development of customer payments.

2017 FOCUS

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 750

Ord Code: 500A Cust/Flt Name:

PO Number:

RETAIL DLR INV

RETAIL DLR INV

P3R 5-DR HATCH ELEC \$29120 \$27810.00

GN WHITE GOLD

S CLOTH STD BKT

L MED LIGHT STONE

500A EQUIP GRP

994 .107KW ELEC MTR NC NC

44H .1-SPD AUTO TRAN NC NC

TDH .P225/50R17 LRR NC NC

FRT LICENSE BKT NC NC

425 50 STATE EMISS NC NC

FUEL CHARGE .00

DEST AND DELIV 875 875.00

TOTAL BASE AND OPTIONS 29995 28685.00

TOTAL 29995 28685.00

Vehicle Line / Series

16 FOCUS ELECTRIC - Residents of NJ, MD or NY

Vehicle Information

MSRP (incl D&D)
(Before Discounts)

\$30,045

Package Discounts

\$0

Delivery & Destination Charges

\$875

Focus Extract %

94.03%

Selling Price

\$28,251

Invoice Price

\$28,733

Customer Downpayment %

0.0%

Customer Downpayment

\$0

Acquisition Fee

\$645

Dealer Discount

\$1,794

Dealer Gross (excluding Holdback)

-\$482

Dealer Gross (including Holdback)

\$393

ADDITIONAL INFORMATION

Description				
P3R 500A 994/44H PL 620				
4/4/17 - 6/21/17				

	24	36	39	48
Residuals	32%	25%	23%	19%
	24	36	39	48
Rates	7.00%	0.25%	0.50%	3.75%
	24	36	39	48
RCL Cash*	\$13,500	\$13,500	\$13,500	\$13,500

\$13,000 RCL + \$500 OL

10,500 Mile Lease Payment				
	24	36	39	48
	\$278	\$196	\$200	\$217

12,000 Mile Lease Payment				
	24	36	39	48
	\$290	\$205	\$207	\$223

Acquisition Cost				
	24	36	39	48
	\$15,396	\$15,396	\$15,396	\$15,396

Lease End Value - 10,500 Miles				
	24	36	39	48
	\$10,516	\$8,413	\$7,812	\$6,610

Lease End Value - 12,000 Miles				
	24	36	39	48
	\$10,215	\$8,112	\$7,511	\$6,309

Due at Signing

Down	\$0
1st Mo. Payment	\$196
Acq Fee incl in acq cost	
Security Deposit	waived
Total Due at Signing	\$196

This Worksheet is intended to supply directional lease payments and is not to be used for final development of customer payments.

2016 FOCUS

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 650

Ord Code: 500A Cust/Flt Name:

PO Number:

RETAIL DLR INV

RETAIL DLR INV

P3R 5-DR HATCH ELEC \$29170 \$27858.00

YZ OXFORD WHITE

S CLOTH STD BKT

L MED LIGHT STONE

500A EQUIP GRP

994 .107KW ELEC MTR NC NC

44H .1-SPD AUTO TRAN NC NC

TDH .P225/50R17 LRR NC NC

425 50 STATE EMISS NC NC

FUEL CHARGE .00

DEST AND DELIV 875 875.00

TOTAL BASE AND OPTIONS 30045 28733.00

TOTAL 30045 28733.00

Vehicle Line / Series

16 FOCUS ELECTRIC - Residents of DE-PA-VA-WV

Vehicle Information

MSRP (incl D&D)
(Before Discounts)

\$30,045

Package Discounts

\$0

Delivery & Destination Charges

\$875

Focus Extract %

94.03%

Selling Price

\$28,251

Invoice Price

\$28,733

Customer Downpayment %

0.0%

Customer Downpayment

\$0

Acquisition Fee

\$645

Dealer Discount

\$1,794

Dealer Gross (excluding Holdback)

-\$482

Dealer Gross (including Holdback)

\$393

ADDITIONAL INFORMATION

Description	
P3R 500A 994/44H PL 650	
4/4/17 - 6/21/17	

	24	36	39	48
Residuals	32%	25%	23%	19%
	24	36	39	48
Rates	0.75%	1.50%	1.75%	0.75%
	24	36	39	48
RCL Cash*	\$11,250	\$11,250	\$11,250	\$11,250

\$10,750 RCL + \$500 OL

10,500 Mile Lease Payment

24	36	39	48
\$306	\$273	\$271	\$237

12,000 Mile Lease Payment

24	36	39	48
\$318	\$281	\$278	\$244

Due at Signing

Down	\$0
1st Mo. Payment	\$237
Acq Fee incl in acq cost	
Security Deposit	waived
Total Due at Signing	\$237

Acquisition Cost

24	36	39	48
\$17,646	\$17,646	\$17,646	\$17,646

Lease End Value - 10,500 Miles

24	36	39	48
\$10,516	\$8,413	\$7,812	\$6,610

Lease End Value - 12,000 Miles

24	36	39	48
\$10,215	\$8,112	\$7,511	\$6,309

This Worksheet is intended to supply directional lease payments and is not to be used for final development of customer payments.

2016 FOCUS

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 650

Ord Code: 500A Cust/Flt Name:

PO Number:

RETAIL DLR INV

RETAIL DLR INV

P3R 5-DR HATCH ELEC \$29170 \$27858.00

YZ OXFORD WHITE

S CLOTH STD BKT

L MED LIGHT STONE

500A EQUIP GRP

994 .107KW ELEC MTR NC NC

44H .1-SPD AUTO TRAN NC NC

TDH .P225/50R17 LRR NC NC

425 50 STATE EMISS NC NC

FUEL CHARGE .00

DEST AND DELIV 875 875.00

TOTAL BASE AND OPTIONS 30045 28733.00

TOTAL 30045 28733.00

Vehicle Line / Series

17 C-MAX Hybrid SE

Vehicle Information

MSRP (incl D&D)
(Before Discounts)

\$24,995

Package Discounts

\$0

Delivery & Destination Charges

\$875

Focus Extract %

95.43%

Selling Price

\$23,853

Invoice Price

\$23,939

Customer Downpayment %

0.0%

Customer Downpayment

\$0

Acquisition Fee

\$645

Dealer Discount

\$1,142

Dealer Gross (excluding Holdback)

-\$86

Dealer Gross (including Holdback)

\$637

ADDITIONAL INFORMATION

Description

P5A 200A PL745

4/4/17 - 6/21/17

	24	36	39	48
Residuals	50%	43%	41%	35%
	24	36	39	48
Rates	0.50%	0.25%	0.50%	4.25%
	24	36	39	48
RCL Cash*	\$5,000	\$5,000	\$5,000	\$5,000

\$4500 RCL + \$500 OL

10,500 Mile Lease Payment

24	36	39	48
\$267	\$225	\$225	\$260

12,000 Mile Lease Payment

24	36	39	48
\$278	\$232	\$231	\$264

Due at Signing

Down	\$0
1st Mo. Payment	\$225
Acq Fee incl in acq cost	
Security Deposit waived	
Total Due at Signing	\$225

Acquisition Cost

24	36	39	48
\$19,498	\$19,498	\$19,498	\$19,498

Lease End Value - 10,500 Miles

24	36	39	48
\$13,247	\$11,498	\$10,998	\$9,498

Lease End Value - 12,000 Miles

24	36	39	48
\$12,997	\$11,248	\$10,748	\$9,248

This Worksheet is intended to supply directional lease payments and is not to be used for final development of customer payments.

2017 CMAX COMPACT

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 745

Ord Code: 200A Cust/Flt Name:

PO Number:

RETAIL DLR INV

RETAIL DLR INV

P5A CMAX HYBRID SE \$24120 \$23035.00

J7 MAGNETIC

K CLOTH SEATS

L MED LIGHT STONE

200A EQUIP GRP

99U .2.0L ATK IVCT NC NC

44J .CVT TRANS NC NC

TDH .P225/50R17 NC NC

425 50 STATE EMISS NC NC

FUEL CHARGE 28.98

DEST AND DELIV 875 875.00

TOTAL BASE AND OPTIONS 24995 23938.98

TOTAL 24995 23938.98

Vehicle Line / Series

17 C-MAX Energi SE

Vehicle Information

MSRP (incl D&D)
(Before Discounts)

\$27,995

Package Discounts

\$0

Delivery & Destination Charges

\$875

Focus Extract %

95.01%

Selling Price

\$26,598

Invoice Price

\$26,804

Customer Downpayment %

0.0%

Customer Downpayment

\$0

Acquisition Fee

\$645

Dealer Discount

\$1,397

Dealer Gross (excluding Holdback)

-\$206

Dealer Gross (including Holdback)

\$608

ADDITIONAL INFORMATION

Description	
P5E 400A PL745	
4/4/17 - 6/21/17	

	24	36	39	48
Residuals	45%	38%	36%	31%
	24	36	39	48
Rates	2.25%	0.50%	0.75%	3.75%
	24	36	39	48
RCL Cash*	\$8,757	\$8,757	\$8,757	\$8,757

\$8257 RCL + \$500 OL

10,500 Mile Lease Payment				
	24	36	39	48
	\$240	\$201	\$203	\$231

12,000 Mile Lease Payment				
	24	36	39	48
	\$251	\$209	\$210	\$236

Acquisition Cost				
	24	36	39	48
	\$18,486	\$18,486	\$18,486	\$18,486

Lease End Value - 10,500 Miles				
	24	36	39	48
	\$13,438	\$11,478	\$10,918	\$9,518

Lease End Value - 12,000 Miles				
	24	36	39	48
	\$13,158	\$11,198	\$10,638	\$9,238

Due at Signing

Down	\$0
1st Mo. Payment	\$201
Acq Fee incl w acq cost	
Security Deposit	waived
Total Due at Signing	\$201

This Worksheet is intended to supply directional lease payments and is not to be used for final development of customer payments.

2017 CMAX COMPACT

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 745

Ord Code: 400A Cust/Flt Name:

PO Number:

RETAIL DLR INV

RETAIL DLR INV

P5E CMAX ENERGI SE \$27120 \$25900.00

J7 MAGNETIC

K CLOTH SEATS

L MED LIGHT STONE

400A EQUIP GRP

99U .2.0L ATK IVCT NC NC

44J .CVT TRANS NC NC

TDH .P225/50R17 NC NC

425 50 STATE EMISS NC NC

FUEL CHARGE 28.98

DEST AND DELIV 875 875.00

TOTAL BASE AND OPTIONS 27995 26803.98

TOTAL 27995 26803.98

Vehicle Line / Series

16 C-MAX Hybrid SE

Vehicle Information

MSRP (incl D&D)
(Before Discounts)

\$25,045

Package Discounts

\$0

Delivery & Destination Charges

\$875

Focus Extract %

95.70%

Selling Price

\$23,968

Invoice Price

\$23,987

Customer Downpayment %

0.0%

Customer Downpayment

\$0

Acquisition Fee

\$645

Dealer Discount

\$1,077

Dealer Gross (excluding Holdback)

-\$19

Dealer Gross (including Holdback)

\$706

ADDITIONAL INFORMATION

Description

P5A 200A PL650

4/4/17 - 6/21/17

	24	36	39	48
Residuals	43%	34%	32%	26%
Rates	2.50%	0.50%	0.75%	5.00%
RCL Cash*	\$7,500	\$7,500	\$7,500	\$7,500

\$7000 RCL + \$500 OL

10,500 Mile Lease Payment

24	36	39	48
\$263	\$223	\$223	\$256

12,000 Mile Lease Payment

24	36	39	48
\$273	\$230	\$228	\$261

Acquisition Cost

24	36	39	48
\$17,113	\$17,113	\$17,113	\$17,113

Lease End Value - 10,500 Miles

24	36	39	48
\$11,521	\$9,267	\$8,766	\$7,263

Lease End Value - 12,000 Miles

24	36	39	48
\$11,270	\$9,016	\$8,515	\$7,013

Due at Signing

Down	\$0
1st Mo. Payment	\$223
Acq Fee incl in acq cost	
Security Deposit	waived
Total Due at Signing	\$223

This Worksheet is intended to supply directional lease payments and is not to be used for final development of customer payments.

2016 CMAX COMPACT

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 650

Ord Code: 200A Cust/Flt Name:

PO Number:

RETAIL DLR INV

RETAIL DLR INV

P5A CMAX HYBRID SE \$24170 \$23083.00

YZ OXFORD WHITE

C CLOTH SEATS

W CHARCOAL BLACK

200A EQUIP GRP

99U .2.0L ATK IVCT NC NC

44J .CVT TRANS NC NC

TDH .P225/50R17 NC NC

JOB #2 ORDER

422 CALIF EMISSIONS NC NC

FUEL CHARGE 28.70

DEST AND DELIV 875 875.00

TOTAL BASE AND OPTIONS 25045 23986.70

TOTAL 25045 23986.70

Vehicle Line / Series

16 C-MAX Energi SEL

Vehicle Information

MSRP (incl D&D)
(Before Discounts)

\$32,645

Package Discounts

\$0

Delivery & Destination Charges

\$875

Focus Extract %

96.09%

Selling Price

\$31,369

Invoice Price

\$31,245

Customer Downpayment %

0.0%

Customer Downpayment

\$0

Acquisition Fee

\$645

Dealer Discount

\$1,276

Dealer Gross (excluding Holdback)

\$124

Dealer Gross (including Holdback)

\$1,077

ADDITIONAL INFORMATION

Description

P5C 300A PL650

4/4/17 - 6/21/17

	24	36	39	48
Residuals	38%	28%	26%	21%
	24	36	39	48
Rates	7.00%	0.75%	1.00%	4.00%
	24	36	39	48
RCL Cash*	\$14,757	\$14,757	\$14,757	\$14,757

\$14,257 RCL + \$500 OL

10,500 Mile Lease Payment

24	36	39	48
\$250	\$207	\$211	\$238

12,000 Mile Lease Payment

24	36	39	48
\$263	\$216	\$219	\$244

Due at Signing

Down	\$0
1st Mo. Payment	\$207
Acq Fee incl in acq cost	
Security Deposit	waived
Total Due at Signing	\$207

Acquisition Cost

24	36	39	48
\$17,257	\$17,257	\$17,257	\$17,257

Lease End Value - 10,500 Miles

24	36	39	48
\$13,384	\$10,120	\$9,467	\$7,835

Lease End Value - 12,000 Miles

24	36	39	48
\$13,058	\$9,794	\$9,141	\$7,508

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2016 CMAX COMPACT

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 650

Ord Code: 300A Cust/Flt Name:

PO Number:

RETAIL DLR INV

RETAIL DLR INV

P5C CMAX ENERGI SEL \$31770 \$30341.00

YZ OXFORD WHITE

F LEATHER SEATS

W CHARCOAL BLACK

300A EQUIP GRP

99U .2.0L ATK IVCT NC NC

44J .CVT TRANS NC NC

TDH .P225/50R17 NC NC

JOB #2 ORDER

425 50 STATE EMISS NC NC

FUEL CHARGE 28.70

DEST AND DELIV 875 875.00

TOTAL BASE AND OPTIONS 32645 31244.70

TOTAL 32645 31244.70

Vehicle Line / Series

17 FUSION Hybrid SE with Tech Pkg

Vehicle Information

MSRP (incl D&D)
(Before Discounts) **\$28,350**Package Discounts **\$990**Delivery & Destination Charges **\$875**Focus Extract % **95.12%**Selling Price **\$26,025**Invoice Price **\$25,931**Customer Downpayment % **0.0%**Customer Downpayment **\$0**Acquisition Fee **\$645**Dealer Discount **\$1,335**Dealer Gross (excluding Holdback) **\$94**Dealer Gross (including Holdback) **\$888**

ADDITIONAL INFORMATION

Description	
P0L 500A +14L PL725	
4/4/17 - 6/21/17	

	24	36	39	48
Residuals	53%	44%	42%	34%
Rates	1.25%	0.50%	0.75%	4.25%
RCL Cash*	\$3,500	\$3,500	\$3,500	\$3,500

\$2750 RCL + \$500 OL

10,500 Mile Lease Payment				
24	36	39	48	
\$324	\$281	\$279	\$324	

12,000 Mile Lease Payment				
24	36	39	48	
\$336	\$289	\$285	\$329	

Due at Signing

Down	\$0
1st Mo. Payment	\$279
Acq Fee incl in acq cost	
Security Deposit	waived
Total Due at Signing	\$279

Acquisition Cost				
24	36	39	48	
\$23,170	\$23,170	\$23,170	\$23,170	

Lease End Value - 10,500 Miles				
24	36	39	48	
\$15,876	\$13,325	\$12,758	\$10,490	

Lease End Value - 12,000 Miles				
24	36	39	48	
\$15,593	\$13,041	\$12,474	\$10,206	

This Worksheet is intended to supply directional lease payments and is not to be used for final development of customer payments.

2017 FUSION

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 725

Ord Code: 600A Cust/Flt Name:

PO Number:

	RETAIL	DLR	INV		RETAIL	DLR	INV
P0L	FUSN SE HYBRID	\$26480	\$25023.00	SYNC AND SOUND DISCOUN	\$(490)	\$(466.00)	
YZ	OXFORD WHITE			SE TECH DISCOUNT PACKA	(500)	(475.00)	
D	ECO CLOTH			TOTAL	27360	25930.70	
T	EBONY			*THIS IS NOT AN INVOICE*			
600A	EQUIP GRP						
	.17" PTD NICKEL						
99U	.2.0L I4 HEV	NC	NC				
44J	.ECVT AUTO TRANS	NC	NC				
	JOB #2 ORDER						
14L	SE HYB TECH/MFT	995	945.00				
	.REVERSE SENSING						
425	50 STATE EMISS	NC	NC				
	FUEL CHARGE		28.70				
	DEST AND DELIV	875	875.00				
	TOTAL BASE AND OPTIONS	28350	26871.70				

Vehicle Line / Series

17 FUSION ENERGI SE

Vehicle Information

MSRP (incl D&D)
(Before Discounts) **\$33,995**Package Discounts **\$2,000**Delivery & Destination Charges **\$875**Focus Extract % **95.96%**Selling Price **\$30,702**Invoice Price **\$30,303**Customer Downpayment % **0.0%**Customer Downpayment **\$0**Acquisition Fee **\$645**Dealer Discount **\$1,293**Dealer Gross (excluding Holdback) **\$399**Dealer Gross (including Holdback) **\$1,333**

ADDITIONAL INFORMATION

Description	
P0P 700A PL725	
4/4/17 - 6/21/17	

	24	36	39	48
Residuals	47%	38%	36%	30%
Rates	2.75%	0.25%	0.50%	3.00%
RCL Cash*	\$8,007	\$8,007	\$8,007	\$8,007

\$7507 RCL + \$500 OL

10,500 Mile Lease Payment				
24	36	39	48	
\$310	\$265	\$266	\$296	

12,000 Mile Lease Payment				
24	36	39	48	
\$324	\$274	\$275	\$302	

Due at Signing

Down	\$0
1st Mo. Payment	\$265
Acq Fee	incl in acq cost
Security Deposit	waived
Total Due at Signing	\$265

Acquisition Cost				
24	36	39	48	
\$23,340	\$23,340	\$23,340	\$23,340	

Lease End Value - 10,500 Miles				
24	36	39	48	
\$16,998	\$13,938	\$13,258	\$11,218	

Lease End Value - 12,000 Miles				
24	36	39	48	
\$16,658	\$13,598	\$12,918	\$10,878	

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2017 FUSION

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 725

Ord Code: 800A Cust/Flt Name:

PO Number:

RETAIL DLR INV

RETAIL DLR INV

POP FUSN ENERGI SE \$33120 \$31299.00 TOTAL

\$31995 \$30302.70

YZ OXFORD WHITE

THIS IS NOT AN INVOICE

B LEATHER SEATING

T EBONY

800A EQUIP GRP

.17" PTD NICKEL

43P .REVERSE SENSING NC NC

99U .2.0L I4 HEV NC NC

44J .ECVT AUTO TRANS NC NC

JOB #2 ORDER

425 50 STATE EMISS NC NC

FUEL CHARGE 28.70

DEST AND DELIV 875 875.00

TOTAL BASE AND OPTIONS 33995 32202.70

FUSION ENERGI DISCOUNT (2000) (1900.00)

Vehicle Line / Series

17 MUSTANG I4 COUPE

Vehicle Information

MSRP (incl D&D)
(Before Discounts)

\$27,740

Package Discounts

\$0

Delivery & Destination Charges

\$900

Focus Extract %

96.57%

Selling Price

\$26,789

Invoice Price

\$26,558

Customer Downpayment %

0.0%

Customer Downpayment

\$0

Acquisition Fee

\$645

Dealer Discount

\$951

Dealer Gross (excluding Holdback)

\$231

Dealer Gross (including Holdback)

\$1,036

ADDITIONAL INFORMATION

Description

P8T 100A +443 PL725

4/4/17 - 6/21/17

	24	36	39	48
Residuals	58%	50%	48%	39%
Rates	0.50%	1.50%	1.75%	6.00%
RCL Cash*	\$1,250	\$1,250	\$1,250	\$1,250

\$750 RCL + \$500 OL

10,500 Mile Lease Payment

24	36	39	48
\$395	\$344	\$339	\$398

12,000 Mile Lease Payment

24	36	39	48
\$406	\$352	\$345	\$403

Due at Signing

Down	\$0
1st Mo. Payment	\$339
Acq Fee incl in acq cost	
Security Deposit waived	
Total Due at Signing	\$339

Acquisition Cost

24	36	39	48
\$26,184	\$26,184	\$26,184	\$26,184

Lease End Value - 10,500 Miles

24	36	39	48
\$16,921	\$14,702	\$14,147	\$11,651

Lease End Value - 12,000 Miles

24	36	39	48
\$16,644	\$14,425	\$13,870	\$11,373

This Worksheet is intended to supply directional lease payments and is not to be used for final development of customer payments.

2017 MUSTANG

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 725

Ord Code: 100A Cust/Flt Name:

PO Number:

RETAIL DLR INV

RETAIL DLR INV

P8T MUST ECO COUPE \$25645 \$24490.00 TOTAL BASE AND OPTIONS\$27740 \$26557.80

G1 SHADOW BLACK TOTAL 27740 26557.80

SPECK CLOTH *THIS IS NOT AN INVOICE*

1 EBONY

100A EQUIP GRP

.REAR SPOILER

.18 PNTD ALUM W

.TIRE SEALANT KT

99H .2.3L TI-VCT NC NC

443 6-SPD AUTO TRNS 1195 1135.00

.P235/50R18

425 50 STATE EMISS NC NC

45Y 3.15 LTD SLIP NC NC

FUEL CHARGE 32.80

DEST AND DELIV 900 900.00

Vehicle Line / Series

17 TAURUS FWD SEL

Vehicle Information

MSRP (incl D&D)
(Before Discounts) **\$31,700**Package Discounts **\$0**Delivery & Destination Charges **\$875**Focus Extract % **95.89%**Selling Price **\$30,397**Invoice Price **\$30,050**Customer Downpayment % **0.0%**Customer Downpayment **\$0**Acquisition Fee **\$645**Dealer Discount **\$1,303**Dealer Gross (excluding Holdback) **\$347**Dealer Gross (including Holdback) **\$1,272**

ADDITIONAL INFORMATION

Description	
P2E 201A PL745	
4/4/17 - 6/21/17	

	24	36	39	48
Residuals	52%	44%	42%	36%
	24	36	39	48
Rates	0.25%	0.50%	0.75%	4.50%
	24	36	39	48
RCL Cash*	\$4,000	\$4,000	\$4,000	\$4,000

\$3500 RCL + \$500 OL

10,500 Mile Lease Payment				
24	36	39	48	
\$405	\$346	\$340	\$380	

12,000 Mile Lease Payment				
24	36	39	48	
\$418	\$355	\$348	\$386	

Due at Signing

Down	\$0
1st Mo. Payment	\$340
Acq Fee	incl in acq cost
Security Deposit	waived
Total Due at Signing	\$340

Acquisition Cost				
24	36	39	48	
\$27,042	\$27,042	\$27,042	\$27,042	

Lease End Value - 10,500 Miles				
24	36	39	48	
\$17,435	\$14,899	\$14,265	\$12,363	

Lease End Value - 12,000 Miles				
24	36	39	48	
\$17,118	\$14,582	\$13,948	\$12,046	

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2017 TAURUS

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 745

Ord Code: 201A Cust/Flt Name:

PO Number:

	RETAIL	DLR	INV		RETAIL	DLR	INV
P2E FWD SEL	\$29775	\$28137.00		DEST AND DELIV	\$875	\$875.00	
UX INGOT SILVER				TOTAL BASE AND OPTIONS	31700	30050.33	
M CLOTH BUCKETS				TOTAL	31700	30050.33	
W BLACK				*THIS IS NOT AN INVOICE*			
201A EQUIP GRP	1050	999.00					
.AUDIO SYSTEM							
.HMI 8" SCREEN							
.SYNC SYSTEM							
.INTEL ACCESS							
.NON-MEM ADJ PDL							
998 .3.5L V6 TIVCT	NC	NC					
44J .6-SPD AUTO TRAN	NC	NC					
422 CALIF EMISSIONS	NC	NC					
451 2.77 REG AXLE	NC	NC					
FUEL CHARGE		39.33					

Vehicle Line / Series

16 TAURUS FWD SEL

Vehicle Information

MSRP (incl D&D) (Before Discounts)	\$31,465
Package Discounts	\$0
Delivery & Destination Charges	\$875
Focus Extract %	95.44%
Selling Price	\$30,030
Invoice Price	\$29,828
Customer Downpayment %	0.0%
Customer Downpayment	\$0
Acquisition Fee	\$645
Dealer Discount	\$1,435
Dealer Gross (excluding Holdback)	\$202
Dealer Gross (including Holdback)	\$1,120

Description
P2E 201A PL650
4/4/17 - 6/21/17

	24	36	39	48
Residuals	48%	40%	38%	32%
Rates	0.50%	0.75%	1.00%	5.00%
RCL Cash*	\$5,250	\$5,250	\$5,250	\$5,250

\$4750 RCL + \$500 OL

10,500 Mile Lease Payment			
24	36	39	48
\$399	\$343	\$339	\$376

12,000 Mile Lease Payment			
24	36	39	48
\$412	\$351	\$345	\$382

Due at Signing		
Down		\$0
1st Mo. Payment		\$339
Acq Fee	incl in acq cost	
Security Deposit	waived	
Total Due at Signing		\$339

ADDITIONAL INFORMATION

Acquisition Cost			
24	36	39	48
\$25,425	\$25,425	\$25,425	\$25,425

Lease End Value - 10,500 Miles			
24	36	39	48
\$16,047	\$13,530	\$12,901	\$11,013

Lease End Value - 12,000 Miles			
24	36	39	48
\$15,733	\$13,215	\$12,586	\$10,698

This Worksheet is intended to supply directional lease payments and is not to be used for final development of customer payments.

2016 TAURUS

Page: 1 of 1

Order No: 1111 Priority: 80 Order Type: 2 Price Level: 650
Ord Code: 201A Cust/Flt Name: PO Number:

	RETAIL	DLR INV		RETAIL	DLR INV
P2E FWD SEL	\$29540	\$27915.00	DEST AND DELIV	\$875	\$875.00
H5 CARIBOU			TOTAL BASE AND OPTIONS	31465	29827.95
M CLOTH BUCKETS			TOTAL	31465	29827.95
D DUNE			*THIS IS NOT AN INVOICE*		
201A EQUIP GRP	1050	999.00			
.AUDIO SYSTEM					
.HMI 8" SCREEN					
.SYNC SYSTEM					
.INTEL ACCESS					
.NON-MEM ADJ PDL					
998 .3.5L V6 TIVCT	NC	NC			
44J .6-SPD AUTO TRAN	NC	NC			
422 CALIF EMISSIONS	NC	NC			
451 2.77 REG AXLE	NC	NC			
FUEL CHARGE		38.95			

Vehicle Line / Series

17 FLEX FWD SEL

Vehicle Information

MSRP (incl D&D)
(Before Discounts) \$36,025

Package Discounts \$0

Delivery & Destination Charges \$895

Focus Extract % 96.10%

Selling Price \$34,620

Invoice Price \$34,471

Customer Downpayment % 0.0%

Customer Downpayment \$0

Acquisition Fee \$645

Dealer Discount \$1,405

Dealer Gross (excluding Holdback) \$149

Dealer Gross (including Holdback) \$1,203

ADDITIONAL INFORMATION

Description	
K5C 202A PL745	
4/4/17 - 6/21/17	

	24	36	39	48
Residuals	56%	49%	47%	39%
	24	36	39	48
Rates	0.50%	1.00%	1.25%	4.25%
	24	36	39	48
RCL Cash*	\$3,250	\$3,250	\$3,250	\$3,250

\$2750 RCL + \$500 OL

10,500 Mile Lease Payment				
24	36	39	48	
\$459	\$390	\$385	\$435	

12,000 Mile Lease Payment				
24	36	39	48	
\$474	\$400	\$394	\$442	

Acquisition Cost				
24	36	39	48	
\$32,015	\$32,015	\$32,015	\$32,015	

Lease End Value - 10,500 Miles				
24	36	39	48	
\$21,255	\$18,733	\$18,013	\$15,131	

Lease End Value - 12,000 Miles				
24	36	39	48	
\$20,895	\$18,373	\$17,652	\$14,770	

Due at Signing

Down	\$0
1st Mo. Payment	\$385
Acq Fee incl in acq cost	
Security Deposit	waived
Total Due at Signing	\$385

This Worksheet is intended to supply directional lease payments and is not to be used for final development of customer payments.

2017 FLEX

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 745

Ord Code: 202A Cust/Flt Name:

PO Number:

	RETAIL	DLR INV		RETAIL	DLR INV
K5C FLEX FWD-SEL	\$32730	\$31257.00	87M MONO ROOF	NC	NC
J7 MAGNETIC			FUEL CHARGE		39.33
L LEATHER SEATS	NC	NC	DEST AND DELIV	895	895.00
W CHARCOAL BLACK			TOTAL BASE AND OPTIONS	36025	34471.33
202A EQUIP GRP	2400	2280.00	TOTAL	36025	34471.33
.18" PAINT ALUM			*THIS IS NOT AN INVOICE*		
.POWER LIFTGATE					
.ADJ PEDALS					
.BLIND SPCT MNTR					
.MEMORY DR SEAT					
.PREM AUDIO SYST					
998 .3.5L TIVCT V6	NC	NC			
.6-SPD AUTO TRAN					
TC8 P235/60R18 BSW					
422 CALIF EMISSIONS	NC	NC			

Vehicle Line / Series

16 FLEX FWD SEL

Vehicle Information

Description
K5C 202A PL650
4/4/17 - 6/21/17

MSRP (incl D&D) (Before Discounts)	\$35,595
Package Discounts	\$0
Delivery & Destination Charges	\$895
Focus Extract %	95.90%
Selling Price	\$34,136
Invoice Price	\$34,061
Customer Downpayment %	0.0%
Customer Downpayment	\$0
Acquisition Fee	\$645
Dealer Discount	\$1,459
Dealer Gross (excluding Holdback)	\$75
Dealer Gross (including Holdback)	\$1,116

	24	36	39	48
Residuals	52%	45%	43%	35%
Rates	0.75%	1.00%	1.25%	4.25%
RCL Cash*	\$4,750	\$4,750	\$4,750	\$4,750

\$4250 RCL + \$500 OL

10,500 Mile Lease Payment			
24	36	39	48
\$451	\$379	\$375	\$421

12,000 Mile Lease Payment			
24	36	39	48
\$466	\$389	\$383	\$428

Due at Signing	
Down	\$0
1st Mo. Payment	\$375
Acq Fee	incl in acq cost
Security Deposit	waived
Total Due at Signing	\$375

ADDITIONAL INFORMATION

Acquisition Cost			
24	36	39	48
\$30,031	\$30,031	\$30,031	\$30,031

Lease End Value - 10,500 Miles			
24	36	39	48
\$19,577	\$17,086	\$16,374	\$13,526

Lease End Value - 12,000 Miles			
24	36	39	48
\$19,221	\$16,730	\$16,018	\$13,170

This Worksheet is intended to supply directional lease payments and is not to be used for final development of customer payments.

2016 FLEX				Page: 1 of 1	
Order No: 1111	Priority: 80	Order Type: 2		Price Level: 650	
Ord Code: 202A	Cust/Flt Name:	PO Number:			
	RETAIL	DLR	INV	RETAIL	DLR
K5C FLEX FWD-SEL	\$32300	\$30847.00	87M MONO ROOF	NC	NC
L6 KONA BLUE			FUEL CHARGE		38.95
L LEATHER SEATS	NC	NC	DEST AND DELIV	895	895.00
W CHARCOAL BLACK			TOTAL BASE AND OPTIONS	35595	34060.95
202A EQUIP GRP	2400	2280.00	TOTAL	35595	34060.95
.18" PAINT ALUM			*THIS IS NOT AN INVOICE*		
.POWER LIFTGATE					
.ADJ PEDALS					
.BLIND SPOT MNTR					
.MEMORY DR SEAT					
.PREM AUDIO SYST					
998 .3.5L TIVCT V6	NC	NC			
.6-SPD AUTO TRAN					
TC8 P235/60R18 BSW					
422 CALIF EMISSIONS	NC	NC			

Vehicle Line / Series

17 EXPEDITION 4X4 XLT

Vehicle Information

MSRP (incl D&D) (Before Discounts)	\$50,345
Package Discounts	\$0
Delivery & Destination Charges	\$1,195
Focus Extract %	95.90%
Selling Price	\$48,281
Invoice Price	\$48,191
Customer Downpayment %	0.0%
Customer Downpayment	\$0
Acquisition Fee	\$645
Dealer Discount	\$2,064
Dealer Gross (excluding Holdback)	\$90
Dealer Gross (including Holdback)	\$1,564

Description
U1J 200A PL 725
4/4/17 - 6/21/17

	24	36	39	48
Residuals	58%	50%	48%	38%
	24	36	39	48
Rates	0.50%	0.75%	1.00%	3.00%
	24	36	39	48
RCL Cash*	\$1,750	\$1,750	\$1,750	\$1,750

\$1250 RCL + \$500 OL

10,500 Mile Lease Payment			
24	36	39	48
\$702	\$592	\$581	\$637

12,000 Mile Lease Payment			
24	36	39	48
\$723	\$606	\$594	\$647

Due at Signing		
Down		\$0
1st Mo. Payment		\$581
Acq Fee	incl in acq cost	
Security Deposit	waived	
Total Due at Signing		\$581

ADDITIONAL INFORMATION

Acquisition Cost			
24	36	39	48
\$47,176	\$47,176	\$47,176	\$47,176

Lease End Value - 10,500 Miles			
24	36	39	48
\$30,710	\$26,683	\$25,676	\$20,641

Lease End Value - 12,000 Miles			
24	36	39	48
\$30,207	\$26,179	\$25,173	\$20,138

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2017 EXPEDITION

Page: 1 of 1

Order No: 1111	Priority: 80	Order Type: 2	Price Level: 725
Ord Code: 200A	Cust/Flt Name:	PO Number:	
U1J 4X4 XLT	RETAIL DLR INV	RETAIL DLR INV	
.119" WHEELBASE	\$49150 \$46939.00	\$50345 \$48191.40	
GN WHITE GOLD			
C CLOTH BUCKET			
D DUNE			
200A EQUIP GRP			
58B .AM/FM SINGLE CD	NC	NC	
21F .2ND ROW CLOTH	NC	NC	
99T .3.5L ECO V6	NC	NC	
446 .6-SPD AUTO O/D	NC	NC	
.275/65R18 OWL			
422 CALIF EMISSIONS	NC	NC	
FUEL CHARGE		57.40	
DEST AND DELIV	1195	1195.00	
TOTAL BASE AND OPTIONS	50345	48191.40	

Vehicle Line / Series

17 Transit Connect Wagon LWB XLT

Vehicle Information

MSRP (incl D&D)
(Before Discounts)

\$28,585

Package Discounts

\$0

Delivery & Destination Charges

\$995

Focus Extract %

95.89%

Selling Price

\$27,410

Invoice Price

\$27,375

Customer Downpayment %

0.0%

Customer Downpayment

\$0

Acquisition Fee

\$645

Dealer Discount

\$1,175

Dealer Gross (excluding Holdback)

\$35

Dealer Gross (including Holdback)

\$863

ADDITIONAL INFORMATION

Description

E9F 210A PL725

4/4/17 - 6/21/17

	24	36	39	48
Residuals	53%	45%	43%	34%
Rates	1.25%	0.50%	0.75%	2.75%
RCL Cash*	\$4,000	\$4,000	\$4,000	\$4,000

\$3500 RCL + \$500 OL

10,500 Mile Lease Payment

24	36	39	48
\$356	\$297	\$292	\$320

12,000 Mile Lease Payment

24	36	39	48
\$368	\$303	\$298	\$326

Due at Signing

Down	\$0
1st Mo. Payment	\$292
Acq Fee incl in acq cost	
Security Deposit	waived
Total Due at Signing	\$292

Acquisition Cost

24	36	39	48
\$24,055	\$24,055	\$24,055	\$24,055

Lease End Value - 10,500 Miles

24	36	39	48
\$16,008	\$13,721	\$13,149	\$10,576

Lease End Value - 12,000 Miles

24	36	39	48
\$15,722	\$13,435	\$12,863	\$10,291

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2017 TRANSIT CONNECT

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 725

Ord Code: 210A Cust/Flt Name:

PO Number:

RETAIL DLR INV

RETAIL DLR INV

E9F TRANCON-WGN-XLT \$27590 \$26349.00 TOTAL BASE AND OPTIONS \$28585 \$27374.75

.121" WHEELBASE

TOTAL 28585 27374.75

Z2 FROZEN WHITE

THIS IS NOT AN INVOICE

7 CLOTH SEATS

L MEDIUM STONE

210A ORDER CODE

997 .2.5L ENGINE NC NC

446 .6 SPD AUTO TRAN NC NC

T55 P215/55R16 BSW

20P 5280# GVWR

425 50 STATE EMISS NC NC

SYNC

FUEL CHARGE 30.75

PRICED DORA NC NC

DEST AND DELIV 995 995.00

Vehicle Line / Series

16 Transit Connect Wagon LWB XLT

Vehicle Information

MSRP (incl D&D)
(Before Discounts)

\$27,820

Package Discounts

\$0

Delivery & Destination Charges

\$995

Focus Extract %

95.90%

Selling Price

\$26,679

Invoice Price

\$26,581

Customer Downpayment %

0.0%

Customer Downpayment

\$0

Acquisition Fee

\$645

Dealer Discount

\$1,141

Dealer Gross (excluding Holdback)

\$98

Dealer Gross (including Holdback)

\$903

ADDITIONAL INFORMATION

Description				
E9F 210A PL640				
4/4/17 - 6/21/17				

	24	36	39	48
Residuals	48%	41%	39%	30%
	24	36	39	48
Rates	0.25%	0.75%	1.00%	3.00%
	24	36	39	48
RCL Cash*	\$4,750	\$4,750	\$4,750	\$4,750

\$4250 RCL + \$500 OL

10,500 Mile Lease Payment

24	36	39	48
\$353	\$298	\$293	\$319

12,000 Mile Lease Payment

24	36	39	48
\$365	\$305	\$300	\$324

Due at Signing

Down	\$0
1st Mo. Payment	\$293
Acq Fee	incl in acq cost
Security Deposit	waived
Total Due at Signing	\$293

Acquisition Cost

24	36	39	48
\$22,574	\$22,574	\$22,574	\$22,574

Lease End Value - 10,500 Miles

24	36	39	48
\$14,188	\$12,241	\$11,684	\$9,181

Lease End Value - 12,000 Miles

24	36	39	48
\$13,910	\$11,963	\$11,406	\$8,902

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2016 TRANSIT CONNECT

Page: 1 of 1

Order No: 1111 Priority: 80

Order Type: 2 Price Level: 640

Ord Code: 210A Cust/Flt Name:

PO Number:

RETAIL DLR INV

RETAIL DLR INV

E9F TRANCON-WGN-XLT \$26825 \$25148.00 TOTAL BASE AND OPTIONS \$27820 \$26580.55

.121" WHEELBASE TOTAL 27820 26580.55

Z2 FROZEN WHITE *THIS IS NOT AN INVOICE*

7 CLOTH SEATS

L MEDIUM STONE

210A ORDER CODE

997 .2.5L ENGINE NC NC

446 .6 SPD AUTO TRAN NC NC

T55 P215/55R16 BSW

20P 5280# GVWR

425 50 STATE EMISS NC NC

FUEL CHARGE 35.55

PRICED DORA NC NC

ADV ASSESSMENT 402.00

DEST AND DELIV 995 995.00