



What is the AUTOFAIR ADVANTAGE? #1 Ford Dealer in NH, Best Selection, Certified Vehicles w/ Warranty up to 100k mi, Lowest Prices, Above Market Value for Trades, Exclusive Price Guarantee, Fast & Easy Financing, Exclusive Rewards Program, Goal is 100% Credit Approval, 1st Service on Us, \$17.95 Oil Change, Extended SVC Hours, Online SVC Scheduling, A+ Rating w/ BBB, 2010-2013 BEST OF BUSINESS by NH Business Review, 2010-2013 BEST AUTOMOTIVE DEALERSHIP by NH Magazine, Highest Rated Dealer Online!

1475 S Willow Street • Manchester, NH 03103 •

2012 Ford Focus SE



Exterior Color: BLUE
Mileage: 54,466

Stock #: 444864T
VIN: 1FAHP3F20CL223723

Engine: 2.0L 4 Cylinder Engine
Transmission:
Drive Train: FWD

Equipment:

- | | | |
|-------------------------|---------------------------------|------------------------|
| • Auxiliary Audio Input | • CD Player | • MP3 Player |
| • Keyless Entry | • Steering Wheel Audio Controls | • Child Safety Locks |
| • Stability Control | • Bucket Seats | • ABS |
| • Tire Pressure Monitor | • Front Disc/Rear Drum Brakes | • Engine Immobilizer |
| • Trip Computer | • Fog Lamps | • Automatic Headlights |
| • Power Windows | • Adjustable Steering Wheel | • Rear Side Air Bag |
| • Front Head Air Bag | • Rear Head Air Bag | • 5-Speed M/T |
| • A/C | • Driver Air Bag | • Passenger Air Bag |

Expert Reviews:

Edmunds.com: Along with providing the likable character of the standard Focus, the 2012 Ford Focus Electric makes electric vehicle ownership more enticing thanks to potential sub-4-hour recharge times.

newCarTestDrive.com: A lot of productive effort went into making the cabin silent, with sound insulation.

KBB.com: The 2012 Focus cabin sets off a decidedly premium flavor with loads of soft-touch surfaces and an abundance of effectively integrated sound-attenuation materials.

TheCarConnection.com: TheCarConnection's Best Car To Buy 2012 is the 2012 Ford Focus.

CarAndDriver.com: The interior looks just as sharp and modern as the new sheetmetal, and the Focus's European roots are apparent in its agility, solid structure, and premium options list, which includes a self-parking system.

Manufacturer's website: All-new chassis and suspension that's tighter and better than ever.

US News: Standard torque vectoring control ? a first for a car in this class.

Vehicle History Highlights:

- | | | |
|-----------------------------------|--|--|
| • CARFAX 1-Owner | • CARFAX Buy Back Guarantee | • CARFAX No Total Loss Reported |
| • CARFAX No Frame Damage Reported | • CARFAX No Airbag Deployment Reported | • CARFAX No Odometer Rollback Reported |

Ad Preview:

Ford Certified, CARFAX 1-Owner. SE trim. FUEL EFFICIENT 36 MPG Hwy/26 MPG City!, PRICED TO MOVE \$400 below NADA Retail! CD Player, Auxiliary Audio Input, Overhead Airbag. CLICK NOW!=====KEY FEATURES INCLUDE: Auxiliary Audio Input, CD Player MP3 Player ...

FORD CERTIFIED PRE-OWNED VEHICLE (CPOV) FEATURES

- 12 months/12,000 miles Comprehensive Limited Warranty Coverage
- 24-Hour Roadside Assistance
- Vehicle History Report
- 7-Year/100,000-Mile Powertrain Limited Warranty
- 172-Point Inspection and Reconditioning
- 24-Hour Customer Assistance

Your Price \$14,392

360° Pricing Analysis

(AS OF 7/29/2014)

YOUR PRICE IS:



Market Average Internet Price

\$15,241

\$849

Below Market Average Internet Price



NADA

NADA Retail Value

\$14,850

\$458

Below NADA Retail Value

Comparison Cars in Market:

Vehicle	Color	Mileage	Certified?	Internet Price	Your Price Savings:
2012 Ford Focus Sedan SE	Black	46,853	✓	\$16,995	You save \$2,603
If you've been looking for just the right vehicle, then stop your search right here. Get excited about the 2012 Ford Focus! An affordable compact seat					
2012 Ford Focus Sedan SE	Black	52,081		\$15,997	You save \$1,605
The sedan you've been searching for! GREAT buy at a GREAT price! \$202/ Per month.* Carfax available! CERTIFIED PRE-OWNED... (413) 782-2700 Go direct a					
2012 Ford Focus Sedan SE	Gray	47,528		\$15,995	You save \$1,603
Family owned and operated since 1975. Please contact Rick McAvay for details and pricing!*PLEASE EMAIL US FOR SAVINGS!*We are not responsible for inco					
2012 Ford Focus Sedan SE	Black	49,372	✓	\$15,985	You save \$1,593
Sarat Ford is pleased to be currently offering this 2012 Ford Focus SE with 49,372 miles.This well-maintained Ford Focus SE comes complete with a CARF					
2012 Ford Focus Sedan SE	Silver	44,913		\$15,486	You save \$1,094
* All Used car prices include our \$2000 Push Pull or Tow Guaranteed Minimum Trade In!CALL HEATHER NOW AND YES TRADE-INS AND FINANCING ARE AVAILABLE! U					
2012 Ford Focus Sedan SE	Black	40,314		\$14,998	You save \$606
4 Brand New tires on this One Owner Clean Carfax 2012 Focus SE !! Automatic Transmission, power windows, power locks and more. Tires and brakes have b					
2012 Ford Focus Sedan SE	Black	76,425		\$14,995	You save \$603
Beautiful black four door Focus SE with all power options, and the automatic transmission.Ford hit a home run with the new Focus bodystyle - and you s					
2012 Ford Focus Sedan SE	White	48,259		\$14,995	You save \$603
2012 FORD FOCUS SE 6-SPEED AUTOMATIC WITH 2.0L 4 CYLINDER ENGINE !!! ACCIDENT FREE !!! FRONT WHEEL DRIVE WITH GREAT YEAR ROUND TRACTION CONTROL... 16					
2012 Ford Focus Sedan SE	Black	69,415		\$14,995	You save \$603
No ad preview found.					
2012 Ford Focus Sedan SE	Red	40,049		\$14,995	You save \$603
Earn discounts for cash down. We will Match 1/2 of your cash down payment as a discount. Certain restrictions apply. Call for details. \$2000 Down / \$2					

JDPower.com Power Circle Ratings

Power Circle Ratings (the Ratings) are developed by J.D. Power and Associates for JDPower.com. All Ratings are based on the opinions of consumers who have actually used or owned the product or service being rated. Since the Ratings are based on J.D. Power and Associates research studies that survey a representative sample of owners, they are indicative of what typical buyers may experience.

High ratings for a particular product/service/company do not necessarily mean that every customer will have a positive experience. It simply indicates that, on average, consumer perceptions of the product/service/company indicate that it stands out when compared with competitive products/services/companies.

Expert Reviews

Expert Reviews are excerpts from reviews and automotive awards from sites across the internet. The sites include newCarTestDrive.com, Edmunds.com and other similar sites.

The positive Expert Reviews are only excerpts of the full article or review. The full article may contain additional comments, both positive and negative, regarding the vehicle. For a more complete understanding of the scope of the review, you should read the entire review or award, which can be obtained from the referenced site.

NADA Used Car Guide - Retail Value

Actual valuations for 2012 Ford Focus SE with 54,466 miles will vary based upon optional equipment selected by the dealer, market conditions, specifications, vehicle condition or other particular circumstances pertinent to this vehicle. The specific information required to determine the value for this vehicle is based on your dealer's location, state - NH, for July and NADA Used Car Guide. NADA Used Car Guide vehicle valuations may vary from vehicle to vehicle. While the NADA Used Car Guide does take into account many variables related to the vehicle beyond make, model and geographic location, it does not account for the particular condition or circumstances of this vehicle which could cause the value of the vehicle to vary significantly from the NADA Used Car Guide - Retail Value.

Edmunds True Market Value (TMV)

Actual valuations for 2012 Ford Focus SE with 54,466 miles will vary based upon optional equipment selected by the dealer, market conditions, specifications, vehicle condition or other particular circumstances pertinent to this vehicle. Edmunds TMV price is an estimate of the current average selling price transactions for 2012 Ford Focus SE with 54,466 miles based on optional equipment and vehicle color based on your dealer's location, zipcode - 03103. Edmunds TMV vehicle valuations may vary from vehicle to vehicle. While the Edmunds TMV does take into account many variables related to the vehicle beyond make, model and geographic location, it does not account for the particular condition or circumstances of this vehicle which could cause the value of the vehicle to vary significantly from the Edmunds True Market Value.

Average Market Price

Average Market Price is calculated based on sampling of listings based on your dealer's zipcode, 03103. The source of the listings is third-party sites and dealer websites containing preowned and new vehicles. Average Market Price values may vary from vehicle to vehicle. Actual valuations for 2012 Ford Focus SE with 54,466 miles will vary based upon selected optional equipment, market conditions, specifications, vehicle condition or other particular circumstances pertinent to this vehicle. While the average market price is an average of similar 2012 Ford Focus SE and 100 miles radius from dealership, based on your dealer's zipcode (03103), the average can include vehicles with different trims, mileage ranges and dissimilar vehicle equipment. The sample of market listings may not represent all relevant vehicles available in the area searched.

Comparison Cars in Market

Comparison Cars in Market is created based on a select set of dealer classified listings from over forty thousand dealers nationally. The source of the listings is third-party sites and dealer websites containing preowned and new vehicles. While comparison cars are from similar vehicles based on year, manufacturer, model and 100 miles radius from dealership, based on your dealer's zipcode (03103), the comparison can include different trims, mileage ranges and dissimilar vehicle equipment. The dealer has full discretion in selecting the comparison cars, and may choose vehicles with different levels of trim and additional optional equipment. As a consequence, the comparison cars may not be comparable to the vehicle you are considering. The Comparison Cars in Market are based on the sample market listings available from various Internet data sources and may not represent all relevant vehicles available in the area searched.

CONSUMER IS RESPONSIBLE FOR VERIFYING ALL EQUIPMENT.

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