

**MY2018 Passenger Cars**

**MY2017 Passenger Cars**

Class	Model	USAA Incentive	Suggested Member's Selling Price (Inclusive of Incentive) Relative to Dealer Invoice	Dealer Suggested Transaction Price (Dealer Profit Relative to Invoice Price)
CLA-Class	CLA250 Coupe	(\$1,250)	(\$1,000)	\$250
	CLA 250 Coupe 4Matic	(\$1,250)	(\$1,000)	\$250
	CLA45 AMG Coupe 4 Matic	(\$1,250)	(\$250)	\$1,000
C-Class	C350e Plug In Hybrid Sedan	(\$1,250)	(\$750)	\$500
	C300W Sedan	(\$1,250)	(\$750)	\$500
	C300W4 Sedan 4MATIC	(\$1,250)	(\$750)	\$500
	C43 AMG 4MATIC Sedan	(\$1,250)	\$1,750	\$3,000
	C63 AMG Sedan	(\$1,250)	\$1,750	\$3,000
	C63 AMG S-Model Sedan	(\$1,250)	\$3,000	\$4,250
	C300 Coupe	(\$1,000)	(\$500)	\$500
	C300 Coupe 4Matic	(\$1,000)	(\$500)	\$500
	C43 AMG Coupe 4MATIC	(\$1,000)	\$2,000	\$3,000
	C63 AMG Coupe	(\$1,000)	\$2,000	\$3,000
	C63 AMG S-Model Coupe	(\$1,000)	\$2,500	\$3,500
	C300 Cabriolet	(\$1,000)	(\$500)	\$500
	C300 Cabriolet 4Matic	(\$1,000)	(\$500)	\$500
	C43 AMG Cabriolet 4MATIC	(\$1,000)	\$2,000	\$3,000
	C63 AMG Cabriolet	(\$1,000)	\$2,000	\$3,000
C63 AMG S-Model Cabriolet	(\$1,000)	\$2,500	\$3,500	

Class	Model	USAA Incentive	Suggested Member's Selling Price (Inclusive of Incentive) Relative to Dealer Invoice	Dealer Suggested Transaction Price (Dealer Profit Relative to Invoice Price)
B-Class	B ED	(\$3,000)	(\$2,750)	\$250
CLA-Class	CLA250 Coupe	(\$1,250)	(\$1,000)	\$250
	CLA 250 Coupe 4Matic	(\$1,250)	(\$1,000)	\$250
	CLA45 AMG Coupe 4 Matic	(\$1,250)	(\$750)	\$500
C-Class	C350e Plug In Hybrid Sedan	(\$2,500)	(\$2,250)	\$250
	C300W Sedan	(\$2,500)	(\$2,250)	\$250
	C300W4 Sedan 4MATIC	(\$2,500)	(\$2,250)	\$250
	C43 AMG 4MATIC Sedan	(\$2,500)	(\$250)	\$2,250
	C63 AMG Sedan	(\$2,500)	(\$250)	\$2,250
	C63 AMG S-Model Sedan	(\$2,500)	\$750	\$3,250
	C300 Coupe	(\$2,000)	(\$1,750)	\$250
	C300 Coupe 4Matic	(\$2,000)	(\$1,750)	\$250
	C43 AMG Coupe 4MATIC	(\$2,000)	\$250	\$2,250
	C63 AMG Coupe	(\$2,000)	\$250	\$2,250
	C63 AMG S-Model Coupe	(\$2,000)	\$1,000	\$3,000
	C300 Cabriolet	(\$2,000)	(\$1,750)	\$250
	C300 Cabriolet 4Matic	(\$2,000)	(\$1,750)	\$250
	C43 AMG Cabriolet	(\$2,000)	\$250	\$2,250
	C63 AMG Cabriolet	(\$2,000)	\$250	\$2,250
C63 AMG S-Model Cabriolet	(\$2,000)	\$250	\$2,250	
CLS-Class	CLS400 Coupe	N/A	N/A	N/A
	CLS400 Coupe 4MATIC	N/A	N/A	N/A
	CLS550 Coupe	(\$2,500)	(\$500)	\$2,000
	CLS550 Coupe 4MATIC	(\$2,500)	(\$500)	\$2,000
E-Class	E300 Sedan	(\$2,500)	(\$2,500)	\$0
	E300 Sedan 4Matic	(\$2,500)	(\$2,500)	\$0
	E400 Sedan 4Matic	N/A	N/A	N/A
	E43 Sedan AMG	(\$2,500)	(\$1,000)	\$1,500
	E63S AMG Sedan 4 Matic	N/A	N/A	N/A
	E400 4matic Wagon	(\$1,500)	\$500	\$2,000
	E63 AMG Wagon	N/A	N/A	N/A
	E400 Coupe	(\$3,500)	(\$3,000)	\$500
	E400 Coupe 4Matic	(\$3,500)	(\$3,000)	\$500
	E550 Coupe	(\$3,500)	(\$2,500)	\$1,000
	E400 Cabriolet	(\$3,500)	(\$3,000)	\$500
E550 Cabriolet	(\$3,500)	(\$3,000)	\$500	
Maybach	Mercedes-Maybach S550	(\$4,500)	\$3,000	\$7,500
	Mercedes-Maybach S600	(\$4,500)	\$4,000	\$8,500
S-Class	S550V Sedan	(\$5,500)	(\$3,500)	\$2,000
	S550V4 Sedan 4MATIC	(\$5,500)	(\$3,500)	\$2,000
	S600V Sedan	(\$5,500)	(\$1,500)	\$4,000
	S550VE Sedan Hybrid	(\$5,500)	(\$3,500)	\$2,000
	S63 AMG Sedan 4MATIC	(\$5,500)	\$500	\$6,000
	S65 AMG Sedan	(\$5,500)	\$1,500	\$7,000
	S550C Coupe 4MATIC	(\$5,500)	(\$3,500)	\$2,000
	S63 AMG Coupe 4MATIC	(\$10,500)	(\$7,000)	\$3,500
	S65 AMG Coupe	(\$10,500)	(\$6,000)	\$4,500
	S550 Cabriolet	(\$10,500)	(\$5,000)	\$5,500
	S63 AMG Cabriolet	(\$20,500)	(\$14,000)	\$6,500
	S65 AMG Cabriolet	(\$20,500)	(\$14,000)	\$6,500
	SL-Class	SL450 Roadster	(\$2,500)	(\$250)
SL550 Roadster		(\$2,500)	\$1,000	\$3,500
SL63 AMG		(\$2,500)	\$5,000	\$7,500
SL65 AMG		(\$2,500)	\$9,500	\$12,000
SLC300 Roadster		(\$1,500)	(\$1,000)	\$500
SLC-Class	SLC43 AMG	(\$1,500)	\$1,000	\$2,500
	ICE Cabriolet	(\$1,500) ***	(\$1,250)	\$250
smart	ICE Coupe	(\$2,250) ***	(\$2,000)	\$250
	EV Coupe	(\$2,000) ***	(\$1,750)	\$250
	EV Coupe	(\$2,000) ***	(\$1,750)	\$250
	EV Cabriolet	(\$2,000) ***	(\$1,750)	\$250

\*\*\* Incentive available for clients having their own source of funding - not available for transactions processed through Mercedes-Benz Financial Services.



Fleet Suggested Selling Price - FEBRUARY, 2018

USAA, PenFed, Geico, United MileagePlus & Employee Advantage Bonus Programs

Effective Dates: February 1, 2018 through February 28, 2018



MY2018 Light Trucks

MY2017 Light Trucks

Class	Model	USAA Incentive	Suggested Selling Price Member's Acquisition Price (Inclusive of Incentive) Relative to Dealer Invoice	Dealer Suggested Transaction Price (Dealer Profit Relative to Invoice Price)	Class	Model	USAA Incentive	Suggested Selling Price Member's Acquisition Price (Inclusive of Incentive) Relative to Dealer Invoice	Dealer Suggested Transaction Price (Dealer Profit Relative to Invoice Price)
G-Class	G550 SUV	(\$500)	\$8,200	\$8,700	G-Class	G550 SUV	(\$500)	\$8,000	\$8,500
	G550 4X4	\$0	\$16,000	\$16,000		G550 4X4	\$0	\$15,750	\$15,750
	G63 AMG	(\$500)	\$9,500	\$10,000		G63 AMG	(\$500)	\$9,000	\$9,500
	G65 AMG	(\$500)	\$15,000	\$15,500		G65 AMG	(\$500)	\$14,500	\$15,000
GLA-Class	GLA250 SUV 4matic	(\$1,000)	(\$750)	\$250	GLA-Class	GLA250 SUV 4matic	(\$1,250)	(\$1,000)	\$250
	GLA250 SUV	(\$1,000)	(\$750)	\$250		GLA250 SUV	(\$1,250)	(\$1,000)	\$250
	GLA45 AMG 4 Matic	(\$1,000)	\$0	\$1,000		GLA45 AMG	(\$1,250)	(\$500)	\$750
GLS-Class	GLS 450 SUV 4Matic	(\$1,000)	\$1,500	\$2,500	GLS-Class	GLS 450 SUV	(\$1,750)	(\$250)	\$1,500
	GLS 550 SUV 4Matic	(\$1,000)	\$2,000	\$3,000		GLS 550 SUV	(\$1,750)	(\$250)	\$1,500
	GLS 63 SUV AMG 4Matic	(\$1,000)	\$6,500	\$7,500		GLS 63 AMG	(\$1,750)	\$2,250	\$4,000
GLC-Class	GLC300 SUV	(\$1,500)	(\$1,000)	\$500	GLC-Class	GLC300 SUV	(\$1,500)	(\$750)	\$750
	GLC300 SUV 4MATIC	(\$1,500)	(\$1,000)	\$500		GLC300 SUV 4MATIC	(\$1,500)	(\$750)	\$750
	GLC43 SUV AMG 4Matic	(\$1,500)	\$2,000	\$3,500		GLC43 AMG	(\$1,500)	\$2,000	\$3,500
	GLC300 Coupe 4Matic	(\$500)	\$2,500	\$3,000		GLC300 Coupe 4Matic	(\$500)	\$2,000	\$2,500
	GLC43 Coupe 4Matic	(\$500)	\$3,000	\$3,500					
GLE-Class	GLE550e Plug-in Hybrid	(\$1,000)	(\$1,000)	\$0	GLE-Class	GLE550e Plug-in Hybrid	(\$1,500)	(\$1,250)	\$250
	GLE350 SUV 4MATIC	(\$1,000)	(\$500)	\$500		GLE350 SUV 4MATIC	(\$1,500)	(\$1,000)	\$500
	GLE350 SUV	(\$1,000)	(\$500)	\$500		GLE350 SUV	(\$1,500)	(\$1,000)	\$500
	GLE43 AMG SUV 4MATIC	(\$1,000)	\$2,000	\$3,000		GLE400 SUV 4MATIC	(\$1,500)	\$250	\$1,750
	GLE63 AMG SUV 4MATIC	(\$1,000)	\$5,000	\$6,000		GLE43 SUV 4MATIC	(\$2,000)	\$500	\$2,500
	GLE63 AMG S-Model SUV	(\$1,000)	\$6,000	\$7,000		GLE63 AMG SUV	(\$1,500)	\$3,000	\$4,500
	GLE43 AMG Coupe 4MATIC	(\$500)	\$3,500	\$4,000		GLE63 AMG S-Model SUV	(\$1,500)	\$4,000	\$5,500
	GLE63 AMG S-Model Coupe	(\$500)	\$6,000	\$6,500		GLE43 Coupe 4MATIC	(\$500)	\$3,000	\$3,500
					GLE63 AMG S-Model Coupe	(\$500)	\$5,500	\$6,000	

USAA Military Sales Program Version II Pricing Guidelines

1. Suggested retail selling price will be between MSRP and Dealer Invoice (rounded up).
2. The vehicle configurator used for these programs calculates options and packages at Dealer Cost - Dealer Transaction Price & Member Price may vary.
3. Primary source is monthly GPA Reconciliation Top 55 Exclusive Report provided by Business Management Department.
4. Considering Total Days Supply by Model (forward looking: MBUSA & Dealer).

NOTE: Prior to finalizing the transaction, please verify program compatibility by referencing the current Compatibility Matrix & check the validity of the Control No. in Netstar using the Control No. Inquiry Screen.