



**CarGurus 2016 Election Survey
November, 2016**

The CarGurus 2016 Election Survey gathered more than 1,000 online responses, and tallied insight around how the 2016 presidential campaign impacted automotive-related sentiment in the U.S.

What kind of car do you drive?

- Sedan – 36%
- SUV – 21%
- Crossover – 5%
- Pickup truck – 10%
- Convertible – 2%
- Minivan – 4%
- Coupe – 5%
- Other – 17%

Due to the presidential election results, what do you think will happen to automobile prices in the U.S.?

- Auto prices will increase – 35%
- Auto prices will decrease – 8%
- Auto prices will remain the same – 57%

Due to the election results, what do you think will happen to gas prices in the U.S.?

- Gas prices will increase over the next year – 46%
- Gas prices will decrease over the next year – 21%
- Gas prices will remain the same over the next year – 32%

Which statement do you agree with the most?

- Before the election, I only bought U.S.-made cars, and that has not changed since the election - 16%
- Before the election, I only bought U.S.- made cars, but will now consider shopping for a foreign-made car – 1%
- Before the election, I only bought foreign-made cars, but will now consider shopping for a U.S.-made car – 3%
- Before the election, I only bought foreign-made cars and that has not changed since the election – 9%
- The election will have no impact on my decision to buy a U.S.-made or foreign-made car – 70%

After the election, do you expect to see more or less government incentives to buy more efficient cars such as electronic vehicles and hybrids?

- I expect to see more government incentives – 25%
- I expect to see fewer government incentives – 75%

What impact would a reduction in government incentives have on your likelihood to consider purchasing an electric vehicle?

- I would be somewhat less likely to consider an electric vehicle – 16%
- I would be much less likely to consider an electric vehicle – 17%
- This would have no impact on my decision – 67%

How have your car buying plans changed since the presidential election?

- I was planning to buy a car within the next six months, but now I plan to delay that decision – 6%
- I was not planning to buy a car within the next six months, but now I plan to accelerate that decision and buy sooner – 4%
- My car buying plans have not changed – 90%

How have you changed your budget to buy a car since the presidential election?

- I plan to spend more on a car – 2%
- I plan to spend less on a car – 6%
- My budget has not changed – 35%
- I am not planning to buy a car – 57%

What is your age?

- 18 to 24 – 12%
- 25 to 34 – 17%
- 35 to 44 – 17%
- 45 to 54 – 12%
- 55 to 64 – 22%
- 65 to 74 – 16%
- 75 or older – 4%

What is your gender?

- Female- 53%
- Male – 47%

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