

CARCOSTCANADA REPORT

2021 Ford F-150 XLT 4WD SuperCrew 6.5' Box

Manufacturer Code: W1E



Sample Image

Retail Sticker Price (MSRP), see details below

\$64,949

Invoice Price (Dealer Cost), see details below

\$58,337

Your **BUYNOW Price**

Click button for details

My Price

Price a Different Vehicle
Select Factory Options



Pricing Guidance

How to calculate your best deal

Invoice Price – Your Eligible Incentives + Member Mark-up = Your Best Deal

- 0% to 2% mark-up-occasionally during sales, inventory clear out or high volume models
- 2% to 5% mark-up-for most common vehicles, also some high volume luxury models
- 5% to 8% mark-up-for most premium, luxury and high demand/low supply vehicles
- MSRP - Very limited supply, but members may receive savings on fees and/or accessories



Factory Incentives

See your dealer for complete details and eligibility

Incentive	Amount	Expiry (D/M/Y)
Employee Pricing Program (Varies) - See Other Incentives & Notes - See dealer for details.	\$0	30/09/2020



Lease & Finance Rates

See your dealer for complete details and eligibility

Lease	24	36	48	60			
Factory Lease	4.99	4.99	4.99	N/A			
Finance	24	36	48	60	72	84	96
Factory Finance	N/A	3.99	3.99	3.99	3.99	4.99	N/A



Other Incentives & Notes

See your dealer for complete details and eligibility

DEALER HOLDBACK of 2% (Calculated as 2% of Base MSRP) has NOT been deducted from the base Wholesale Price, for OPTIONS, the HOLDBACK has been deducted - See dealer for details.

Ford/Lincoln Employee Pricing - TO calculate the employee price amount, start with the Total Invoice Price; deduct the holdback (2% of base MSRP) and any other applicable incentives, then add a \$250.00 (Admin Fee). FORD Canada will compensate Ford/Lincoln Dealers with a six (6%) commission for facilitating sales during this Employee Pricing event. - See dealer for details.



BuyNow Pricing

No back and forth negotiations

\$ BuyNow

All incentives and discounts applied/rock bottom price ranges



Vehicle Pricing & Options Details

Retail and Invoice Price breakdowns

Vehicle Details	Dealer Cost	Retail Price
Base	\$45,806	\$50,989
Freight	1950	1950
Optional equipment selected		
Engine: 5.0L V8 (STD) 995	0	0
Transmission: Electronic 10-Speed Automatic (STD) 44G	0	0
Wheels: 18" 6-Spoke Machined-Aluminum -inc: gloss black painted pockets(.inc) 64X	INC	INC
Lead Foot JX	0	0
Monotone Paint Application -PAINT	0	0
Black Sport Cloth 40/Console/40 Front-Seats -inc: cupholders storage power driver/manual passenger lumbar newly designed fabric insert and flow-through console w/floor shifter FB	0	0
XLT Sport Appearance Package -inc: unique interior finish Box Side Decal Chrome Single-Tip Exhaust Body-Colour Door & Tailgate Handles body-colour bezel on side doors and black on tailgate Tires: 275/65R18 OWL A/T Wheels: 18" 6-Spoke Machined-Aluminum gloss black painted pockets Accent-Colour Step Bars Body-Colour Front & Rear Bumpers Dark 2-Bar Style Grille w/Tarnished Dark Surround black accents 862	440	500
Ford Co-Pilot360 Assist 2.0 -inc: Evasive Steering Assist Rain Sensing Wipers Intelligent Adaptive Cruise Control w/Stop & Go lane centreing and forward sensing system Speed Sign Recognition Connected Built-In Navigation Navigation services require SYNC 4 and FordPass Connect (optional on select vehicles) complimentary connect service and the FordPass app (see FordPass Terms for details) Customer receives a complimentary 90-day trial of navigation services when an eligible vehicle is ad(Option Package Description is not complete. Please see your dealer for a complete option description) 43B	1100	1250
Trailer Tow Package -inc: Towing capability up to TBD lbs Integrated Trailer Brake Controller Class IV Trailer Hitch Receiver towing capability up to TBD lbs smart trailer tow connector (includes BLIS w/trailer tow coverage where BLIS is available) 7-pin wiring harness and 7-pin to 4-pin adaptor Tailgate LED Pro Trailer Backup Assist trailer hook up light(.inc) 53A	INC	INC
Integrated Trailer Brake Controller(.inc) 67T	INC	INC
Class IV Trailer Hitch Receiver -inc: towing capability up to TBD lbs smart trailer tow connector (includes BLIS w/trailer tow coverage where BLIS is available) 7-pin wiring harness and 7-pin to 4-pin adaptor(.inc) 53B	INC	INC
LED Side-Mirror Spotlights -inc: high-intensity LED security approach lamps(.inc) 59S	INC	INC
Manual Telescoping Trailer Tow Mirrors -inc: power glass manual folding heat LED puddle lamps and black skull caps 54Y	317	360
Power-Sliding Rear Window -inc: overhead console(.inc) 435	INC	INC
Tailgate Step -inc: tailgate lift assist and tailgate work surface 63T	414	470
Front License Plate Bracket -inc: Standard in provinces where required(.inc) 153-0	INC	INC
Tough Bed Spray-In Bedliner 96W	528	600
6" Extended Dark Grey Accent Running Board 18S	352	400
LED Box Lighting w/Zone Lighting -inc: LED CHMSL(.inc) 85P	INC	INC
BoxLink Cargo Management System -inc: locking cleats(.inc) 55B	INC	INC
Radio: AM/FM SiriusXM w/360L 2020 Sirius XM Radio Inc Sirius XM		

SiriusXM and all related marks and logos are trademarks of Sirius XM Radio Inc.(inc) 582	INC	INC
Remote Start System -inc: remote tailgate release(.inc) 59R	INC	INC
SecuriCode Drivers Side Keyless-Entry Keypad(.inc) 61K	INC	INC
Partitioned Lockable Fold-Flat Storage 60P	198	225
400W Outlet(.inc) 471	INC	INC
SYNC 4 w/Enhanced Voice Recognition Current information and features may not be available in all locations or on all receivers Satellite and streaming lineups vary slightly 2020 Sirius XM Radio Inc Sirius XM SiriusXM and all related marks and logos are trademarks of Sirius XM Radio Inc(.inc) 524	INC	INC
Connected Built-In Navigation -inc: Navigation services require SYNC 4 and FordPass Connect (optional on select vehicles) complimentary connect service and the FordPass app (see FordPass Terms for details) Customer receives a complimentary 90-day trial of navigation services when an eligible vehicle is added to a members FordPass account Trial period begins on the new vehicle warranty start date At the end of the complimentary period navigation service will terminate Connected service and (Option Package Description) is not complete. Please see your dealer for a complete option description)(.inc) 50N	INC	INC
Interior Work Surface 50M	176	200
Power-Adjustable Pedals 617	123	140
360 Degree Camera 763	748	850
Equipment Group 302A High Apple CarPlay and Android Auto compatibility digital owners manual and conversational voice command recognition Rear Under-Seat Storage 302A	5645	6415
Electronic Locking w/3.55 Axle Ratio XL9	440	500
Federal air conditioning excise tax -EXTAX	100	100
Total Invoice Price / Total Retail Price	\$58,337	\$64,949
Add/Edit Options	Build & Price another vehicle	Standard Feature Summary



Comparable Vehicles

Get a **FREE CarCostCanada Report** on a comparable vehicle

- 2021 Chevrolet Silverado 1500
- 2021 GMC Sierra 1500

Compare
Compare

Have a question? email: member-support@carcostcanada.com or call: 1.866.453.6995

Standard Features

2021 Ford F-150 XLT 4WD SuperCrew 6.5' Box

Manufacturer Code:W1E
4WD Standard Pickup Trucks

Manufacturer warranty

Basic:
3 Years/60,000 km
Drivetrain:
5 Years/100,000 km
Corrosion:
5 Years/Unlimited km
Roadside Assistance:
5 Years/100,000 km



Sample Image

MECHANICAL

Engine: 5.0L V8 -inc: flex-fuel capability and auto start/stop technology, Front License Plate Bracket, Standard in provinces where required (STD)
Transmission: Electronic 10-Speed Automatic -inc: selectable drive modes: normal, ECO, sport, tow/haul, slippery, deep snow/sand, mud/rut (STD)
3.31 Axle Ratio (STD)

ADDITIONAL EQUIPMENT

Transmission w/SelectShift Sequential Shift Control
Electronic Transfer Case
Part-Time Four-Wheel Drive
Block Heater
70-Amp/Hr 610CCA Maintenance-Free Battery w/Run Down Protection
200 Amp Alternator
Towing Equipment -inc: Trailer Sway Control
Trailer Wiring Harness
GVWR: 3,197 kg (7,050 lb) Payload Package
Gas-Pressurized Shock Absorbers
Front Anti-Roll Bar
Electric Power-Assist Speed-Sensing Steering
Single Stainless Steel Exhaust
136.3 L Fuel Tank
Auto Locking Hubs
Double Wishbone Front Suspension w/Coil Springs
Leaf Rear Suspension w/Leaf Springs
4-Wheel Disc Brakes w/4-Wheel ABS, Front And Rear Vented Discs, Brake Assist, Hill Hold Control and Electric Parking Brake

EXTERIOR

Wheels: 17" Silver Painted Aluminum (STD)
Tires: 265/70R17 OWL A/T (STD)

ADDITIONAL EQUIPMENT

Regular Box Style
Steel Spare Wheel
Full-Size Spare Tire Stored Underbody w/Crankdown
Clearcoat Paint
Chrome Rear Step Bumper
Chrome Front Bumper w/Body-Coloured Rub Strip/Fascia Accent and 2 Tow Hooks
Black Side Windows Trim and Black Front Windshield Trim
Black Door Handles
Black Power Heated Side Mirrors w/Convex Spotter and Manual Folding
Fixed Rear Window w/Defroster
Variable Intermittent Wipers
Deep Tinted Glass
Aluminum Panels
Black Grille w/Chrome Surround
Tailgate Rear Cargo Access
Tailgate/Rear Door Lock Included w/Power Door Locks
Cargo Lamp w/High Mount Stop Light
Ford Co-Pilot360 - Autolamp Fully Automatic Aero-Composite Halogen Auto High-Beam Headlamps w/Delay-Off
Front Fog Lamps
Perimeter/Approach Lights
Radio w/Seek-Scan, Speed Compensated Volume Control, Radio Data System and SYNC 4 External Memory Control
Radio: AM/FM Stereo w/Clock & 6 Speakers
Fixed Antenna
Cloth 40/20/40 Front Seat -inc: folding armrest, storage and manual driver/passenger lumbar
4-Way Driver Seat -inc: Manual Recline and Fore/Aft Movement
4-Way Passenger Seat -inc: Manual Recline and Fore/Aft Movement
60-40 Folding Split-Bench Front Facing Fold-Up Cushion Rear Seat
Manual Tilt/Telescoping Steering Column
Gauges -inc: Speedometer, Odometer, Voltmeter, Oil Pressure, Engine Coolant Temp, Tachometer, Transmission Fluid Temp and Trip Odometer
Power Rear Windows
FordPass Connect 4G LTE WiFi Mobile Hotspot Internet Access

Front Cupholder
Rear Cupholder
Compass
Remote Keyless Entry w/Integrated Key Transmitter, Illuminated Entry and Panic Button
Cruise Control w/Steering Wheel Controls
Manual Air Conditioning
HVAC -inc: Underseat Ducts
Glove Box
Full Cloth Headliner
Urethane Gear Shifter Material
Interior Trim -inc: Metal-Look Instrument Panel Insert, Cabback Insulator and Chrome Interior Accents
Day-Night Rearview Mirror
Driver And Passenger Visor Vanity Mirrors
Full Overhead Console w/Storage and 1 12V DC Power Outlet
Fade-To-Off Interior Lighting
Front And Rear Map Lights
Full Carpet Floor Covering -inc: Carpet Front And Rear Floor Mats
Pickup Cargo Box Lights
Smart Device Remote Engine Start
SYNC 4 -inc: 8" LCD capacitive touchscreen w/swipe capability, wireless phone connection, cloud connected, AppLink w/App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility and digital owners manual
Instrument Panel Bin, Dashboard Storage, Driver / Passenger And Rear Door Bins and Locking 1st Row Underseat Storage
Power 1st Row Windows w/Driver And Passenger 1-Touch Up/Down
Delayed Accessory Power
Power Door Locks w/Autolock Feature
Outside Temp Gauge
Analog Display
2 Seatback Storage Pockets
Manual Adjustable Front Head Restraints and Manual Adjustable Rear Head Restraints
Securilock Anti-Theft Ignition (pats) Engine Immobilizer
Perimeter Alarm
1 12V DC Power Outlet
AdvanceTrac w/RSC Electronic Stability Control (ESC) And Roll Stability Control (RSC)
ABS And Driveline Traction Control
Side Impact Beams
Dual Stage Driver And Passenger Seat-Mounted Side Airbags
Reverse Sensing System Rear Parking Sensors
Ford Co-Pilot360 - BLIS (Blind Spot Information System) Blind Spot
Automatic Emergency Braking and Ford Co-Pilot360 - Cross-Traffic Alert
Lane Keeping Alert Lane Keeping Assist
Lane Keeping Alert Lane Departure Warning
Tire Specific Low Tire Pressure Warning
Dual Stage Driver And Passenger Front Airbags
Airbag Occupancy Sensor
Mykey System -inc: Top Speed Limiter, Audio Volume Limiter, Early Low Fuel Warning, Programmable Sound Chimes and Beltminder w/Audio Mute
Safety Canopy System Curtain 1st And 2nd Row Airbags
Outboard Front Lap And Shoulder Safety Belts -inc: Rear Centre 3 Point, Height Adjusters and Pretensioners
Rear Child Safety Locks
Dynamic Hitch Assist Back-Up Camera



Price Worksheet

This report was created exclusively for Michel Roy on 29/09/2020

2021 Ford F-150 XLT 4WD SuperCrew 6.5' Box

Manufacturer Code: W1E

Take This Worksheet To your preferred dealer to assist with price negotiation

Price Details

Amount

Invoice Price (Dealer Cost)

\$58,337

Add: CarCostCanada® Member Mark-up

Subtract: Eligible Pre-Tax Incentive

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Subtract: Eligible Pre-Tax Incentive

Subtotal #1

Subtract: Trade-in Appraised Value

Subtotal #2

Add: Dealer Administration Fees

Add: Applicable Regional Fees

Add: Other fees (tire tax, gas tax, green fees, etc)

Add: Dealer Installed Options

Taxable Subtotal

Add: Applicable Sales Taxes

Add: Amount Owing on Trade-in

Add: Vehicle License Plate/Registration Fees

Subtotal #3

Subtract: Eligible After-Tax Incentive

Grand Total for this Vehicle

Member Initial

Dealer Initial