



What is the AUTOFAIR ADVANTAGE? #1 Ford Dealer in NH, Best Selection, Certified Vehicles w/ Warranty up to 100k Miles, 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



See Over 400 New & Used Vehicles at [AutoFairFord.com](http://AutoFairFord.com)

Exterior Color: GRAY  
Mileage: 34,784

Stock #: 445122T  
VIN: 1FAHP3K20CL407159

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

### Equipment:

- Auxiliary Audio Input
- MP3 Player
- Child Safety Locks
- ABS
- Engine Immobilizer
- Automatic Headlights
- Rear Side Air Bag
- 5-Speed M/T
- CD Player
- Keyless Entry
- Stability Control
- Tire Pressure Monitor
- Trip Computer
- Power Windows
- Front Head Air Bag
- A/C
- Rear Spoiler
- Steering Wheel Audio Controls
- Bucket Seats
- Front Disc/Rear Drum Brakes
- Fog Lamps
- Adjustable Steering Wheel
- Rear Head Air Bag
- Driver 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 No Frame Damage Reported
- CARFAX Buy Back Guarantee
- CARFAX No Airbag Deployment Reported
- CARFAX No Total Loss Reported
- CARFAX No Odometer Rollback Reported

### Ad Preview:

SE trim. EPA 36 MPG Hwy/26 MPG City! CARFAX 1-Owner, Ford Certified, LOW MILES - 34,784! CD Player, Auxiliary Audio Input, Head Airbag. AND MORE!=====KEY FEATURES INCLUDE: Auxiliary Audio Input, CD Player. Rear Spoiler, MP3 Player, Keyless Entry, Child ...

### 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 \$16,298**

## 360° Pricing Analysis

(AS OF 8/27/2014)

YOUR PRICE IS:



NADA Retail Value

\$16,425

**\$127**

Below NADA Retail Value

### Comparison Cars in Market:

| Vehicle  | Color   | Mileage | Certified? | Internet Price | Your Price Savings: |
|--|---------|---------|------------|----------------|---------------------|
| 2012 Ford Focus Sedan SE   | White   | 60,302  |            | \$20,495       | You save \$4,197    |
| 2013 Honda Civic EX-L  |         |         |            |                |                     |
| 2012 Ford Focus Sedan SE   | Black   | 59,615  |            | \$18,995       | You save \$2,697    |
| 2012 Ford Focus SE Sedan   |         |         |            |                |                     |
| 2012 Ford Focus Sedan SE   | Silver  | 21,000  |            | \$18,495       | You save \$2,197    |
| Wow!!!Like Brand new condition!!!Loaded with features;pwr windows;locks;pwr sunroof;fog lights and Bluetooth.Financing and warranty available by calling |         |         |            |                |                     |
| 2012 Ford Focus Sedan SE   | Black   | 20,657  |            | \$17,995       | You save \$1,697    |
| No ad preview found.   |         |         |            |                |                     |
| 2012 Ford Focus Sedan SE   | Unknown | 44,035  |            | \$17,995       | You save \$1,697    |
| 2012 Ford Focus SE Hatchback   |         |         |            |                |                     |
| 2012 Ford Focus Sedan SE   | Gray    | 24,803  |            | \$17,950       | You save \$1,652    |
| No ad preview found.   |         |         |            |                |                     |
| 2012 Ford Focus Sedan SE   | Black   | 22,177  |            | \$16,999       | You save \$701      |
| Trustworthy and worry-free, this pre-owned 2012 Ford Focus SE makes room for the whole team and the equipment. It's outfitted with the following optio   |         |         |            |                |                     |
| 2012 Ford Focus Sedan SE   | Black   | 46,853  | ✓          | \$16,995       | You save \$697      |
| 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   | White   | 33,331  | ✓          | \$16,988       | You save \$690      |
| Your satisfaction is our business! Call ASAP! This vehicle has just arrived so don't wait to come in and be the first to inspect this vehicle. Give us   |         |         |            |                |                     |
| 2012 Ford Focus Sedan SE   | Black   | 21,250  |            | \$16,985       | You save \$687      |
| This outstanding example of a 2012 Ford Focus SE is offered by Sarat Ford .Enjoy a higher level of satisfaction with a CARFAX one-owner vehicle. The F   |         |         |            |                |                     |

*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 34,784 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 August 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 34,784 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 34,784 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 34,784 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.

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