## FORM 4

## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

| Washington, | D.C. 20549 |
|-------------|------------|
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| Check this box if no longer subject |
|-------------------------------------|
| to Section 16. Form 4 or Form 5     |
| obligations may continue. See       |
| Instruction 1(h)                    |

## STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP

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

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 Reporting Person* Steinert Langley |                      |  |   | 2. Issuer Name and Ticker or Trading Symbol CarGurus, Inc. [ CARG ] |   |   |                                  |             |                            |   |  | Relationship of Reporting Person(s) to Issuer (Check all applicable)     X Director X 10% Owner  |  |  |     |   |   |  |  |
|---|----------------------|--|---|---|---|---|----------------------------------|-------------|----------------------------|---|--|--|--|--|-----|---|---|--|--|
| (Last) 2 CANA   | (Fir<br>L PARK, 4    | rst) (I<br>TH FLOOR                        | Middle)                                 | 3. Date of Earliest Transaction (Month/Day/Year) 05/08/2020         |   |   |                                  |             |                            |   |  | X Officer (give title Other (specify below)  CEO and Chairman  |  |  |     |   |   |  |  |
| (Street) CAMBRIDGE MA 02141                               |                      |  | 4. II                                   | 4. If Amendment, Date of Original Filed (Month/Day/Year)            |   |   |                                  |             |                            |   |  | 6. Individual or Joint/Group Filing (Check Applic Line)     X Form filed by One Reporting Person     Form filed by More than One Reporting |  |  |     |   |   |  |  |
| (City)  | (State) (Zip)        |  |   |   |   |   |                                  |             |                            |   |  |  | Person                                       |  |     |   |   |  |  |
| Table I - I  1. Title of Security (Instr. 3)              |                      | 2. Transaction Date (Month/Day/Ye          |   | 2A. Deemed<br>Execution Date,                                       |   | 3.<br>Transaction<br>Code (Instr.<br>8) |                                  |             |                            | d (A) or  | 5. Amou<br>Securiti<br>Benefic<br>Owned  |  | nt of<br>es<br>ally<br>Following             |  |     | 7. Nature of<br>Indirect<br>Beneficial<br>Ownership                   |   |  |  |
|   |                      |  |   |   |   |   | Code                             | v           | Amount                     | ount (A) or (D) Price Reported Transactio (Instr. 3 and |  | ion(s)   | (Instr. 4)                                   |  |     |   |   |  |  |
| Class A C   | Common St            | ock  | 05/08/202                               | .0  |   |   | S <sup>(1)</sup>                 |             | 3,512                      | D   | \$23.5   | (2)  | 1,673  | 3,125  | ]   | D   |   |  |  |
| Class A C   | Common St            | ock  | 05/08/202                               | .0  |   |   | S <sup>(1)</sup>                 |             | 4,158                      | D   | \$24.38  | <b>3</b> (3)   | 1,668  | 8,967  | ]   | D   |   |  |  |
| Class A Common Stock                                      |                      | 05/08/202                                  | 05/08/2020                              |   |   |   |                                  | 15,602      | D                          | \$25.34   | 5.34 <sup>(4)</sup> 1,653  |  | 3,365 D                                      |  | D   |   |   |  |  |
| Class A Common Stock                                      |                      | 05/08/202                                  | 0                                       |   |   | S <sup>(1)</sup>                        |                                  | 739         | D                          | \$26.05   | <sup>(5)</sup>   | 1,652,626  |  | ]  | D   |   |   |  |  |
| Class A Common Stock                                      |                      | 05/08/202                                  | .0                                      |   |   |   |                                  | 288         | D                          | \$23.5  | .3.5 <sup>(2)</sup>  |  | ,327   |  | T I | See<br>Footnote <sup>(7)</sup>  |   |  |  |
| Class A C   | Common St            | ock  | 05/08/202                               | .0  |   |   | S <sup>(6)</sup>                 |             | 342                        | D   | \$24.38  | <b>3</b> (3)   | 241  | ,985   |     |   | See<br>Footnote <sup>(7)</sup>          |  |  |
| Class A C   | Class A Common Stock |  | 05/08/202                               | .0  |   |   | S <sup>(6)</sup>                 |             | 1,283                      | D   | \$25.34  | <b>1</b> (4)   | 240,702                                      |  |     |   | See<br>Footnote <sup>(7)</sup>          |  |  |
| Class A Common Stock                                      |                      | 05/08/202                                  | 0                                       |   |   | S <sup>(6)</sup>                        |                                  | 61          | D                          | \$26.05   | \$26.05 <sup>(5)</sup> 24  |  | 40,641                                       |  | T I | See<br>Footnote <sup>(7)</sup>  |   |  |  |
| Class A Common Stock                                      |                      | 05/11/202                                  | 0                                       |   |   | S <sup>(1)</sup>                        |                                  | 12,006      | D                          | \$24.66   | \$24.66(8)   |  | 1,640,620                                    |  | D   |   |   |  |  |
| Class A Common Stock                                      |                      | 05/11/202                                  | 0                                       |   |   | S <sup>(1)</sup>                        |                                  | 2,508       | D                          | \$25.45   | .45 <sup>(9)</sup> 1,63  |  | 8,112  |  | D   |   |   |  |  |
| Class A Common Stock                                      |                      | 05/11/202                                  | 05/11/2020                              |   |   |   |                                  | 987         | D                          | \$24.66   | 6 <sup>(8)</sup> 239,6   |  | ,654   | I  |     | See<br>Footnote <sup>(7)</sup>  |   |  |  |
| Class A Common Stock 05/11/202                            |                      |  | 20                                      |   |   | S <sup>(6)</sup>                        |                                  | 206         | D                          | \$25.45(9)  |  | 239,448  |  | I  |     | See<br>Footnote <sup>(7)</sup>  |   |  |  |
|   |                      | Tal  | ble II - Derivati<br>(e.g., pu          |   |   |   |                                  |             | sposed of,<br>s, convertil |   |  |  | Owne   | d  |     |   |   |  |  |
| Derivative   Conversion   D                               |                      | 3. Transaction<br>Date<br>(Month/Day/Year) | 3A. Deemed<br>Execution Date,<br>if any | 4.<br>Trans   | sansaction of Derivative Securitic Acquires (A) or Dispose of (D) (Instr. 3, and 5) |   | er 6. Date E. Expiratio (Month/D |             | ercisable and              | 7. Titl<br>Amou<br>Secu<br>Unde<br>Deriv<br>Secu        | 7. Title and<br>Amount of<br>Securities<br>Underlying<br>Derivative<br>Security (Instr<br>3 and 4) |  | Price of<br>erivative<br>ecurity<br>nstr. 5) | 9. Number of<br>derivative<br>Securities<br>Beneficially<br>Owned<br>Following<br>Reported<br>Transaction(s)<br>(Instr. 4) |     | 10.<br>Ownershi<br>Form:<br>Direct (D)<br>or Indirec<br>(I) (Instr. 4 | Beneficial<br>Ownership<br>t (Instr. 4) |  |  |
|   | n of Respons         |  |   | Code  | e V (A  | A) (D                                   | Date<br>) Exe                    | e<br>rcisab | Expiration<br>le Date      | Title   | Amount<br>or<br>Number<br>of<br>Shares   |  |  |  |     |   |   |  |  |

- $1. \ This \ sale \ was \ effected \ pursuant \ to \ a \ Rule \ 10b5-1 \ trading \ plan \ adopted \ by \ the \ Reporting \ Person.$
- 2. The reported price in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$22.97 to \$23.96 per share, inclusive. Information regarding the number of shares sold at each separate price will be made available from the Reporting Person upon request by the staff of the Securities and Exchange Commission, the Issuer or any security holder of the Issuer.
- 3. The reported price in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$23.97 to \$24.96 per share, inclusive. Information regarding the number of shares sold at each separate price will be made available from the Reporting Person upon request by the staff of the Securities and Exchange Commission, the Issuer or any security holder of
- 4. The reported price in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$24.97 to \$25.96 per share, inclusive. Information regarding the number of shares sold at each separate price will be made available from the Reporting Person upon request by the staff of the Securities and Exchange Commission, the Issuer or any security holder of
- 5. The reported price in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$25.97 to \$26.24 per share, inclusive. Information regarding the number of shares sold at each separate price will be made available from the Reporting Person upon request by the staff of the Securities and Exchange Commission, the Issuer or any security holder of the Issuer.

- 6. This sale was effected pursuant to a Rule 10b5-1 trading plan adopted by The Langley Steinert Irrevocable Family Trust dated June 21, 2004.
- 7. These shares are owned directly by The Langley Steinert Irrevocable Family Trust dated June 21, 2004, of which the Reporting Person's children are the beneficiaries. The Reporting Person may be deemed to have indirect ownership over such shares, but expressly disclaims beneficial ownership of such shares.
- 8. The reported price in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$24.27 to \$25.26 per share, inclusive. Information regarding the number of shares sold at each separate price will be made available from the Reporting Person upon request by the staff of the Securities and Exchange Commission, the Issuer or any security holder of the Issuer
- 9. The reported price in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$25.27 to \$25.64 per share, inclusive. Information regarding the number of shares sold at each separate price will be made available from the Reporting Person upon request by the staff of the Securities and Exchange Commission, the Issuer or any security holder of the Issuer.

/s/ Kathleen Patton, as attorney-in-fact 05/12/2020

\*\* 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.

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