

3/10/2023

# 2024 MUSTANG PRICE LIST (PRICE LEVEL CODE 420)

PROPRIETARY

| MODEL            | SERIES CODE | BASE VEHICLE PRICE                    | DEALER INVOICE W/HOLDBACK | SUGGESTED RETAIL |
|------------------|-------------|---------------------------------------|---------------------------|------------------|
| EcoBoost         | P8T         | EcoBoost Fastback (100A)              | \$ 29,683                 | \$ 30,920        |
|                  | P8U         | EcoBoost Convertible (101A)           | 37,459                    | 39,020           |
| EcoBoost Premium | P8T         | EcoBoost Fastback - Premium (200A)    | 34,623                    | 36,445           |
|                  | P8U         | EcoBoost Convertible - Premium (200A) | 39,848                    | 41,945           |
| GT               | P8C         | GT Fastback (300A)                    | 39,420                    | 41,495           |
| GT Premium       | P8C         | GT Fastback - Premium (400A)          | 43,714                    | 46,015           |
|                  | P8F         | GT Convertible - Premium (400A)       | 48,939                    | 51,515           |
| Dark Horse       | P8R         | Dark Horse (600A)                     | 55,071                    | 57,970           |
| ALL MODELS       | —           | Destination and Delivery              | 1,595                     | 1,595            |

| TRIM SERIES      | PKG. CODE | PREFERRED EQUIPMENT PACKAGES | DEALER INVOICE W/HOLDBACK | SUGGESTED RETAIL |
|------------------|-----------|------------------------------|---------------------------|------------------|
| EcoBoost         | 100A      | Equipment Group 100A         | N/C                       | N/C              |
|                  | 101A      | Equipment Group 101A         | \$ 2,444                  | \$ 2,600         |
| EcoBoost Premium | 200A      | Equipment Group 200A         | N/C                       | N/C              |
|                  | 201A      | Equipment Group 201A         | 2,820                     | 3,000            |
| GT               | 300A      | Equipment Group 300A         | N/C                       | N/C              |
|                  | 301A      | Equipment Group 301A         | 1,880                     | 2,000            |
| GT Premium       | 400A      | Equipment Group 400A         | N/C                       | N/C              |
|                  | 401A      | Equipment Group 401A         | 2,726                     | 2,900            |
| Mach 1           | 600A      | Equipment Group 600A         | N/C                       | N/C              |
|                  | 700A      | Equipment Group 700A         | 2,439                     | 2,595            |

|              | OPTION CODE | POWERTRAINS                                                                                      | DEALER INVOICE W/HOLDBACK | SUGGESTED RETAIL |
|--------------|-------------|--------------------------------------------------------------------------------------------------|---------------------------|------------------|
| ENGINE       | L59         | Gas Guzzler Tax (600A,700A) (with Manual Trans 44E only)                                         | \$ 1,300                  | \$ 1,300         |
|              |             | Gas Guzzler Tax (600A,700A) (with Auto Trans 44U only)                                           | 1,000                     | 1,000            |
| TRANSMISSION | 44U         | 10-Speed SelectShift Automatic Transmission GT                                                   | 1,499                     | 1,595            |
| AXLE         | 45D         | 3.55 Limited-slip Rear Axle (Requires Automatic Trans (44U) (Equip Group 300A, 301A, 400A, 401A) | 935                       | 995              |
|              |             | 3.55 Limited-slip Rear Axle (Requires Automatic Trans (44X) (Equip Group 300A, 301A, 400A, 401A) | N/C                       | N/C              |

| MODEL                  | OPTION CODE | TIRES                                                                                                        | DEALER INVOICE W/HOLDBACK | SUGGESTED RETAIL |
|------------------------|-------------|--------------------------------------------------------------------------------------------------------------|---------------------------|------------------|
| All EcoBoost           | 64P         | 19 inch X 10.5 inch (F)/19 inch X 11 inch (R) Carbon Fiber Wheels (Equip Group 600A, 700A)                   | \$ 7,985                  | \$ 8,495         |
| All GT                 | 644         | 19 inch Luster Nickel-painted Forged Aluminum Wheels (Equip Group 300A,301A,400A,401A)                       | 799                       | 850              |
| EcoBoost & GT Premiums | 64M         | 20 inch Premium-painted Aluminum Wheels (Equip Group 200A,201A,400A,401A)                                    | 1,269                     | 1,350            |
|                        | 642         | 19 inch x 8.5 inch Premier Polished Aluminum Wheel (Equip Group 100A, 101A, 200A,201A,300A, 301A, 400A,401A) | 841                       | 895              |

| MODEL                                    | TRIM TYPE | SEATS                                                                 | DEALER INVOICE W/HOLDBACK | SUGGESTED RETAIL |
|------------------------------------------|-----------|-----------------------------------------------------------------------|---------------------------|------------------|
| GT & Mach 1                              | 21N       | RECARO® Micro/Suede Sport Seats (Equip Group 600A, 700A)              | \$ 1,551                  | \$ 1,650         |
| EcoBoost & GT Premium Fastbacks & Mach 1 | 21N       | RECARO® Leather-trimmed Sport Seats (Equip Group 200A,201A,400A,401A) | 1,551                     | 1,650            |

|                                                | OPTION CODE | OTHER OPTIONS                                                                                                                                             | DEALER INVOICE W/HOLDBACK | SUGGESTED RETAIL |
|------------------------------------------------|-------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------|------------------|
| AVAILABLE ON ALL MODELS UNLESS OTHERWISE NOTED | 50C         | Ford Co-Pilot360™ Assist+ (Equip Group 200A, 400A Automatic)                                                                                              | \$ 1,217                  | \$ 1,295         |
|                                                | 59A         | Ford Co-Pilot360™ Assist+ (Equip Group 400A Manual)<br>Seat Belt – Red (Equip Group 100A, 101A, 200A, 201A, 300A, 301A, 400A, 401A) (Requires 67J or 67B) | 1,029<br>277              | 1,095<br>295     |
|                                                | 67B         | 2.3L High Performance Package (Equip Group 100A,101A,200A,201A)                                                                                           | 3,267                     | 3,475            |
|                                                | 19W         | Active Valve Performance Exhaust (Equip Group 101A,200A,201A)                                                                                             | 1,152                     | 1,225            |
|                                                | 19X         | Active Valve Performance Exhaust (Equip Group 300A,301A,400A,401A)                                                                                        | 1,152                     | 1,225            |

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|                                                | OPTION CODE | OTHER OPTIONS (continued)                                                                                                                                     | DEALER INVOICE W/HOLDBACK | SUGGESTED RETAIL |
|------------------------------------------------|-------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------|------------------|
| AVAILABLE ON ALL MODELS UNLESS OTHERWISE NOTED | 60G         | Mustang Nite Pony Package (Equip Group 100A,101A,200A,201A,300A,301A,400A,401A)                                                                               | \$ 1,123                  | \$ 1,195         |
|                                                |             | Mustang Nite Pony Package (Equip Group 400A,401A) (with 67J)                                                                                                  | 1,029                     | 1,095            |
|                                                | 63V         | 19 Brembo Brake System w/ Performance Linings (Equip Group 300A, 301A, 400A, 401A)                                                                            | 1,593                     | 1,695            |
|                                                | 41H         | Engine Block Heater (Equip Group 100A, 101A,200A,201A,300A,301A,400A,401A)                                                                                    | 94                        | 100              |
|                                                | 97B         | Security Package (Equip Group 600A)                                                                                                                           | 470                       | 500              |
|                                                | 67J         | GT Performance Package (Equip Group 300A,301A,400A,401A)                                                                                                      | 4,695                     | 4,995            |
|                                                | 54C         | Dark Horse Appearance Package (Equip Group 700A)                                                                                                              | 1,175                     | 1,250            |
|                                                | 47W         | Custom Hood and Accent Painted Stripe (Equip Group 600A, 700A)                                                                                                | 5,165                     | 5,495            |
|                                                | 67P         | Dark Horse Handling Package (Equip Group 600A,700A)                                                                                                           | 4,230                     | 4,500            |
|                                                | 60L         | Bronze Appearance Package (Equip Group 201A, 400A, 401A)                                                                                                      | 935                       | 995              |
|                                                | 96D         | MagneRide Dampening System (Equip Group 200A, 201A,400A,401A)                                                                                                 | 1,645                     | 1,750            |
|                                                | 51W         | Mini Spare Wheel and Tire (Equip Group 100A,101A,200A,201A)                                                                                                   | 390                       | 415              |
|                                                | 47B         | Over-the-Top Racing Stripe (Equip Group 100A,101A,200A,201A)                                                                                                  | 447                       | 475              |
|                                                | 47K         | Over-the-Top Racing Stripe (Equip Group 300A,301A,400A,401A)                                                                                                  | 447                       | 475              |
|                                                | 12B         | Premium Floor Liners Front and Rear (with Carpet Mats) (Equip Group 100A,101A,200A,201A,300A,301A,400A,401A, 600A, 700A)                                      | 188                       | 200              |
|                                                | 12C         | Premium Floor Liners Front and Rear (without Carpet Mats) (Equip Group 100A,101A,200A,300A,301A,400A)                                                         | 159                       | 170              |
|                                                | PD4         | Rapid Red Metallic Tinted Clearcoat Paint                                                                                                                     | 465                       | 495              |
|                                                | 18F         | Red Painted w/ White Logo Brake Calipers (Equip Group 100A,101A,200A,201A,300A,301A,400A,401A)                                                                | 465                       | 495              |
|                                                |             | Red Painted w/ White Logo Brake Calipers (w/ 63V)                                                                                                             | N/C                       | N/C              |
|                                                | 18W         | Grabber Blue Painted w/ White Logo Brake Calipers (Equip Group 100A,101A,200A,201A,300A,301A,400A,401A, 600A, 700A)                                           | 465                       | 495              |
|                                                | 13A         | Spoiler Delete (Req Nite Pony 60G)                                                                                                                            | N/C                       | N/C              |
|                                                | 605         | Wheel & Stripe Package (Equip Group 100A,101A,200A,201A)                                                                                                      | 841                       | 895              |
|                                                | 17V         | B&O® Sound System by Bang & Olufsen® with HD Radio (12 speakers including subwoofer) – Reduced Capacity Amplifier (Equip Group 200A,201A,400A,401A,600A,700A) | (94)                      | (100)            |

|                                                | OPTION CODE | LIMITED PRODUCTION OPTIONS  | DEALER INVOICE W/HOLDBACK | SUGGESTED RETAIL |
|------------------------------------------------|-------------|-----------------------------|---------------------------|------------------|
| AVAILABLE ON ALL MODELS UNLESS OTHERWISE NOTED | 153         | Front License Plate Bracket | N/C                       | N/C              |

|                                                | OPTION CODE | DEALER INSTALLED OPTIONS                                                               | DEALER INVOICE W/HOLDBACK | SUGGESTED RETAIL |
|------------------------------------------------|-------------|----------------------------------------------------------------------------------------|---------------------------|------------------|
| AVAILABLE ON ALL MODELS UNLESS OTHERWISE NOTED | A6ZAD       | Cargo Area Protector (Equip Group 100A,101A,200A,201A,300A,301A,400A,401A, 600A, 700A) | \$ 123                    | \$ 130           |
|                                                | BD9AB       | Cargo Net Kit                                                                          | 65                        | 70               |
|                                                | FHBAC       | Cargo Organizer - Large                                                                | 99                        | 105              |
|                                                | FHBAD       | Cargo Organizer - Standard                                                             | 85                        | 90               |
|                                                | FHLAH       | Storage - Cooler Bag                                                                   | 38                        | 40               |
|                                                | AHQAB       | First Aid Kit                                                                          | 47                        | 50               |
|                                                | AHMAB       | Roadside Assistance Kit                                                                | 65                        | 70               |
|                                                | BHQAG       | Full Indoor Veh Cvr-Gray w/Blk                                                         | 452                       | 480              |
|                                                | FIPAK       | Full Outdoor Veh Cvr-Blue                                                              | 564                       | 600              |
|                                                | BHQAE       | Full Indoor Veh Cvr-Red w/Wht                                                          | 564                       | 600              |
|                                                | BHQAK       | Full Indoor Veh Cvr-Bronze                                                             | 452                       | 480              |
|                                                | BHQAD       | Full Indoor Veh Cvr-Feature                                                            | 564                       | 600              |
|                                                | FIPAH       | Full Outdoor VehCvr-Blk w/Gray                                                         | 564                       | 600              |
|                                                | BHQAM       | Full Indoor VehCvr-Appearance                                                          | 452                       | 480              |