



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



Exterior Color: RED
Mileage: 34,654

Stock #: 444765C
VIN: 1FAHP3M2XCL441767

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 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:

SEL trim. PRICE DROP FROM \$17,995, FUEL EFFICIENT 38 MPG Hwy/28 MPG City! CARFAX 1-Owner, Excellent Condition, Ford Certified, ONLY 34,654 Miles! CD Player, Dual Zone A/C, iPod/MP3 Input, Aluminum Wheels, Head Airbag. CLICK NOW!=====A GREAT TIME TO ...

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 \$16,392

360° Pricing Analysis

(AS OF 8/14/2014)

YOUR PRICE IS:



NADA Retail Value

\$16,550

\$158

Below NADA Retail Value

Comparison Cars in Market:

Vehicle	Color	Mileage	Certified?	Internet Price	Your Price Savings:
2012 Ford Focus Sedan SEL	White	35,977		\$18,995	You save \$2,603
No ad preview found.					
2012 Ford Focus Sedan SEL	White	30,212		\$18,980	You save \$2,588
No ad preview found.					
2012 Ford Focus Sedan SEL	Gray	34,689	✓	\$18,888	You save \$2,496
No ad preview found.					
2012 Ford Focus Sedan SEL	Silver	29,694	✓	\$18,888	You save \$2,496
THIS 2012 FOCUS SEL FEATURES HEATED LEATHER SEATS, 17" ALLOY WHEELS, POWER WINDOWS, LOCKS, AND MIRRORS, SYNC VOICE ACTIVATED SYSTEMS, REMOTE KEYLESS E					
2012 Ford Focus Sedan SEL	Red	31,049	✓	\$18,490	You save \$2,098
Best Price and Selection, you get it here at Columbia Ford Kia!!! Here at Columbia Ford Kia, We take anything in Trade! Boat, Goats, Planes, and Train					
2012 Ford Focus Sedan SEL	Gray	57,579		\$17,995	You save \$1,603
*Industry Exclusive 30-Day Satisfaction Buy-Back Promise! **Financing as low as 5.99 % *** Extended Service Available up to 7 years/100,000 miles... a					
2012 Ford Focus Sedan SEL	Gray	22,843		\$17,995	You save \$1,603
SEL, SIRIUS, SYNC, LEATHER, AUTO PARK, REAR CAMERA, MOONROOF, NAVIGATION SYSTEM, REVERSE SENSE, MY FORD TOUCH, SONY SOUND, SEL PREMIUM PACKAGE, 17 INCH POLISHED AL					
2012 Ford Focus Sedan SEL	Red	30,395		\$17,995	You save \$1,603
LOW MILES - 30,395! FUEL EFFICIENT 38 MPG Hwy/28 MPG City! SEL trim. CD Player, iPod/MP3 Input, Dual Zone A/C, Onboard Communications System, Alloy Wh					
2012 Ford Focus Sedan SEL	Silver	44,009		\$17,815	You save \$1,423
Buy with confidence! This vehicles story can be verified with a CarFax Title History report. Less \$ for gas means more \$ for more important things in					
2012 Ford Focus Sedan SEL	Unknown	27,345		\$17,500	You save \$1,108
Immaculate one owner vehicle that was purchase here new and just traded! - -2012FordFocus - -5dr HB SEL Please call our toll free number at 866-839-					

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 34,654 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 SEL with 34,654 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 34,654 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 34,654 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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