



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 SEL



See Over 400 New & Used Vehicles at AutoFairFord.com

Exterior Color: BLACK
Mileage: 61,982

Stock #: 445112T
VIN: 1FAHP3M24CL168308

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

Equipment:

- iPod/MP3 Input
- Rear Spoiler
- Aluminum Rims
- Child Safety Locks
- 4-Wheel ABS
- Vehicle Anti-Theft System
- Leather Wrapped Steering Wheel
- Cruise Control
- CD Player
- MP3 Player
- Keyless Entry
- Electronic Stability Control
- 4-Wheel Disc Brakes
- Trip Computer
- Fog Lights
- Power Windows
- Dual Zone A/C
- Hands-Free Communication System
- Steering Wheel Controls
- Bucket Seats
- Tire Pressure Monitoring System
- Universal Garage Door Opener
- Auto-Off Headlights
- Adjustable Steering Wheel

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**

- CARFAX Buy Back Guarantee
- CARFAX No Total Loss Reported
- CARFAX No Frame Damage Reported
- CARFAX No Airbag Deployment Reported
- CARFAX No Odometer Rollback Reported
- CARFAX No Accidents / Damage Reported



Ad Preview:

Ford Certified, Excellent Condition. WAS \$16,392, FUEL EFFICIENT 38 MPG Hwy/28 MPG City!, PRICED TO MOVE \$3,000 below NADA Retail! CD Player, Dual Zone A/C, iPod/MP3 Input, Aluminum Wheels, Head Airbag, Serviced here, Local Trade CLICK NOW!=====A GREAT ...

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 \$12,796

| 360° Pricing Analysis | | | |
|---|-------------------------------|----------------|---|
| (AS OF 10/13/2014) | | YOUR PRICE IS: | |
|  | Market Average Internet Price | \$14,516 | \$1,720 Below Market Average Internet Price |
|  | NADA Retail Value | \$15,850 | \$3,054 Below NADA Retail Value |

Comparison Cars in Market:

| Vehicle | Color | Mileage | Certified? | Internet Price | Your Price Savings: |
|---|---------|---------|------------|----------------|---------------------|
| 2012 Ford Focus Sedan SEL | Gray | 61,233 | | \$20,988 | You save \$8,192 |
| No ad preview found. | | | | | |
| 2012 Ford Focus Sedan SEL | Unknown | 55,621 | | \$17,080 | You save \$4,284 |
| 2012 Ford Focus SEL Sedan | | | | | |
| 2012 Ford Focus Sedan SEL | Silver | 54,687 | | \$14,995 | You save \$2,199 |
| WOW THIS IS A WICKED NICE CAHHH!! IF YOU ARE LOOKING FOR A VERY CLEAN AND WELL MAINTAINED PRE-OWNED VEHICLE THIS IS THE ONE!! DO NOT HESITATE TO COME | | | | | |
| 2012 Ford Focus Sedan SEL | White | 52,348 | ✓ | \$14,498 | You save \$1,702 |
| No ad preview found. | | | | | |
| 2012 Ford Focus Sedan SEL | Gray | 63,275 | | \$13,995 | You save \$1,199 |
| AUTOMATIC,AIR CONDITIONING,POWER LOCKS&WINDOWS,CD,CRUISE CONTROL,TILTWHEEL,MOONROOF,POWER SEAT,ALLOY WHEELS,ANTI-LOCK BRAKES,4DOOR | | | | | |
| 2012 Ford Focus Sedan SEL | Gray | 58,622 | | \$13,988 | You save \$1,192 |
| Step into the 2012 Ford Focus! Providing great efficiency and utility! This 4 door, 5 passenger hatchback still has fewer than 60,000 miles! Top featu | | | | | |
| 2012 Ford Focus Sedan SEL | Silver | 52,667 | | \$13,977 | You save \$1,181 |
| No ad preview found. | | | | | |
| 2012 Ford Focus Sedan SEL | Red | 54,168 | | \$13,497 | You save \$701 |
| No ad preview found. | | | | | |
| 2012 Ford Focus Sedan SEL | Silver | 54,305 | | \$13,487 | You save \$691 |
| WOW...38 MPG highway! over 30 MPG combined! Here is one of Americas best selling cars. 2012 Ford Focus SEL version with all the popular features. Autom | | | | | |
| 2012 Ford Focus Sedan SEL | Black | 53,645 | | \$13,202 | You save \$406 |
| CLEAN CARFAX! Want to stretch your purchasing power? Well take a look at this great 2012 Ford Focus. Insurance Institute for Highway Safety 2012 Top S | | | | | |

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 SEL with 61,982 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 October 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 SEL with 61,982 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 SEL with 61,982 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 SEL with 61,982 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 SEL 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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