

Car Buyer Customer Incentives - October 2018

Summary of retail programs offered. Programs may vary by region and model.

	Cash rebate	Finance rate		Cash rebate	Finance rate		Cash rebate	Finance rate
BMW GROUP						2018 models		
<i>Expires Oct. 31. In lieu of rebates, cut-rate financing is available.</i>						Mercedes-Benz Metris 0-2.9%		
2019 models						AMG C 43, AMG C 63, AMG GLC 43, AMG GLC 63, C 300, C 350e, GLC 300, GLC 350e 1.9-3.9%		
BMW 330, 330 Gran Turismo, 340 Gran Turismo, 430, 430 Gran Coupe, 440, 440 Gran Coupe, 530, 530e, 540, 540D, M4, M550, X3, X4, X6, X6 M	\$1,000-\$2,500	1.1-9.9%	2018 models			Sprinter 2500, Sprinter 3500, Sprinter 3500XD 1.9-4.9%		
230, 640 Gran Coupe, 640 Gran Turismo, 740, 740e, 750, ALPINA B6 Gran Coupe, ALPINA B7, i8, M240, M5, M6 Gran Coupe, M760, M850, X5		1.1-9.9%	2019 models					
Mini Cooper*, Countryman, E Countryman		1.1-9.9%	Buick Encore \$500-\$2,000 0-9.9%					
2018 models			Envision \$1,750 2.9-6.9%					
BMW 530e, X6, X6 M	\$2,500-\$4,000	1.1-9.9%	Cascade \$750-\$1,750					
230, 320, 328d, 330, 330e, 330 Gran Turismo, 340, 340 Gran Turismo, 430, 430 Gran Coupe, 440, 440 Gran Coupe, 530, 540, M240, M3, M4, M5, M550, X1, X2, X3, X4, X5, X5 eDrive, X5 M		1.1-9.9%	Enclave \$500-\$1,000 0.9-4.9%					
640, 640 Gran Coupe, 640 Gran Turismo, 650, 650 Gran Coupe, 740, 740e, 750, ALPINA B6 Gran Coupe, ALPINA B7, i3, M6, M6 Gran Coupe, M760		1.1-9.9%	LaCrosse, Regal Sportback, Regal TourX \$500-\$1,000					
Mini Countryman		1.9-9.2%	Cadillac Escalade, Escalade ESV \$1,000-\$7,000 1.9-5.9%					
FCA US						CTS, CTS-V, XTS \$750-\$3,000 0-5.9%		
<i>Expires Oct. 31. In lieu of rebates, cut-rate financing is available.</i>						CT6, CT6 Plug-In, XT5 \$1,000-\$2,000 2.9-5.9%		
2019 models						ATS, ATS-V \$1,000 2.9-5.9%		
Alfa Romeo Giulia, Stelvio	\$1,000	1.9-5.9%	Chevrolet Express 2500, Express 3500 \$3,500					
Chrysler 300	\$2,250-\$4,250	0-3.9%	Silverado 1500 \$750-\$3,500 1.1%					
Pacifica (incl. Hybrid)	\$500-\$2,500	0-3.9%	Malibu (incl. Hybrid), Trax \$750-\$2,500 0-9.9%					
Dodge Grand Caravan	\$3,000	0-3.9%	Cruze \$500-\$2,500 9.9%					
Durango	\$1,000	0-4.9%	Colorado, Volt \$500-\$2,500					
Challenger, Charger	\$500-\$750	0-4.9%	Silverado 2500HD, Silverado 3500HD \$1,000-\$2,000					
Fiat 500L	\$1,750	0-3.9%	Equinox \$750-\$2,000 1.3%					
124 Spider		0-4.9%	Suburban, Tahoe \$1,500					
Jeep Cherokee	\$250-\$3,000	0-3.9%	Bolt EV, Impala \$1,000					
Grand Cherokee	\$1,250	0-4.9%	Camaro \$500-\$1,000 9.9%					
Compass	\$750	0-3.9%	Sonic, Spark, Traverse \$500-\$1,000					
Ram 1500, 1500 Classic	\$500-\$4,000	0-5.9%	GMC Acadia \$500-\$4,500					
2018 models						Savana 2500 \$3,500 1.9-6.9%		
Alfa Romeo Giulia, Stelvio	\$1,750	1.9-5.9%	Savana 3500 \$500-\$3,500 1.9-9.9%					
Chrysler 300	\$1,000-\$6,000	0-3.9%	Sierra 1500 \$500-\$2,500					
Dodge Grand Caravan	\$4,000	0-3.9%	Sierra 3500HD, Sierra 2500HD, Yukon, Yukon XL \$1,000-\$2,000					
Durango, Journey	\$500-\$3,000	0-4.9%	Terrain \$500-\$1,500 0-3.0%					
Challenger, Charger	\$250-\$2,500	0-4.9%	AMERICAN HONDA MOTOR CO.					
Fiat 500e	\$7,250	0%	<i>Expires Oct. 31.</i>					
124 Spider, 500L, 500X	\$500-\$3,000	0-4.9%	2019 models					
500, 500c	\$1,500	0-3.9%	Acura MDX, MDX Sport Hybrid, RDX, TLX 1.9-3.9%					
Jeep Compass	\$500-\$3,250	0-2.9%	Honda Odyssey 0.9-6.9%					
Renegade	\$500-\$2,500	0-3.9%	2018 models					
Grand Cherokee	\$500-\$2,000	0-4.9%	Acura ILX 0.9-4.9%					
Ram 1500	\$250-\$3,750	0-4.9%	MDX, MDX Sport Hybrid, RDX, RDX Sport Hybrid 1.9-3.9%					
ProMaster 1500, ProMaster 2500*, ProMaster 3500*	\$3,000		Honda Clarity Plug-In Hybrid, Pilot 0.9-6.9%					
ProMaster City	\$2,500	0-4.9%	Accord, Civic, CR-V 1.9-6.9%					
2500, 3500	\$250-\$2,000	0-5.9%	HYUNDAI-KIA					
FORD MOTOR CO.						<i>Expires Oct. 31. In lieu of rebates, cut-rate financing is available.</i>		
<i>Expires Oct. 31. In lieu of rebates, cut-rate financing is available.</i>						2019 models		
2019 models						Genesis G70, G80, G90 1.9-7.9%		
Ford Taurus	\$1,000-\$2,500	0-7.9%	Hyundai Santa Fe XL, Veloster \$1,500 0-9.9%					
Flex	\$500-\$2,000	0-7.9%	Accent, Sonata \$1,000 0-8.9%					
Transit 150, Transit 250, Transit 350	\$1,500-\$1,750	1.1-8.9%	Elantra, Kona, Santa Fe \$500 0-8.9%					
Transit Connect	\$1,250-\$1,750	1.1-8.9%	Ioniq Hybrid 1.9-8.9%					
Fiesta, Mustang	\$1,000-\$1,500	0-9.9%	Ioniq Plug-In Hybrid 1.9-8.9%					
Fusion Energi, Fusion Hybrid	\$500-\$1,500	0-5.9%	Kia Sorento \$500-\$3,000 0-9.5%					
F-150, Fusion	\$250-\$1,250	0-9.9%	MDX, MDX Sport Hybrid, RDX, RDX Sport Hybrid 1.9-3.9%					
EcoSport, Edge	\$500-\$1,045	0-7.9%	Honda Clarity Plug-In Hybrid, Pilot 0.9-6.9%					
Escape, Explorer, F-250, F-350, F-450	\$500-\$1,000	0-9.9%	Accord, Civic, CR-V 1.9-6.9%					
Expedition, Expedition Max	\$500-\$1,000	1.1-8.9%	HYUNDAI-KIA					
Lincoln MKT	\$2,000	0-6.9%	<i>Expires Oct. 31. In lieu of rebates, cut-rate financing is available.</i>					
MKC, MKZ (incl. Hybrid)	\$500-\$1,500	0-7.9%	2019 models					
Continental, Nautilus	\$500	0-7.9%	Genesis G70, G80, G90 1.9-7.9%					
Navigator, Navigator L		1.9-9.9%	Hyundai Santa Fe \$500-\$4,000 0.9-7.9%					
2018 models						Santa Fe Sport \$1,000-\$3,750 0-8.9%		
Ford Focus	\$750-\$5,000	0-9.9%	Sonata \$500-\$3,250 0-7.9%					
Focus ST	\$750-\$4,500	0-3.9%	Elantra, Elantra GT, Tucson \$500-\$2,500 0-8.9%					
F-150	\$300-\$4,250	0-9.9%	Sonata Hybrid \$1,000-\$2,000 0-7.9%					
Transit 150, Transit 250, Transit 350	\$3,500-\$4,000	0.9-8.9%	Sonata Plug-In Hybrid \$500-\$1,500 0-7.9%					
Escape, Explorer	\$500-\$4,000	0-9.9%	Accent, Kona \$500-\$1,500 0-8.9%					
Fusion	\$250-\$4,000	0-9.9%	Ioniq Hybrid \$500 0-7.9%					
Taurus	\$2,500-\$3,500	0-7.9%	Ioniq EV 0-1.9%					
Edge, Flex, Mustang	\$500-\$3,500	0-9.9%	Ioniq Plug-In Hybrid 0-7.9%					
EcoSport	\$250-\$3,250	0-9.9%	Kia Sedona \$2,000-\$4,000 0-7.8%					
Transit Connect	\$3,000	0.9-8.9%	Optima, Sportage \$500-\$3,500 0-7.3%					
Fiesta	\$2,500-\$3,000	0-9.9%	Forte \$2,250 0-7.8%					
Fusion Energi	\$500-\$3,000	0-2.9%	Optima Hybrid \$2,000 0-7.8%					
Fusion Hybrid	\$500-\$3,000	0-3.9%	Soul \$500-\$2,000 0-9.5%					
Focus Electric	\$2,500	0-2.9%	Niro, Rio, Stinger \$500-\$1,750 0-9.5%					
C-Max Hybrid	\$500-\$2,250	0-3.9%	Sorento \$500 0-7.8%					
Expedition, Expedition Max	\$1,250-\$2,000	0.9-8.9%	Cadenza 0-7.8%					
F-250, F-350, F-450	\$500-\$1,750	1.9-9.9%	Soul EV 0-9.5%					
Lincoln MKC	\$500-\$3,500	0-5.9%	Niro Plug-In Hybrid, Optima Plug-In Hybrid 0.9-9.0%					
MKT, MKX	\$500-\$2,500	0-5.9%	JAGUAR LAND ROVER					
MKZ (incl. Hybrid)	\$500-\$1,500	0-5.9%	<i>Expires Oct. 31. In lieu of rebates, cut-rate financing is available.</i>					
Continental	\$500-\$1,000	0.9-8.9%	2019 models					
Navigator, Navigator L		0.9-8.9%	Jaguar XJ \$4,000-\$6,000					
GENERAL MOTORS						F-Pace \$1,000 2.9-8.4%		
<i>Expires Oct. 31. In lieu of rebates, cut-rate financing is available.</i>						F-Type 2.9-8.4%		
2019 models						2018 models		
Buick Encore	\$2,250		Jaguar F-Type \$8,000-\$11,000 0-5.5%					
Envision	\$750-\$1,250		XJ \$1,500-\$10,000 1.9-7.4%					
Enclave	\$1,000		XF \$1,000-\$8,000 1.9-7.4%					
Chevrolet Express 2500, Express 3500	\$3,500		E-Pace, F-Pace, XE \$1,000-\$3,000 1.9-7.4%					
Malibu (incl. Hybrid)	\$1,500		Land Rover Range Rover					
Silverado 1500 LD	\$1,000-\$1,500		Evoque \$2,000-\$5,000 1.9-4.4%					
Cruze, Trax	\$500-\$1,500		Discovery Sport \$2,000-\$4,000 1.9-4.4%					
Camaro, Volt	\$1,000		Range Rover Velar \$3,000 1.9-4.4%					
Silverado 2500HD, Silverado 3500HD	\$500-\$1,000		Discovery \$1,000-\$3,000 1.9-4.4%					
Traverse	\$750		MAZDA					
Equinox	\$500-\$750	0-3.0%	<i>Expires Oct. 31. In lieu of rebates, cut-rate financing is available.</i>					
Impala, Sonic	\$500		2019 models					
						Mazda CX-9 \$500-\$1,000 2.9-9.4%		
						CX-3 \$250-\$750 2.9-9.4%		
						MX-5 Miata, MX-5 Miata RF 2.9-8.9%		
						2018 models		
						Mazda MX-5 Miata \$3,000-\$4,000 1.9-8.9%		
						MX-5 Miata RF \$1,000-\$4,000 1.9-8.9%		
						CX-9 \$250-\$2,000 1.9-8.7%		
						Mazda3 \$500-\$1,500 1.9-8.4%		
						Mazda6 \$500-\$1,500 1.9-8.8%		
						CX-5 \$500-\$1,000 2.9-9.4%		
						MERCEDES-BENZ		
						<i>Expires Oct. 31.</i>		
						2019 models		
						Mercedes-Benz AMG C 43, AMG C 63, AMG GLC 43, AMG GLC 63, C 300, GLC 300, GLC 350e 1.9-3.9%		
						Metris, Sprinter 2500, Sprinter 3500, Sprinter 3500XD		
						Sprinter 4500 1.9-4.9%		

*Applies to select models only