

Year	Vehicle	Stock #	List Price	Retail Customer Cash	Retail Bonus Cash	Bonus Cust Cash	Ford Credit Bonus	ECO BONUS Cash	Ford Credit Low Apr	Stand Alone APR	SMC Disc	Total Off	Sale Price
2015	Edge	FD717	\$27,560	\$1,450		1000 SB	\$500		0/0/0/1.9/2.9	0%/72	\$3,650.00	6,600.00	\$40,960.00
2015	F150 XL	FD580	\$35,599	\$2,250	\$1,500	1000 SB			0/0/0/1.9/2.9	0%/72	\$3,850.00	7,600.00	\$27,999.00
2015	F150 XL 2.7	FD135	\$42,139	\$2,250	\$1,500	1000 SB		\$300 - ECO	0/0/0/1.9/2.9	0%/72	\$4,150.00	9,200.00	\$32,939.00
2016	Fiesta	FD756	\$16,445	\$1,000		1000 SB			0/0/0/1.9/2.9	0%/72	\$1,000.00	3,000.00	\$13,445.00
2016	C-Max Hybrid	FD439	\$32,335	\$500	\$3,000				0/0/0/1.9/2.9		\$2,500.00	6,000.00	\$26,335.00
2016	C-Max Energi	FE418	\$38,255	\$500	\$4,500	1000 SB			0/0/0/1.9/2.9		\$2,500.00	8,500.00	\$29,755.00
2016	Focus	4958	\$19,580	\$1,000	\$1,000				0/0/0/1.9/2.9	0%/72	\$1,700.00	3,700.00	\$15,975.00
2016	Fusion	8386	\$23,415	\$1,450			\$1,000		0/0/0/1.9/2.9	0%/72	\$2,050.00	4,500.00	\$18,915.00
2016	Fusion Hybrid	FD486	\$31,825	\$500	\$3,000	1000 SB			0/0/0/1.9/2.9	0%/72	\$2,500.00	7,000.00	\$24,825.00
2016	Fusion Energi	FE97	\$39,470	\$1,000	\$4,000				0/0/0/1.9/2.9	0%/72	\$2,500.00	7,500.00	\$31,970.00
2016	Taurus	FE348	\$32,245	\$2,950			\$1,750		0/0/0/1.9/2.9		\$2,600.00	7,300.00	\$24,945.00
2016	Edge	4014	\$34,565	\$1,000					0/0/0/1.9/2.9		\$2,000.00	3,000.00	\$31,565.00
2016	Escape	6573	\$24,545	\$1,450			\$1,000		0/0/0/1.9/2.9	0%/72	\$2,150.00	4,600.00	\$19,945.00
2016	Explorer	FE368	\$51,470	\$950							\$2,550.00	3,500.00	\$47,970.00
2016	Explorer w/2.3 ECO	FE264	\$49,965	\$950				\$500 ECO	0/0/0/1.9/2.9		\$2,550.00	4,000.00	\$45,965.00
2016	Flex	FE162	\$41,815	\$1,400					0/0/0/1.9/2.9		\$2,600.00	4,000.00	\$37,815.00
2016	F-150 Reg Cab XL	FD947	\$30,074	\$1,000	\$500	\$1,500	\$500	1000 SB	0.9/1.9/2.9/4.9	0%/60	\$2,500.00	7,000.00	\$23,074.00
2016	F-150 SC/CRW XL	FE20	\$45,129	\$1,000	\$500	\$1,500	500		.9/1.9/2.9/4.9/5.9	0%/60	\$3,500.00	7,000.00	\$38,129.00
2016	F150 SC/CRW XL 2.7	FD750	\$39,259	\$1,000	\$500	\$1,500	500	\$300 ECO	.9/1.9/2.9/4.9/5.9	0%/60	\$3,200.00	7,000.00	\$32,259.00
2016	F-150 SC/CRW XLT	FD919	\$44,359	\$2,250	\$500	\$1,500	500		.9/1.9/2.9/4.9/5.9	0%/60	\$3,950.00	8,700.00	\$35,659.00
2016	F150 SC/CRW XLT 2.7	FE403	\$47,359	\$2,250	\$500	\$1,500	500	300 ECO	.9/1.9/2.9/4.9/5.9	0%/60	\$3,950.00	9,000.00	\$38,359.00
2016	F-150 SC/CRW LRT	FD749	\$51,334	\$1,000	\$1,000		500		.9/1.9/2.9/4.9/5.9	0%/60	\$4,000.00	6,500.00	\$44,834.00
2016	F150 SC/CRW KR/PLT	FE91	\$65,994	\$500	\$1,000		500		.9/1.9/2.9/4.9/5.9	0%/60	\$4,500.00	6,500.00	\$59,494.00
2016	F250 Reg	FD621	\$43,279	\$3,000			\$750		.9/1.9/2.9/4.9/5.9	0%/60	\$3,750.00	7,500.00	\$35,779.00
2016	F250 LRT/KR/PLAT	FE129	\$58,289	\$3,000	\$500		750+500		.9/1.9/2.9/4.9/5.9	0%/60	\$4,250.00	9,000.00	\$49,289.00
2016	F250 SC/CRW	FD988	\$48,204	\$3,000		1000 SB	\$750		.9/1.9/2.9/4.9/5.9	0%/60	\$4,250.00	9,000.00	\$39,204.00
2017	Fusion	4130	\$23,380	\$750	\$250				0/0/0/1.9/2.9		\$2,000.00	3,000.00	\$20,380.00
2017	Fusion Energi	9844	\$32,380	\$1,500			\$500		0/0/0/1.9/2.9		\$2,000.00	4,000.00	\$28,380.00
2017	Fusion Hybrid	1216	\$26,445	\$750	\$2,000		\$250		0/0/0/1.9/2.9		\$2,000.00	5,000.00	\$21,445.00
2017	MUSTANG	FE448	\$36,900	\$250					.9/1.9/2.9/4.9/5.9		\$1,750.00	2,000.00	\$34,900.00
2017	Escape	FE313	\$24,880	\$1,000					0/0/0/1.9/2.9		\$2,000.00	3,000.00	\$21,880.00
2017	Explorer	4413	\$45,935	\$750			\$250		0/0/0.9/2.9/3.9		\$2,000.00	3,000.00	\$42,935.00
2017	Expedition	FE389	\$66,155	\$1,500					0/0/0.9/2.9/3.9		\$3,700.00	5,200.00	\$60,955.00

***SEE A MANAGER FOR SMC DISCOUNT ON DEALER TRADES FOR SALES PRICES AND DISCOUNTS