



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: 62,501

Stock #: 445101T  
VIN: 1FAHP3K26CL432373

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:

Ford Certified, CARFAX 1-Owner. FUEL EFFICIENT 36 MPG Hwy/26 MPG City! SE trim. CD Player, Auxiliary Audio Input, Head Airbag. READ MORE!=====KEY FEATURES INCLUDE: Auxiliary Audio Input, CD Player. Rear Spoiler, MP3 Player, Keyless Entry, Child Safety ...

### 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 \$13,492

360° Pricing Analysis			
(AS OF 8/19/2014)		YOUR PRICE IS:	
	Market Average Internet Price	\$15,239	<b>\$1,747</b> Below Market Average Internet Price
	NADA Retail Value	\$13,525	<b>\$33</b> Below NADA Retail Value

Comparison Cars in Market:

Vehicle	Color	Mileage	Certified?	Internet Price	Your Price Savings:
2012 Ford Focus Sedan SEL	Blue	55,621		\$17,080	You save \$3,588
2012 Ford Focus SEL Sedan					
2012 Ford Focus Sedan Titanium	Black	53,675		\$15,355	You save \$1,863
Titanium Premium Package (Auto-Dimming Electrochromic Rearview Mirror, Rain-Sensing Wipers, and Reverse Sensing System), Titanium Winter Package (Heat					
2012 Ford Focus Sedan SE	Black	69,415		\$14,995	You save \$1,503
CLEAN, SAFE, GREAT MPG... the whole package. You will love driving this sedan! The Focus gets an EPA-estimated 28/38 mpg city/highway, which is excell					
2012 Ford Focus Sedan SE	Black	76,425		\$14,995	You save \$1,503
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					
2012 Ford Focus Sedan SE	Silver	51,055		\$14,990	You save \$1,498
No ad preview found.					
2012 Ford Focus Sedan SEL	White	52,450	✓	\$14,498	You save \$1,006
No ad preview found.					
2012 Ford Focus Sedan Titanium	Red	64,170		\$14,294	You save \$802
Power Moonroof. Flex Fuel! Don't bother looking at any other car! Are you looking for a wonderful value in a vehicle? Well, with this attractive 2012					
2012 Ford Focus Sedan SE	Unknown	52,056		\$14,250	You save \$758
2012 Ford Focus SE 4dr Sedan					
2012 Ford Focus Sedan SE	Silver	52,658		\$13,995	You save \$503
No ad preview found.					
2012 Ford Focus Sedan SE	Black	51,623		\$13,995	You save \$503
No ad preview found.					

*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 62,501 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 62,501 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 62,501 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 62,501 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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