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Have vehicle questions?Call (866) 337-3434

2016 Focus

S Sedan

Payment

Base MSRP[S1]	$18,320
Total of Options[S4]	$0
Destination Charges[S17]	$875
Total MSRP[S16]	$19,195
Available Incentives[S3]	-$1,750

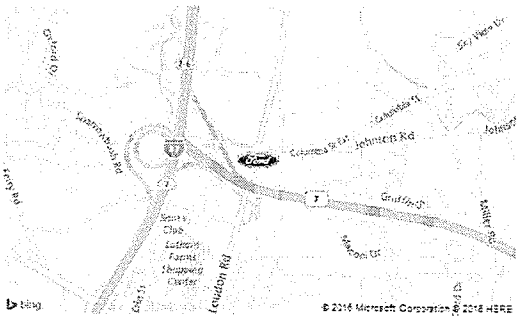
RCL Customer Cash
Program #50348: Take new retail delivery from dealer stock by 04/04/2016. Not all Focus Gas models may qualify. See dealer for residency restrictions and complete details.
Amount: $1,750, Offer Valid: Jan 5, 2016-Apr 4, 2016

Net Price[S5] $17,445

$168 [S6] Based on $1,920 down payment, 36 month term and 10,500 mileage, $0 trade-in

Dealer Information

Latham Motors Inc
637 Columbia Street, Route 9R
Latham, NY 12110
(866) 337-3434



Model

2016 Ford Focus S Sedan, 2.0L Ti-VCT Direct-injection I-4 Engine, 6-Speed Automatic Transmission	$18,320

Paint[S4]

Oxford White	$0

Powertrain[S4]

2.0L Flex Fuel

6-Speed PowerShift Automatic

Equipment Groups[S4]

100A	$0

Exterior[S4]

15-inch steel wheels with Silver-painted covers	$0
195/65R15 Tires	$0

Interior[S4]

Charcoal Black	$0
AM/FM Single CD/MP3 Capable w/4 Speakers	$0
SYNC®	$0
Cloth Seats	$0

Standard Features

Interior Features

- Cloth front bucket seats with 6-way manual driver's seat, 4-way manual passenger seat and first row removable, 2-way adjustable head restraints and folding rear seat with three removable head restraints
- Manual climate control
- Air filtration system
- AM/FM single-disc CD player, MP3 capable with 4 speakers, audio input jack and speed-sensitive volume control
- SYNC® voice-activated Communications and Entertainment System
- USB Ports (One)
- Full-floor center console with storage, cupholders and USB ports
- Rear coat hooks
- Power door locks located on door trim
- Dome lamps, front, rear and cargo compartment
- Front door storage bins
- Tilt and telescoping steering wheel
- Sun visors, driver and front passenger
- Power front windows with driver one-touch down and manual rear windows
- Front 12V powerpoint
- Floor mats, first row
- MyKey® owner controls feature
- Steering wheel redundant audio controls
- Variable Intermittent front wipers
- Driver Configurable 4.2" Color LCD Display Cluster

Exterior Features

- Grille, black with chrome trim
- Rocker moldings, black
- Power mirrors, black, manual fold
- Integrated blind spot mirrors
- Quad-beam halogen headlamps
- Rear window defroster
- Easy Fuel® (capless fuel filler)
- Rear view camera

Power and Handling

- 2.0L Ti-VCT direct-injection I-4 engine with Flex Fuel Capable
- 5-speed manual transmission
- MacPherson strut independent front suspension
- Front disc/rear drum and Anti-Lock Braking System
- Electronic Brake Assist
- Electric power-assisted steering (EPAS)
- Control Blade® independent rear suspension with stabilizer bar
- Active Grille Shutters
- 15-inch steel wheels with Silver-painted covers
- Mini spare tire

Safety

- Dual-stage front airbags
- Front-seat side-impact airbags
- Safety Canopy® side-curtain airbags (first and second row)
- Belt-Minder® front safety belt reminder
- Three-point safety belts at all seating positions
- Height-adjustable front safety belts
- Personal Safety System™
- Child safety door locks, rear
- LATCH, Lower Anchors and Tether Anchors for Child safety seats
- AdvanceTrac® electronic stability control
- Tire Pressure Monitoring System
- Driver's knee airbag
- Remote keyless entry
- SecuriLock® Passive Anti-Theft System

Your Configuration: 2016 Ford Focus S Sedan, 2.0L Ti-VCT Direct-injection I-4 Engine, 6-Speed Automatic Transmission
Pricing shown for ZIP code 12180 as of February 10, 2016 S2

Note: Information is provided on an "as is" basis and could include technical, typographical or other errors. Ford makes no warranties, representations, or guarantees of any kind, express or implied, including but not limited to, accuracy, currency, or completeness, the operation of the Site, the information, materials, content, availability, and products. Ford reserves the right to change product specifications, pricing and equipment at any time without incurring obligations. Your Ford dealer is the best source of the most up-to-date information on Ford vehicles.

Disclosures through S17 apply to Search Dealer Inventory, Request A Quote, Get An Internet Price, Get A Quote, Let Us Find It For You, Build & Price and Incentives & Offers.

S1 Manufacturer's Suggested Retail Price (also referred to as "MSRP", "Base MSRP", "Base Price" or the "Starting At" price), excludes destination/delivery charge, taxes, title, license, and registration and/or electronic filing fees, dealer fees, and total of options. For authenticated AXZ Plan customers, the price displayed may represent Plan pricing. Not all AXZ Plan customers will qualify for the Plan pricing shown and not all offers or incentives are available to AXZ Plan customers.

S2 Images shown are for information purposes only, and may not necessarily represent the configurable options selected or available on the vehicle. We cannot be responsible for typographical or other errors, including data transmission, display, or software errors, that may appear on the site.

S3 Offers shown may not be available to all customers. Incentives lists are examples of offers available at the time of posting and are subject to change and expiration. Not all incentives can be redeemed together. To take advantage of rebates, incentives and/or financing offers you must take new retail delivery from dealer stock by the expiration date noted. Not all buyers will qualify for Ford Credit financing or other offers. Restrictions apply. See your local dealer for complete details.

S4 The Option Package price and monthly payment displayed is for illustration purposes, only. Prices and monthly payments may vary based on features included in package, financing terms and availability. Some Options are not available separately. Not all Options or Option Packages are available on all vehicles. See your local dealer for details.

S5 Net Price is the Total Manufacturer's Suggested Retail Price ("Total MSRP") minus any available offers and/or incentives. Excludes taxes, title, and registration fees. For authenticated AXZ Plan customers, the price displayed may represent Plan pricing. Not all AXZ Plan customers will qualify for the Plan pricing shown and not all offers or incentives are available to AXZ Plan customers.

S6 The payment estimator will calculate a monthly payment based on the MSRP of the vehicle you have configured, including the dealer-installed accessories. For authenticated AXZ Plan customers, the price displayed may represent Plan pricing. Not all AXZ Plan customers will qualify for the Plan pricing shown. Actual monthly payment is based on a variety of factors, including differing financing or leasing terms, accessory prices and installation costs. Financing payment calculations are estimates only, and are based on amount of down payment, APR, and term of lease. Lease payment calculations are estimates only, and are based on an annual mileage calculation determined by your dealer. A charge is assessed for any mileage driven that exceeds this limit. Not all buyers will qualify for financing or a lease. Contact your local Ford, Lincoln or Mercury Dealer for details.

S7 While dealer inventory is generally updated on a daily basis, there are no guarantees that the inventory shown will be available at the dealership. Mid-model-year manufacturing changes, as well as dealer-added accessories on the actual vehicle may differ from the options and features listed. Vehicles that are identified as 'Exact Matches' may have a different price or different features not represented on the site. We make every effort to provide you with the most accurate, up-to-date information, however, only your local Ford dealer can provide you with information regarding actual vehicle availability.

S8 Dealer Accessories are defined as items that do not appear on the factory window sticker that are installed by a Ford or Lincoln Dealers. Actual Prices for all accessories may vary and depend upon your dealer. Prices DO NOT include installation or painting, which may be required for particular items. Please check with your authorized dealer for complete pricing accuracy for all accessories and parts.

Genuine Ford Accessories will be warranted for whichever provides you the greatest benefit: 12 months or 12,000 miles (whichever occurs first) or the remainder of your Bumper-to-Bumper 3-year/36,000-mile New Vehicles Warranty. Contact your local Ford, Lincoln or Mercury dealer for details and a copy of the limited warranty.

Ford Licensed Accessories (FLA) are warranted by the accessories manufacturer's warranty. Contact your Ford, Lincoln or Mercury Dealer for details regarding the manufacturer's limited warranty and/or a copy of the FLA product limited warranty offered by the accessory manufacturer.

Most Ford Racing Performance Parts are sold with no warranty. Ford Racing Performance Parts are sold "As Is", "With All Faults", "As They Stand" and without any express warranty whatsoever, unless otherwise expressly designated herein. To determine which parts come with a warranty from the original manufacturer, or from Ford Racing, please contact the Ford Racing Techline at (800) FORD788.

S9 The "Trade-In Value" of your vehicle is an estimate, only, and many factors that cannot be assessed without a physical inspection of the vehicle may affect actual value. For purposes of this website, we use the services of a third-party vendor to provide Trade-In Value calculations. While we believe this information is reliable, we are not responsible for and do not guarantee the accuracy or reliability of the information. Please see your local Ford dealer for information regarding actual trade-in

availability and value.
S10 AXZ Plan pricing, including AXZ Plan option pricing, is exclusively for eligible Ford Motor Company employees, friends and family-members of eligible employees, and Ford Motor Company eligible partners. Restrictions apply. See your Ford or Lincoln dealer for complete details and qualifications. Ford Motor Company reserves the right to modify the terms of AXZ Plan pricing or availability at any time. Some dealers may also chose not to participate in plan pricing Contact your local dealer to determine final pricing.
S11 EPA estimated city/highway mpg based on base engine/transmission configuration. Actual mileage will vary.
S12 Towing - Properly equipped.
S13 For Dealer Ordered vehicles, the vehicle has already been ordered by the dealer and is in the process of being manufactured by the factory. If you are interested in the vehicle marked "Dealer Ordered", contact the dealership for a delivery estimate.
S14 The "estimated selling price" is for estimation purposes only and the figures presented do not represent an offer that can be accepted by you. See your local dealer for vehicle availability and actual price.
The "estimated capitalized cost" is for estimation purposes only and the figures presented do not represent an offer that can be accepted by you. See your local dealer for vehicle availability, actual price, and financing options.
S15 The "amount financed" is for estimation purposes only and the figures presented do not represent an offer that can be accepted by you. See your local dealer for vehicle availability, actual price, and financing options.
The "adjusted capitalized cost" is for estimation purposes only and the figures presented do not represent an offer that can be accepted by you. See your local dealer for vehicle availability, actual price, and financing options.
S16 Total MSRP is Base MSRP plus options, destination and delivery charges. Excludes taxes, title, and registration fees.
S17 Destination Charges are associated with getting the vehicle from the manufacturer to the dealership. Prices listed are MSRP and are based on information updated on this website from time to time.
For Manufacturer Specific Disclosures See Below
1 Starting MSRP excludes destination/delivery charge, taxes, title and registration. Optional equipment not included. Starting A, Z and X Plan price is for qualified, eligible customers and excludes document fee, destination/delivery charge, taxes, title and registration. Not all vehicles qualify for A, Z or X Plan. All Mustang Shelby GT350 and Shelby GT350R prices exclude gas guzzler tax.
2 EPA-estimated city/hwy mpg. See fueleconomy.gov for fuel economy of other engine/transmission combinations. Actual mileage will vary. MPGe is the EPA equivalent measure of gasoline fuel efficiency for electric mode operation.

DISCLOSURES