

Cars.com On-the-Lot Trend Report



According to DrivingSales’ Consumer Shopper Study, 61% of consumers don’t contact a dealership before visiting a lot. Understanding what consumers are researching before their visit and while on-the-lot will help you beat the competition and grow your business...*for every turn.*

Based on Cars.com’s patented On-the-Lot technology, these are the most viewed vehicle details pages in June 2017.

Top New VDP Views by Category - June 2017

Top 5 New Luxury

- 1. Mercedes-Benz C-Class
- 2. Alfa Romeo Giulia
- 3. Acura TLX
- 4. Land Rover Range Rover
- 5. Land Rover Range Rover Sport

Source: Cars.com On-the-Lot VDPs, June 2017



Top 5 New Trucks

- 1. Ford F-150
- 2. Chevrolet Silverado 1500
- 3. RAM 1500
- 4. Toyota Tacoma
- 5. Ford F-250

Source: Cars.com On-the-Lot VDPs, June 2017



Top 5 New Compact Sedans

- 1. Honda Civic
- 2. Dodge Charger
- 3. Honda Accord
- 4. Toyota Camry
- 5. Hyundai Elantra

Source: Cars.com On-the-Lot VDPs, June 2017



Top 5 New Midsize Sedans

- 1. Dodge Charger
- 2. Honda Accord
- 3. Toyota Camry
- 4. Hyundai Sonata
- 5. Chevrolet Malibu

Source: Cars.com On-the-Lot VDPs, June 2017



Top 5 New Fullsize Sedans

- 1. Nissan Maxima
- 2. Chrysler 300
- 3. Chevrolet SS
- 4. Chevrolet Impala
- 5. Ford Taurus

Source: Cars.com On-the-Lot VDPs, June 2017



Top 5 New SUVs

- 1. Jeep Wrangler Unlimited
- 2. Jeep Grand Cherokee
- 3. Ford Explorer
- 4. Toyota 4Runner
- 5. Dodge Durango

Source: Cars.com On-the-Lot VDPs, June 2017



Top 5 New Luxury SUVs

- 1. Land Rover Range Rover
- 2. Land Rover Range Rover Sport
- 3. Jaguar F-PACE
- 4. Audi Q7
- 5. BMW X5

Source: Cars.com On-the-Lot VDPs, June 2017



Top Used VDP Views by Category - June 2017

Top 5 Used Luxury

- 1. Mercedes-Benz C-Class
- 2. BMW 328
- 3. Mercedes-Benz E-Class
- 4. BMW 335
- 5. BMW M3

Source: Cars.com On-the-Lot VDPs, June 2017



Top 5 Used Trucks

- 1. Ford F-150
- 2. Chevrolet Silverado 1500
- 3. Toyota Tacoma
- 4. Ford F-250
- 5. GMC Sierra 1500

Source: Cars.com On-the-Lot VDPs, June 2017



Top 5 Used Compact Sedans

- 1. Honda Civic
- 2. Volkswagen Jetta
- 3. Toyota Corolla
- 4. Mazda Mazda3
- 5. Subaru Impreza

Source: Cars.com On-the-Lot VDPs, June 2017



Top 5 Used Midsize Sedans

- 1. Honda Accord
- 2. Dodge Charger
- 3. Nissan Altima
- 4. Toyota Camry
- 5. Ford Fusion

Source: Cars.com On-the-Lot VDPs, June 2017



Top 5 Used Fullsize Sedans

- 1. Nissan Maxima
- 2. Chevrolet Impala
- 3. Chrysler 300
- 4. Ford Taurus
- 5. Toyota Avalon

Source: Cars.com On-the-Lot VDPs, June 2017



Top 5 Used SUVs

- 1. Jeep Grand Cherokee
- 2. Jeep Wrangler
- 3. Jeep Wrangler Unlimited
- 4. Ford Explorer
- 5. BMW X5

Source: Cars.com On-the-Lot VDPs, June 2017



Top 5 Used Luxury SUVs

- 1. BMW X5
- 2. Acura MDX
- 3. Porsche Cayenne
- 4. Land Rover Range Rover
- 5. Land Rover Range Rover Sport

Source: Cars.com On-the-Lot VDPs, June 2017

