



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 Explorer XLT



See Over 400 New & Used Vehicles at AutoFairFord.com

Exterior Color: BLACK

Mileage: 9,130

Stock #: 445354T

VIN: 1FMHK8D89CGA53847

Engine: 3.5L V6 Cylinder Engine

Transmission: Automatic

Drive Train: 4WD

### Equipment:

- Third Row Seat
- iPod/MP3 Input
- Rear Spoiler
- Hands-Free Communication System
- Keyless Entry
- Reverse Sensing System
- 4-Wheel ABS
- Vehicle Anti-Theft System
- Rear Air
- CD Player
- MP3 Player
- Aluminum Rims
- Child Safety Locks
- Electronic Stability Control
- Tire Pressure Monitoring System
- Leather Wrapped Steering Wheel
- Satellite Radio
- Heated Side Mirrors
- 4x4
- Privacy Glass
- Steering Wheel Controls
- Bucket Seats
- 4-Wheel Disc Brakes
- Fog Lights

### Expert Reviews:

Edmunds.com: With solid on-road dynamics, decent fuel efficiency and an accommodating, high-class cabin, the 2012 Ford Explorer is a top pick for a large crossover SUV.

newCarTestDrive.com: Explorer's chassis is super rigid, using twice as much high-strength steel as the old. That makes for not only great crash-test scores, but also a quiet cabin, excellent ride quality and solid handling that belies the Explorer's considerable size.

KBB.com: Match that with a bounty of standard computer-controlled handling aids, impressively weighted electrically-booster power steering and more than capable anti-lock disc brakes, and the Explorer turns in a world-class open-road experience.

CarAndDriver.com: Nearly minivan levels of interior volume, elegant exterior, modern interior, good fit and finish, smooth ride, quiet demeanor.

### 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:

Excellent Condition, CARFAX 1-Owner, Ford Certified, LOW MILES - 9,130! PRICE DROP FROM \$32,892, \$2,500 below NADA Retail! 3rd Row Seat, iPod/MP3 Input, Satellite Radio, Heated Side Mirrors, CD Player, Overhead Airbag, Rear Air SEE MORE!=====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 \$28,892**

## 360° Pricing Analysis

(AS OF 11/8/2014)

YOUR PRICE IS:



**NADA**

NADA Retail Value

\$31,425

**\$2,533**

Below NADA Retail Value

### Comparison Cars in Market:

Vehicle	Color	Mileage	Certified?	Internet Price	Your Price Savings:
2012 Ford Explorer SUV XLT	Black	22,350		\$32,900	You save \$4,008
PREMIUM WHEEL PACKAGE NAVIGATION MOONROOF Visit AJ's Auto Sales Inc. online at <a href="http://www.ajsautosalesinc.com">www.ajsautosalesinc.com</a> to see more pictures of this vehicle or call us					
2012 Ford Explorer SUV XLT	Red	43,736	✓	\$31,999	You save \$3,107
No ad preview found.					
2012 Ford Explorer SUV XLT	Black	16,080	✓	\$30,998	You save \$2,106
HERB CHAMBERS AND FORD CERTIFIED! 1 OWNER! LOW MILEAGE! Before selling a pre-owned vehicle, we put it through our extensive reconditioning process to					
2012 Ford Explorer SUV XLT	Silver	11,677		\$30,998	You save \$2,106
2012 Ford Explorer XLT SUV					
2012 Ford Explorer SUV XLT	White	27,925		\$30,998	You save \$2,106
No ad preview found.					
2012 Ford Explorer SUV XLT	White	32,952		\$30,994	You save \$2,102
XLT, 4 WHEEL DRIVE, LEATHER UPHOLSTERY, VOICE ACTIVATED NAVIGATION SYSTEM, SYNC BLUETOOTH SYSTEM, MYFORD TOUCH, DUAL PANEL MOON ROOF (SUNROOF), BACK U					
2012 Ford Explorer SUV XLT	Unknown	29,980		\$30,986	You save \$2,094
2012 Ford Explorer XLT 4WD					
2012 Ford Explorer SUV XLT	Blue	36,798	✓	\$30,985	You save \$2,093
Sarat Ford is pleased to be currently offering this 2012 Ford Explorer XLT with 36,798 miles. Off-road or on the street, this Explorer XLT handles wit					
2012 Ford Explorer SUV XLT	Gold	26,655		\$30,000	You save \$1,108
2012 Ford Explorer XLT 4WD					
2012 Ford Explorer SUV XLT	Silver	39,792	✓	\$29,998	You save \$1,106
**20in Aluminum wheels and Dual Panel MOONROOF! Only 39k miles and still under WARRANTY!2012 Ford Explorer 4x4 in the XLT trim! Silver metallic with B					

*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 Explorer XLT with 9,130 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 November 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 Explorer XLT with 9,130 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 Explorer XLT with 9,130 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 Explorer XLT with 9,130 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 Explorer XLT 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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