FORM 4

## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

| OMB APPROVAL |  |
|--------------|--|
|              |  |

7. Nature of

Beneficial Ownership

Indirect

(Instr. 4)

OMB Number: 3235-0287 Estimated average burden hours per response 0.5

6. Ownership

Form: Direct

(D) or Indirect (I) (Instr. 4)

### Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See Instruction 1(b)

1. Title of Security (Instr. 3)

## STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934 or Section 30(h) of the Investment Company Act of 1940

| 1. Name and Address of Re<br><u>Trevisan Jason</u> | porting Person <sup>*</sup> | 2. Issuer Name and Ticker or Trading Symbol CarGurus, Inc. [ CARG ] |            | tionship of Reporting Per<br>all applicable)<br>Director | son(s) to Issuer<br>10% Owner  |
|--|-----------------------------|---|------------|--|--|
| (Last) (First 2 CANAL PARK, 4TH                    | ,                           | 3. Date of Earliest Transaction (Month/Day/Year) 04/11/2018         | X          | Officer (give title below)  CFO and Tr                   | Other (specify<br>below)<br>easurer                                    |
| (Street)  CAMBRIDGE MA                             | 02141                       | 4. If Amendment, Date of Original Filed (Month/Day/Year)            | 6. Indiv   | Form filed by One Rep                                    | g (Check Applicable Line)<br>porting Person<br>an One Reporting Person |
| (City) (State                                      |                             | erivative Securities Acquired, Disposed of, or Bene                 | ficially O | wnod   |  |

#### Reported Transaction(s) (Instr. 3 and 4) Code ν Amount Price

3. Transaction

Code (Instr. 8)

4. Securities Acquired (A) or Disposed Of (D) (Instr. 3, 4 and 5)

5. Amount of

Beneficially Owner

Securities

04/11/2018 225,036(1) \$0.00 275,036 D Class A Common Stock M Α Class A Common Stock 04/11/2018 M 112,518(2) Α (3) 456,798<sup>(2)</sup> D Class A Common Stock 04/11/2018 F 147,098(4) D \$38.06 309,700 D

# Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned

|   | (e.g., puts, calls, warrants, options, convertible securities) |  |   |                              |   |  |                        |                     |                    |   |                                     |   |   |  |  |
|---|--|--|---|------------------------------|---|--|------------------------|---------------------|--------------------|---|-------------------------------------|---|---|--|--|
| 1. Title of<br>Derivative<br>Security<br>(Instr. 3) | 2.<br>Conversion<br>or Exercise<br>Price of<br>Derivative      | 3. Transaction<br>Date<br>(Month/Day/Year) | 3A. Deemed<br>Execution Date,<br>if any<br>(Month/Day/Year) | 4.<br>Transa<br>Code (<br>8) |   | 5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5) |                        |                     |                    | 7. Title and Amount<br>of Securities<br>Underlying<br>Derivative Security<br>(Instr. 3 and 4) |                                     | 8. Price of<br>Derivative<br>Security<br>(Instr. 5) | 9. Number of<br>derivative<br>Securities<br>Beneficially<br>Owned | 10.<br>Ownership<br>Form:<br>Direct (D)<br>or Indirect | 11. Nature<br>of Indirect<br>Beneficial<br>Ownership<br>(Instr. 4) |
|   | Security   |  |   | Code                         | v | (A)  | (D)                    | Date<br>Exercisable | Expiration<br>Date | Title   | Amount<br>or<br>Number<br>of Shares |   | Following<br>Reported<br>Transaction(s)<br>(Instr. 4)             | (I) (Instr. 4)   |  |
| Restricted<br>Stock<br>Units                        | (5)  | 04/11/2018                                 |   | M                            |   |  | 225,036                | (6)                 | (6)                | Class B<br>Common<br>Stock  | 225,036                             | \$0.00  | 138,488   | D  |  |
| Class B<br>Common<br>Stock                          | \$0.00   | 04/11/2018                                 |   | М                            |   | 225,036  |                        | (7)                 | (7)                | Class A<br>Common<br>Stock  | 225,036                             | \$0.00  | 225,036   | D  |  |
| Class B<br>Common<br>Stock                          | \$0.00   | 04/11/2018                                 |   | М                            |   |  | 225,036 <sup>(1)</sup> | (7)                 | (7)                | Class A<br>Common<br>Stock  | 225,036                             | \$0.00  | 0   | D  |  |
| Restricted<br>Stock<br>Units                        | (3)  | 04/11/2018                                 |   | М                            |   |  | 112,518                | (8)                 | (8)                | Class A<br>Common<br>Stock  | 112,518                             | \$0.00  | 0   | D  |  |

# **Explanation of Responses:**

- $1. \ Represents \ the \ conversion \ of \ Class \ B \ common \ stock \ into \ Class \ A \ common \ stock \ at \ the \ Reporting \ Person's \ election.$
- 2. The reported transaction represents the conversion of restricted stock units ("RSUs") into shares of Class A common stock. The Reporting Person has previously reported the October 11, 2017 award of RSUs convertible into shares of Class A common stock in Table II of Form 4. The total reported in Column 5 includes the 116,119 previously reported unvested RSUs convertible into shares of Class A common stock and 340,679 shares of Class A common stock.
- 3. Such RSUs convert into shares of Class A common stock on a one-for-one basis.
- 4. Shares withheld for payment of tax liability upon vesting of RSUs.
- 5. Such RSUs convert into shares of Class B common stock on a one-for-one basis.

6. On October 11, 2017, the Reporting Person was granted 363,524 RSUs convertible into shares of Class B common stock. The RSUs are subject to a liquidity-based vesting requirement, which was satisfied in connection with the Issuer's initial public offering (the "IPO"), and a service-based vesting requirement. Subject to the Reporting Person's continued employment, 25% of the RSUs vested on August 31, 2016 and 6.25% of the RSUs vest (or have vested, as applicable) on the last day of each three-month period thereafter until August 31, 2019. Currently vested RSUs settled 180 days after the date the liquidity-based vesting requirement was satisfied (April 11, 2018). Thereafter, any vested RSUs will settle within 60 days of the date of vesting.

7. Each share of Class B common stock is convertible into one share of Class A common stock at the option of the holder and has no expiration date.

2. Transaction

(Month/Day/Year)

2A. Deemed

**Execution Date** 

if any (Month/Day/Year

8. On October 11, 2017, the Reporting Person was granted 181,762 RSUs convertible into shares of Class A common stock. The RSUs are subject to a liquidity-based vesting requirement, which was satisfied in connection with the IPO, and a service-based vesting requirement. Subject to the Reporting Person's continued employment, 25% of the RSUs vested on August 31, 2016 and 6.25% of the RSUs vest (or have vested, as applicable) on the last day of each three-month period thereafter until August 31, 2019. Currently vested RSUs settled 180 days after the date the liquidity-based vesting requirement was satisfied (April 11, 2018). Thereafter, any vested RSUs will settle within 60 days of the date of vesting. The Reporting Person has elected to report the remaining unvested 69,244 shares of Class A common stock underlying this RSU on Table I on subsequent reports (see footnote 2).

## Remarks:

/s/ Kathleen Patton, as attorneyin-fact

04/13/2018

\*\* Signature of Reporting Person

Date

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

- \* If the form is filed by more than one reporting person, see Instruction 4 (b)(v).
- \*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, see Instruction 6 for procedure.

Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB Number.