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# These Are the Top 10 Fastest-Selling Used Cars in the U.S



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### **The Fast Lane: Unveiling the Top 10 Fastest-Selling Used Cars in America**

In the ever-evolving landscape of the automotive industry, the dynamics of used car sales are experiencing a notable shift. Traditionally perceived as the go-to option for budget-conscious consumers, the used car market has transformed into a realm where speed and efficiency take center stage.

As we navigate through the intricacies of the recently released iSeeCars list, it becomes evident that certain models are defying the norm, becoming the fastest-selling used cars in America.



### **Changing Tides in the Used Car Market**

In a surprising turn of events, used cars are no longer synonymous with prolonged shelf lives on dealership lots. The average time for a used vehicle to find a new owner

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in October was a mere 49.2 days, a significant drop from the 54.9 days recorded in the same month the previous year.

This acceleration in sales is attributed to a combination of factors, including the scarcity of new vehicle inventory and production delays that have thrust pre-owned cars into the limelight.

## Hybrids and Electric Vehicles: A Mixed Performance

Despite the overall surge in used car sales, the narrative takes an intriguing twist when we focus on the subset of electric vehicles (EVs) and hybrids. The general trend indicates that these eco-friendly alternatives are taking longer to find new homes compared to a year ago.

In October, electric vehicles lingered for 52.4 days on the market, while hybrids clocked in at 46.7 days. These figures represent a noticeable increase from the 2022 averages of 37.5 days for EVs and 34.3 days for hybrids.

## Cracking the Code: The Top Performers

In the midst of this nuanced scenario, a handful of hybrids and an electric vehicle managed to defy the odds and secure spots on the list of the fastest-selling used cars.

### Top 10 Fastest-Selling Used Cars in the U.S:

1. BMW X5 Hybrid: 26.8 days
2. Toyota Highlander Hybrid: 29 days
3. Cadillac XT6: 30.1 days
4. Lexus NX 350: 31.8 days
5. Toyota GR Supra: 31.8 days
6. Hyundai Elantra Hybrid: 31.8 days
7. Porsche 718 Boxster: 32.4 days
8. Cadillac CT5: 33.3 days
9. BMW M2: 34.4 days
10. Rivian R1T: 35.5 days

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These top-performing vehicles showcase a diverse mix of performance, luxury, and sustainability, providing a fascinating glimpse into the evolving preferences of American car buyers.

## **Navigating Economic Realities**

Karl Brauer, the executive analyst at iSeeCars, sheds light on the driving forces behind this unique trend. Buyers, he suggests, are strategically positioning themselves to avoid the impacts of inflation and higher interest rates.

This explains the inclusion of performance-centric models like the BMW M2 and Porsche 718 Boxster, appealing to those seeking a balance between exhilarating drives and economic prudence. Simultaneously, a growing number of consumers are gravitating towards fuel-efficient hybrids, such as the Toyota Highlander Hybrid and Hyundai Elantra Hybrid, in a bid to curb fuel expenses.

## **Electric Vehicles at a Crossroads**

While certain electric vehicles like the Rivian R1T, Chevy Bolt, and Tesla Model 3 are racing off the lots, others find themselves in a more sluggish lane. The Kia EV6, Ford F-150 Lightning, and Polestar 2 have made an unexpected appearance on the list of slowest-selling vehicles.

These outliers take two or more times the average number of days to secure a buyer, underlining the diverse reception EVs are experiencing in the used car market.

## **Conclusion: A Tale of Varied Fortunes**

In the complex world of used car sales, the top performers showcased in iSeeCars' list provide a fascinating glimpse into the evolving preferences of American car buyers. As economic factors continue to shape consumer decisions, the intersection of performance, sustainability, and economic sensibility is becoming the driving force behind the fastest-selling used cars in the nation.

Whether it's the thrill of a BMW M2, the efficiency of a Toyota Highlander Hybrid, or the pioneering spirit of the Rivian R1T, these vehicles are not merely modes of transportation but reflections of a shifting automotive landscape.