

**Customer incentives**

Incentives in this table are a summary of retail programs offered. Programs may vary by region and model.

	Cash rebate	Finance rate		Cash rebate	Finance rate		Cash rebate	Finance rate
<b>BMW GROUP</b>			<b>Chevrolet Bolt EV</b>			<b>MITSUBISHI</b>		
<i>Expires March 31.</i>			<i>Expires March 31. In lieu of rebates, cut-rate financing is available.</i>			<i>Expires March 31. In lieu of rebates, cut-rate financing is available.</i>		
<b>2020 models</b>			<b>2020 models</b>			<b>2020 models</b>		
BMW 228 Gran Coupe, 230, 330, 430, 430 Gran Coupe, 440, 440 Gran Coupe, 530, 530e, 540, 740, 745e, 750, 840, 840 Gran Coupe, Alpina B7, i3, i8, M2, M235 Gran Coupe, M240, M340, M4, M5, M550, M760, M8, M850 Gran Coupe, M850, M850 Gran Coupe, X1, X2, X3, X3 M, X3 PHEV, X4, X4 M, X5, X5 M, X6, X6 M, X7, Z4		2.9-9.9%	Express 2500, Express 3500 Silverado 2500HD, Silverado 3500HD	\$1,000-\$3,250	0-9.9%	Mitsubishi Eclipse Cross, Outlander, Outlander Sport	\$500	0-8.9%
Mini Cooper*, Countryman, E Countryman		1.1-9.5%	Trax	\$3,000	0-9.9%	Mirage, Mirage G4, Outlander PHEV		0-8.9%
<b>2019 models</b>			<b>2019 models</b>			<b>2019 models</b>		
BMW 230, 330, 330 Gran Turismo, 340 Gran Turismo, 430, 440 Gran Coupe, 530, 530e, 540, 640 Gran Coupe, 640 Gran Turismo, 650 Gran Coupe, 740, 740e, 750, Alpina B6 Gran Coupe, Alpina B7, i3, i8, M2, M240, M4, M5, M550, M6 Gran Coupe, M760, M850, X1, X2, X3, X4, X5, X6, X6 M, X7, Z4		0-9.9%	Blazer, Traverse	\$1,000-\$2,500	9.9%	Mitsubishi Outlander Sport	\$1,250	0-8.9%
Mini Cooper*, Countryman, E Countryman		1.1-9.9%	Colorado, Malibu	\$1,750-\$2,000		Eclipse Cross, Outlander	\$500-\$1,000	0-8.9%
<b>FCA US</b>			<b>Cadillac Escalade</b>			<b>NISSAN GROUP</b>		
<i>Chrysler, Dodge, Jeep &amp; Ram expire March 18. Alfa Romeo &amp; Fiat expire March 31. In lieu of rebates, cut-rate financing is available.</i>			<i>Expires March 31. In lieu of rebates, cut-rate financing is available.</i>			<i>Expires March 31. In lieu of rebates, cut-rate financing is available.</i>		
<b>2020 models</b>			<b>2020 models</b>			<b>2020 models</b>		
Alfa Romeo Giulia, Stelvio	\$500-\$1,500	1.9-5.9%	Escalade ESV	\$9,000		Infiniti QX80		0.9-3.4%
Chrysler 300	\$3,250-\$3,500	0-3.9%	CT6, CT6-V, XT5	\$0-\$6,500		Q50, Q60, QX50, QX60		1.9-4.4%
Pacifica Hybrid	\$1,750		XT4	\$0-\$5,500		Nissan Pathfinder	\$1,000-\$3,000	0-9.9%
Pacifica, Voyager	\$500-\$1,500	0-3.9%	Chevrolet Bolt EV	\$8,500	0-3.0%	Rogue, Rogue Sport	\$500-\$3,000	0-9.9%
Dodge Challenger, Charger	\$2,920-\$7,970	0-4.9%	Silverado 1500 LD	\$1,000-\$6,500	0-9.9%	Maxima, Murano	\$250-\$3,000	0-9.9%
Durango	\$500-\$3,500	0-4.9%	Traverse	\$6,000	0-3.0%	Titan, Titan XD	\$2,000	0-8.9%
Grand Caravan, Journey	\$500-\$1,750	0-3.9%	Silverado 1500	\$1,000-\$4,500	0-9.9%	Altima, Armada	\$500-\$2,000	0-9.9%
Fiat 124 Spider, 500L	\$2,000		Equinox	\$4,250	0-3.0%	Leaf, NV200	\$1,000	0-9.9%
Jeep Compass	\$500-\$3,000	0-3.9%	Silverado 2500HD	\$1,000-\$4,000	0-3.0%	NV Cargo NV1500, NV Cargo NV2500 HD, NV Cargo NV3500 HD		
Renegade	\$500-\$2,750	0-3.9%	Silverado 3500HD	\$1,000-\$4,000	0-9.9%	Kicks, Sentra	\$500-\$750	0-9.9%
Gladiator	\$2,000		Trax	\$1,000-\$3,750	0-9.9%	NV Passenger NV3500 HD	\$500	
Grand Cherokee	\$500-\$2,000	0-3.9%	Express 2500, Express 3500	\$3,500	0-3.0%	Versa	\$250-\$500	
Cherokee	\$500-\$1,750	0-3.9%	Suburban, Tahoe, Volt	\$3,000		<b>2019 models</b>		
Wrangler	\$1,000-\$1,500		Blazer, Corvette	\$1,000-\$3,000	0-3.0%	Armada, Pathfinder, Titan	\$500-\$5,000	0-8.9%
Wrangler Unlimited	\$500-\$1,500		Colorado			Rogue Sport	\$500-\$3,500	0-8.9%
Ram 1500	\$500-\$3,000	0-5.9%	Malibu (incl. Hybrid)	\$2,000	9.9%	Frontier, Sentra	\$250-\$2,500	0-9.9%
1500 Classic	\$750-\$2,500	0-3.9%	Camaro, Impala	\$1,750-\$2,000	0-9.9%	Kicks, Leaf	\$250-\$1,500	0-9.9%
ProMaster 1500, ProMaster 2500*, ProMaster 3500*	\$2,000		Cruze, Sonic, Spark	\$750-\$1,500	0-9.9%	<b>Subaru</b>		
ProMaster City	\$500	0-4.9%	GMC Sierra 1500, Sierra 1500 Limited	\$1,000-\$6,500	0-3.0%	<i>Expires March 31.</i>		
		0-5.9%	Yukon, Yukon XL	\$4,500	0-3.0%	<b>2020 models</b>		
<b>2019 models</b>			<b>2020 models</b>			<b>2020 models</b>		
Alfa Romeo Giulia, Stelvio	\$500-\$1,500	1.9-5.9%	Acadia, Terrain	\$500-\$4,250	0-3.0%	Subaru Ascent, BRZ, Crosstrek (incl. Hybrid), Forester, Impreza, Legacy, Outback, WRX, WRX STI		0-7.9%
Chrysler 300	\$1,000-\$4,500	0-3.9%	Sierra 2500HD, Sierra 3500HD	\$4,000		Subaru Legacy, Outback		0-7.9%
Dodge Challenger	\$500-\$10,470	0-4.9%	Savana 2500, Savana 3500	\$3,500		Ascent, Impreza, WRX, WRX STI		0.9-7.9%
Charger	\$250-\$9,570	0-2.9%	Canyon	\$2,000		BRZ, Crosstrek (incl. Hybrid), Forester, STI S209		2.9-7.9%
Grand Caravan, Journey	\$500-\$3,750	0-3.9%	<b>AMERICAN HONDA</b>			<b>TOYOTA MOTOR NORTH AMERICA</b>		
Durango	\$500		<i>Expires March 31.</i>			<i>Expires March 31. In lieu of rebates, cut-rate financing is available.</i>		
Fiat 500e	\$7,250		<b>2020 models</b>			<b>2020 models</b>		
124 Spider	\$1,000-\$4,000		Acura ILX, MDX, MDX Sport Hybrid, RDX, RLX, RLX Sport Hybrid, TLX		0.9-3.9%	Lexus GS F, LC 500, LC 500h, RC F	\$5,000	0.9-1.9%
500, 500C, 500L, 500X	\$1,500-\$3,000		Honda Accord (incl. Hybrid), Civic, Civic SI, CR-V, HR-V, Odyssey, Passport, Pilot		1.9-6.9%	GS 350, LX 570	\$3,000-\$4,500	0.9-1.9%
Jeep Wrangler	\$1,000-\$4,500		Honda Ridgeline		0.9-5.9%	LS 500	\$2,500-\$3,000	0.9-1.9%
Wrangler Unlimited	\$1,000-\$3,000		CR-V, Fit		1.9-7.9%	GX 460, LS 500h, RC 300, RC 350, RX 350L, RX 450hL	\$2,500	0.9-1.9%
Renegade	\$500-\$2,250	0-3.9%	<b>HYUNDAI-KIA</b>			<b>ES 350</b>		
Ram 1500	\$500-\$4,500	0-1.9%	<i>Expires March 31. In lieu of rebates, cut-rate financing is available.</i>			\$2,000-\$2,500		
1500 Classic	\$500-\$3,750	0-1.9%	<b>2021 models</b>			NX 300h, RX 350, RX 450h, UX 200		
2500, 3500	\$1,000-\$3,000	0-5.9%	Kia Seltos		0.9-9.5%	NX 300, UX 250h	\$1,500-\$2,000	0-1.9%
ProMaster 1500, ProMaster 2500*, ProMaster 3500*	\$2,000		<b>2020 models</b>			Toyota Mirai		
ProMaster City	\$1,500	0-4.9%	Genesis G70, G80, G90	\$500-\$2,250	2.9-8.9%	Prius Prime, Tundra	\$7,500	1.9-6.9%
<b>FORD MOTOR CO.</b>			<b>Hyundai Santa Fe, Tucson</b>			Avalon (incl. Hybrid)		
<i>Expires March 31. In lieu of rebates, cut-rate financing is available.</i>			<i>Expires March 31. In lieu of rebates, cut-rate financing is available.</i>			\$500-\$3,500		
<b>2020 models</b>			<b>2020 models</b>			Sienna, Yaris		
Ford EcoSport	\$0-\$3,000	0-9.9%	Hyundai Ioniq Plug-In Hybrid	\$1,500	1.9-8.9%	Corolla Hybrid	\$750-\$1,500	0-8.9%
Explorer, Fusion	\$0-\$2,750	0-9.9%	Elantra, Kona, Veloster	\$500-\$1,500	0-8.9%	Camry (incl. Hybrid), Corolla	\$500-\$1,500	0-8.9%
F-150	\$0-\$2,250	1.9-9.9%	Elantra GT, Sonata	\$1,000	0-7.9%	86, C-HR, Tacoma	\$500-\$1,500	0.9-8.9%
Expedition, Expedition Max	\$500-\$2,000	0.9-9.9%	Ioniq EV, Ioniq Hybrid	\$1,000	1.9-8.9%	Corolla Hatchback, Prius, RAV4	\$500-\$1,000	1.9-8.9%
Escape, Escape PHEV	\$0-\$2,000	0-9.9%	Accent, Venue	\$500-\$1,000	0-8.9%	4Runner, Yaris Sedan	\$500	1.9-7.9%
Edge, Fusion Energi	\$0-\$1,500	0-9.9%	Veloster N	\$500	2.9-8.9%	Highlander, RAV4 Hybrid		2.9-7.9%
Transit 150*, Transit 250*, Transit 350*	\$500-\$1,000		Kona EV, Nexo, Palisade		0-8.9%	<b>2019 models</b>		
Fusion Hybrid	\$0-\$1,000	0-9.9%	Kia Optima Plug-In Hybrid	\$4,000	0-6.5%	Lexus LC 500h	\$8,000-\$10,000	0-1.9%
Mustang	\$0-\$1,000	0.9-9.9%	Sedona, Sorento	\$3,000-\$4,000	0-6.5%	LS 500, LS 500h	\$7,000-\$10,000	0-1.9%
F-250, F-350, F-450	\$0-\$1,000	1.9-9.9%	Optima (incl. Hybrid)	\$2,500-\$3,000	0-6.5%	LC 500	\$2,500-\$10,000	0-1.9%
Ranger	\$0-\$500	0.9-9.9%	Sportage, Stinger	\$2,000-\$3,000	0-6.5%	RX 350L, RX 450hL	\$4,500	0-1.9%
Transit Connect	\$0-\$500		Forte, Rio, Soul	\$250-\$1,500	0-8.5%	RC 300, RC 350, RX 350, RX 450h	\$4,000	0-1.9%
Lincoln MKZ	\$500-\$2,000	0-7.9%	K900, Telluride		0.9-9.5%	IS 300, IS 350	\$3,500-\$4,000	0-1.9%
Aviator	\$1,000	0-9.9%	<b>2019 models</b>			ES 300h, ES 350		
Corsair, Nautilus	\$500-\$1,000	0-7.9%	Genesis G70		0-7.9%	Toyota Mirai	\$7,500	1.9-6.9%
Continental, MKZ Hybrid	\$500	0-7.9%	Hyundai Ioniq Plug-In Hybrid	\$2,250-\$3,250	1.9-8.9%	Sequoia	\$4,000-\$5,000	0-8.9%
Navigator, Navigator L		0-8.9%	Sonata, Tucson	\$500-\$3,000	0-6.9%	Highlander, Prius	\$2,000-\$3,000	0-8.9%
<b>2019 models</b>			<b>2020 models</b>			<b>2019 models</b>		
Ford F-150	\$0-\$4,250	0-9.9%	Elantra, Elantra GT	\$500-\$2,250	0-6.9%	Highlander Hybrid	\$1,500-\$3,000	0.9-8.9%
EcoSport	\$0-\$4,000	0-9.9%	Sonata Hybrid, Sonata Plug-In Hybrid	\$500-\$2,000	0-6.9%	Camry, Prius Prime	\$2,000-\$2,500	0-8.9%
Mustang	\$500-\$3,500	0-9.9%	Ioniq Hybrid, Kona EV	\$500-\$1,750	1.9-8.9%	C-HR, Tacoma	\$500-\$2,500	0-8.9%
Edge, Transit 150	\$500-\$3,000	0-9.9%	Ioniq EV, Nexo		1.9-8.9%	4Runner, RAV4	\$500-\$2,000	0-8.9%
Transit 250, Transit 350	\$0-\$2,750	0.9-9.9%	Kia Cadenza	\$5,000	0-6.5%	<b>VW GROUP OF AMERICA</b>		
Flex, Ranger	\$0-\$2,250	0-9.9%	Stinger	\$4,000	0-6.5%	<i>Audi expires March 31. Volkswagen expires April 30. In lieu of rebates, cut-rate financing is available.</i>		
Fusion Energi	\$0-\$2,000	0-6.9%	Niro	\$500-\$2,000	0-6.5%	<b>2020 models</b>		
Fusion (incl. Hybrid)	\$0-\$2,000	0-9.9%	K900, Niro EV		0-6.5%	Audi Q5, Q5 E, SQ5	\$750-\$1,500	1.3-9.9%
F-350, F-450	\$250-\$1,250	1.9-9.9%	Niro Plug-In Hybrid		0-7.5%	A3, S3	\$750-\$1,000	1.3-9.9%
F-250	\$0-\$1,250	1.9-9.9%	<b>JAGUAR LAND ROVER</b>			A4, A4 Allroad, A5, A6, A6 Allroad, A7, A8, A8 E, Q3, Q7, Q8, S4, S5, S6, S7, S8, TT, TT RS, TTS		
Lincoln Continental	\$500-\$2,500	0-5.9%	<i>Expires March 31. In lieu of rebates, cut-rate financing is available.</i>			Volkswagen Atlas Cross Sport, Jetta, Jetta GLI, Passat, Tiguan		
MKC	\$750-\$2,250	0-1.4%	<b>2020 models</b>			Atlas, Golf, Golf GTI		
Navigator, Navigator L	\$2,000	0-6.9%	Jaguar XF	\$9,000-\$11,000	1.9-4.4%	<b>2019 models</b>		
MKZ (incl. Hybrid), Nautilus	\$500-\$2,000	0-5.9%	F-Type, I-Pace	\$1,000-\$9,000	1.9-4.4%	Audi e-Tron	\$1,500-\$3,000	0.9-7.9%
<b>GENERAL MOTORS</b>			<b>2020 models</b>			A5, A6, A7, Q7, Q8, S5		
<i>Expires March 31. In lieu of rebates, cut-rate financing is available.</i>			<i>Expires March 31.</i>			A4, S4		
<b>2020 models</b>			<b>2020 models</b>			A3, A4 Allroad, A8, Q3, Q5, S3, SQ5, TT, TTS		
Buick Envision	\$1,000-\$4,750	0-3.0%	Mercedes-Benz A 220, AMG C 43, AMG CLA 35 Coupe, C 300, CLA 250 Coupe, GLA 250, GLB 250, Metris		0-4.9%	Volkswagen Arteon		0-9.4%
Enclave	\$1,000-\$4,000	0-3.0%	<b>2019 models</b>			Beetle, e-Golf, Jetta GLI, Passat		
Encore	\$3,250	0-9.9%	Mercedes-Benz Metris, Sprinter* A 220, AMG C 43, AMG E 53, AMG GLC 43, AMG GLE 43 Coupe, C 300, CLA 250 Coupe, E 300, E 450, GLA 250, GLC 300, GLC 350e, GLS 450, GLS 550		0-4.9%	Atlas, Golf, Golf Alltrack, Golf GTI, Golf SportWagen, Jetta, Tiguan		1.9-9.4%
Regal Sportback, Regal TourX	\$2,750	0-3.0%	<b>2019 models</b>			<b>2019 models</b>		
Encore GX		0-3.0%	<b>2020 models</b>			<b>2020 models</b>		
Cadillac Escalade, Escalade ESV	\$500-\$9,000		Jaguar XJ	\$13,000-\$15,000	0-2.5%	Audi A5, A6, A7, Q7, Q8, S5	\$1,000	1.9-8.9%
XT4, XT5, XT6	\$0-\$2,000	0-2.9%	<b>MERCEDES-BENZ</b>			A4, S4		
CT6, CT6-V	\$1,000-\$1,500	0-2.9%	<i>Expires March 31.</i>			A3, A4 Allroad, A8, Q3, Q5, S3, SQ5, TT, TTS		
CT5	\$0-\$1,500		<b>2020 models</b>			Volkswagen Beetle, e-Golf, Jetta GLI, Passat		

\*Applies to select models only