

EDGE COMPETITIVE COMPARISON

2017 TOYOTA HIGHLANDER VS 2017 HONDA PILOT

FEB 2017 TOYOTA Let's Go Places



HIGHLANDER











XLE AWD (6953)
\$39,980 MSRP¹

VS

PILOT

EX-L AWD
\$38,255 MSRP

KEY ADVANTAGES

-  Highlander XLE has two more airbags² (8) than Pilot EX-L (6): a **driver knee airbag** and a **front passenger seat cushion airbag**
-  With 295 horsepower and 263 lb.-ft. of torque, **Highlander has more power than Pilot**, which has 280 horsepower and 262 lb.-ft. of torque
-  **Toyota Safety Sense™ P³ is standard** on all Highlander models; similar features are only offered on Pilot EX-L as part of an extra-cost package
-  Highlander XLE AWD received **EPA fuel estimates of 20/26/21 mpg** (city/hwy/comb)⁴, beating Pilot EX-L AWD's ratings of 18/26/21 mpg
-  ToyotaCare provides Highlander buyers with the **standard two-year No Cost Maintenance Plan⁵**; Pilot offers no similar maintenance plan
-  Despite being similarly equipped, **Pilot EX-L AWD has a lower MSRP (\$38,255)** than Highlander XLE AWD (\$39,980)¹
-  **Pilot EX-L AWD offers more passenger volume** than Highlander XLE AWD, at 151.7 cubic feet versus 142.2 cubic feet
-  Pilot EX-L AWD also has **more cargo volume behind the second and third rows**, at 46.8/16.5 cubic feet versus 42.3/13.8 cubic feet⁶
-  At 4,284 lbs., Pilot EX-L AWD **weighs nearly two hundred pounds less** than Highlander XLE AWD, which has a curb weight of 4,464 lbs.
-  Pilot EX-L has convenience features not found on Highlander XLE, like **Remote Engine Start** and a **10-way power adjustable driver seat**

● = Advantage

QUICK SPECS	2017 HIGHLANDER XLE AWD	2017 PILOT EX-L AWD
Engine	3.5-liter V6 DOHC 24-valve with D-4S injection, dual VVT-iW and VVT-i, Stop & Start Engine System	3.5-liter V6 SOHC 24-valve with direct injection, i-VTEC, Variable Cylinder Management
Transmission	Direct Shift - 8AT, 8-speed ECT-i automatic	6-speed automatic
Horsepower	● 295 @ 6660 rpm	280 @ 6000 rpm
Torque (lb.-ft.)	263 @ 4700 rpm	262 @ 4700 rpm
Towing	5,000 lbs. ⁷	5,000 lbs.
Est. Fuel Economy (mpg)	● 20/26/22 (city/hwy/combined) ⁴	18/26/21 (city/hwy/combined)
Passenger Volume (cu. ft.)	142.2	● 151.7
Cargo Volume (cu. ft.)	83.2/42.3/13.8 (behind first/second/third row) ⁶	83.9/46.8/16.5 (behind first/second/third row)
Airbags	● 8 ²	6



2016 KBB.com Best Buy Award Finalist - among midsize SUVs⁸



2016 Toyota Highlander was named an Edmunds.com Best Retained Value⁹ vehicle winner⁹



2016 Highlander was named a Best Overall Value of the year for the last 5 years in a row¹⁰



The 2017 Toyota Highlander is an IIHS TSP+²⁸



2016 Toyota Highlander Hybrid was named Best Hybrid SUV for Families¹¹



2017 Toyota Highlander received the NHTSA 5-Star Overall Safety Rating¹²

VALUE STORY

At first glance, Pilot EX-L looks like a strong competitor, but digging a little deeper reveals Highlander XLE to be the value winner. Its **3.5-liter V6 makes more power**, while still getting an **EPA-estimated combined fuel rating of 22 mpg⁴**, beating Pilot EX-L in both categories. Highlander XLE's cabin is equipped with standard features such as **eight airbags²**, **Entune™ Premium Audio with Integrated Navigation¹³**, **three-zone automatic climate control** and **heated power front seats**. **Toyota Safety Sense™ P³** and the **ToyotaCare maintenance plan⁵** are also significant advantages for Highlander, with similar features either costing extra or unavailable with Pilot EX-L.

	2016 HIGHLANDER XLE AWD	2016 PILOT EX-L AWD
5-Year Cost	<ul style="list-style-type: none"> Total depreciation: \$14,922 Advantage of \$933 	Total depreciation: \$15,855
	Fuel: \$8,045	<ul style="list-style-type: none"> Fuel: \$7,718
	<ul style="list-style-type: none"> Maintenance: \$1,732 	Maintenance: \$2,735
	Repair: \$715	Repair: \$683
	<ul style="list-style-type: none"> Total ownership: \$36,175 Advantage of \$1,645 	Total ownership: \$37,820
	<ul style="list-style-type: none"> Value Rating: Excellent 	Value Rating: Above Average

★ THIRD PARTY REVIEWS

“It has a powerful, available V6 engine that gets nearly the same fuel economy as the base four-cylinder engine, and the Highlander's ride is smooth. It also has above-average projected reliability for the class.”

– **U.S. News & World Report** | [Read Article](#)

“Regardless of trim level, the Highlander stands out by virtue of its spacious and comfortable cabin.”

– **Edmunds** | [Read Article](#)

“The Highlander is quiet, rides smoothly, and has an interior thoughtfully designed for its role as mobile family room.”

– **Car and Driver** | [Read Article](#)

10 TOP TEN FEATURES

2017 HIGHLANDER XLE AWD	2017 PILOT EX-L AWD
Toyota Safety Sense™ P³: <ul style="list-style-type: none"> Pre-Collision System¹⁴ with Pedestrian Detection function¹⁵ Lane Departure Alert with Steering Assist function¹⁶ Automatic High Beams¹⁷ Dynamic Radar Cruise Control¹⁸ 	Honda Sensing™: <ul style="list-style-type: none"> Road Departure Mitigation Lane Keeping Assist System Collision Mitigation Braking System Adaptive Cruise Control (MSRP \$1,000)
Blind Spot Monitor ¹⁹ with Rear Cross-Traffic Alert ²⁰	Honda LaneWatch™
Entune™ Premium JBL® Audio with Integrated Navigation ¹³ and Entune® App Suite ²¹	Multi-angle rearview camera with Dynamic Guidelines
Rear-seat Blu-ray® DVD entertainment system with 9-inch display (MSRP \$1,810)	225-watt audio system with 8.0-inch touchscreen and 7 speakers
Driver Easy Speak	Honda Satellite-linked Navigation System (MSRP \$1,000)
Heated front seats	Apple CarPlay™ / Android Auto™
8-way power-adjustable driver seat with power thigh and lumbar support; 4-way power adjustable front passenger seat	Rear Entertainment System <ul style="list-style-type: none"> Removable remote control Rear 2nd-row sunshades 115-volt power outlet (MSRP \$1,600)
Three-zone automatic climate control with separate second-row control panel	Heated front seats
Smart Key System ²² on front doors and liftgate with Push Button Start	Driver seat with 10-way power adjustment; front passenger seat with 4-way power adjustment
Second-row 120V auxiliary AC power outlet	Three-zone automatic climate control system with humidity control and air filtration

Red Text = Extra Cost

i ADDITIONAL RESOURCES

▶ Full Highlander Specs

Red Text = Extra Cost

SPECIFICATIONS	2017 HIGHLANDER			2017 PILOT		
	LE 2WD	XLE AWD	LIMITED PLATINUM AWD	LX 2WD	EX-L AWD	ELITE AWD
MSRP	\$32,680 ¹	\$39,980 ¹	\$46,260 ¹	\$30,595	\$38,255	\$47,070
Powertrain	3.5-liter V6 DOHC 24-valve with D-4S injection, dual VVT-iW and VVT-i, 295 hp, 263 lb.-ft. torque; ECT-i 8AT; FWD	3.5-liter V6 DOHC 24-valve with D-4S injection, dual VVT-iW and VVT-i, 295 hp, 263 lb.-ft. torque; ECT-i 8AT; Dynamic Torque Control AWD		3.5L V6 SOHC 24-valve with direct injection and i-VTEC, 280 hp, 262 lb.-ft. torque; 6AT; FWD	3.5L V6 SOHC 24-valve with direct injection and i-VTEC, 280 hp, 262 lb.-ft. torque; 6AT; AWD	3.5L V6 SOHC 24-valve with direct injection and i-VTEC, 280 hp, 262 lb.-ft. torque; 9AT; AWD
EPA-Est. MPG (city/hwy/combined)	20/27/23 ⁴	20/26/22 ⁴		19/27/22	18/26/21	19/26/22
Suspension	Independent (MacPherson® strut) front; independent (double wishbone) rear			Independent (MacPherson® strut) front; independent (multi-link) rear		
Turning Circle	38.7 ft.			39.4 ft.		
Curb Weight	4,244 lbs.	4,464 lbs.	4,508 lbs.	4,054 lbs.	4,284 lbs.	4,317 lbs.
Entertainment System*	Entune™ Audio with 6.1-inch touchscreen and 6 speakers	Entune™ Premium Audio with 8.0-inch touchscreen and 6 speakers; Rear-seat Blu-ray® entertainment system (MSRP \$1,810)	Entune™ Premium JBL® Audio with 8.0-inch touchscreen and 12 speakers	200-watt audio system with 5.0-inch LCD screen and 7 speakers	225-watt audio system with 8.0-inch touchscreen and 7 speakers; Rear Entertainment System (MSRP \$1,600)	540-watt audio system with 8.0-inch touchscreen and 10 speakers; Rear Entertainment System
Navigation System*	N/A	Integrated ¹³ (Entune™ Premium Audio)		N/A	Connected (Apple CarPlay™ / Android™ Auto); Integrated (Honda Satellite-Linked Navigation System, MSRP \$1,000)	Integrated (Honda Satellite-Linked Navigation System)
Climate Control	Air conditioning	Three-zone automatic climate control		Air conditioning	Three-zone automatic climate control	
Cargo Volume (behind first/second/third row)	83.7/42.3/13.8 cu. ft. ⁶	83.2/42.3/13.8 cu. ft. ⁶	82.6/42.0/13.8 cu. ft. ⁶	83.9/46.8/16.5 cu. ft.		82.1/46.0/16.0 cu. ft.
Passenger Volume	144.9 cu. ft.	142.2 cu. ft.	140.4 cu. ft.	152.9 cu. ft.	151.7 cu. ft.	153.1 cu. ft.
Airbags	8 ²			6		
Safety Systems	Star Safety System™; Toyota Safety Sense™ P ³ ; Hill Start Assist Control ²³	Star Safety System™; Toyota Safety Sense™ P ³ ; Blind Spot Monitor ¹⁹ with Rear Cross-Traffic Alert ²⁰ ; Hill Start Assist Control ²³ ; Downhill Assist Control ²⁴	Star Safety System™; Toyota Safety Sense™ P ³ ; Safety Connect ²⁵ ; Blind Spot Monitor ¹⁹ with Rear Cross-Traffic Alert ²⁰ ; Hill Start Assist Control ²³ ; Downhill Assist Control ²⁴ ; Front and Rear Parking Assist Sonar ²⁶	Vehicle Stability Assist (VSA); Anti-Lock Braking System (ABS); Electronic Brake Distribution (EBD); Brake Assist	Vehicle Stability Assist (VSA); Anti-Lock Braking System (ABS); Electronic Brake Distribution (EBD); Brake Assist; Honda LaneWatch™; Collision Mitigation Braking System; Road Departure Mitigation System; Forward Collision Warning; Lane Departure Warning; Lane Keeping Assist System; Adaptive Cruise Control (Honda Sensing™ Suite, MSRP \$1,000)	Vehicle Stability Assist (VSA); Anti-Lock Braking System (ABS); Electronic Brake Distribution (EBD); Brake Assist; Collision Mitigation Braking System; Road Departure Mitigation System; Forward Collision Warning; Lane Departure Warning; Lane Keeping Assist System; Adaptive Cruise Control; Auto High-Beam Headlights; Blind Spot Monitoring System with Cross Traffic Monitor
Warranty	Basic: 3 years or 36,000 miles; Powertrain: 5 years or 60,000 miles			Basic: 3 years or 36,000 miles; Powertrain: 5 years or 60,000 miles		
No Cost Maintenance Plan	2 years or 25,000 miles ⁵			Not available		
Roadside Assistance	2 years (unlimited miles) ²⁷			3 years or 36,000 miles		

* Please see Entune™ articles and documentation on eShowroom for Entune™ system details and features.

DISCLOSURES

1. Manufacturer's Suggested Retail Price, excludes the Delivery, Processing and Handling Fee of \$885 for Cars, \$960 for Small/Light Trucks (RAV4, RAV4 HV, Highlander, Highlander HV, 4Runner, Sienna, Tacoma), \$1,195 for Large Trucks (Tundra), and \$1,195 for Large SUVs (Sequoia and Land Cruiser). (Historically, vehicle manufacturers and distributors have charged a separate fee for processing handling and delivering vehicles to dealerships. Toyota's charge for these services is called the "Delivery, Processing and Handling Fee" and is based on the value of the processing, handling and delivery services Toyota provides as well as Toyota's overall pricing structure. Toyota may make a profit on the Delivery, Processing and Handling Fee.) Excludes taxes, license, title and available or regionally required equipment. The Delivery, Processing and Handling Fee in AL, AR, FL, GA, LA, MS, NC, OK, SC and TX will be higher. Actual dealer price will vary. **2.** All the airbag systems are Supplemental Restraint Systems. All airbags (if installed) are designed to inflate only under certain conditions and in certain types of severe collisions. To decrease the risk of injury from an inflating airbag, always wear seatbelts and sit upright in the middle of the seat as far back as possible. Do not put objects in front of an airbag or around the seatback. Do not use a rearward-facing child seat in any front passenger seat. See Owner's Manual for further information/warnings. **3.** Drivers are responsible for their own safe driving. Always pay attention to your surroundings and drive safely. Depending on the conditions of roads, weather and the vehicle, the system(s) may not work as intended. See Owner's Manual for additional limitations and details. **4.** 2017 EPA-estimated mileage. Actual mileage will vary. **5.** Covers normal factory scheduled service for 2 years or 25K miles, whichever comes first. See Toyota dealer for details and exclusions. Valid only in the continental U.S. and Alaska. **6.** Cargo and load capacity limited by weight and distribution. Based on manufacturers' data, cargo area behind 2nd row, for non-luxury plug-in hybrids, as of August 2016. **7.** Before towing, confirm your vehicle and trailer are compatible, hooked up and loaded properly and that you have any necessary additional equipment. Do not exceed any Weight Ratings and follow all instructions in the Owner's Manual. The maximum you can tow depends on the total weight of any cargo, occupants and available equipment. Calculated with the new SAE J2807 method. **8.** For more information, visit Kelley Blue Book's KBB.com. Kelley Blue Book is a registered trademark of Kelley Blue Book Co., Inc. **9.** For more information, please see - <http://www.edmunds.com/car-news/toyota-and-acura-win-brand-honors-in-2016-best-retained-value-awards.html> **10.** 2016 IntelliChoice, www.IntelliChoice.com; Full-Size Utility, 4-cyl. models only. Based on 2016 model year study. **11.** For more information, please see - http://usnews.rankingandreviews.com/car-trucks/toyota_Highlander-Hybrid **12.** Government 5-Star Safety Ratings are part of the National Highway Traffic Safety Administration's (NHTSA's) New Car Assessment Program (www.safercar.gov) **13.** Availability & accuracy of the information provided by the navigation system is dependent upon many factors. Use common sense when relying on information provided. Services & programming subject to change. Services not available in every city or roadway. Updates may be available from your dealer at an additional cost. See Owner's Manual for details. **14.** The TSS Pre-Collision System is designed to help avoid or reduce the crash speed and damage in certain frontal collisions only. It is not a substitute for safe and attentive driving. System effectiveness is dependent on road, weather and vehicle conditions. See Owner's Manual for additional limitations and details. **15.** The Pedestrian Detection System is designed to detect a pedestrian ahead of the vehicle, determine if impact is imminent and help reduce impact speed. It is not a substitute for safe and attentive driving. System effectiveness depends on many factors, such as speed, size and position of pedestrians and weather, light and road conditions. See Owner's Manual for additional limitations and details. **16.** Lane Departure Alert with Steering Assist is designed to read lane markers under certain conditions. It provides a visual and audible alert and slight steering force when lane departure is detected. It is not a collision-avoidance system or a substitute for safe and attentive driving. Effectiveness is dependent on road, weather and vehicle conditions. See Owner's Manual for additional limitations and details. **17.** Automatic high beams operate at speeds above 25 mph. Factors such as a dirty windshield, weather, lighting and terrain limit effectiveness requiring driver to manually operate the high beams. See Owner's Manual for additional limitations and details. **18.** Dynamic Radar Cruise Control is designed to assist the driver and is not a substitute for safe and attentive driving practices. System effectiveness is dependent on road, weather and traffic conditions. See Owner's Manual for additional limitations and details. **19.** Do not rely exclusively on the blind-spot monitor. Always look over your shoulder and use your turn signal. There are limitations to the function, detection and range of the monitor. See Owner's Manual for additional limitations and details. **20.** Do not rely exclusively on the Rear Cross-Traffic Alert system. Always look over your shoulder and use your mirrors to confirm rear clearance. There are limitations to the function, detection and range of the system. See Owner's Manual for additional limitations and details. **21.** Apps/services vary by phone/carrier; functionality depends on many factors. Select apps use large amounts of data; you are responsible for charges. Apps & services subject to change. See toyota.com/entune for details. **22.** The Smart Key system may interfere with some pacemakers or cardiac defibrillators. If you have one of these medical devices, please talk to your doctor to see if you should deactivate this system. **23.** Hill-Start Assist Control is designed to help minimize backward rolling on steep ascents. It is not a substitute for safe driving judgment and practices. Factors including speed, grade, surface conditions and driver input can all affect whether HAC will be effective in preventing a loss of control. See Owner's Manual for additional limitations and details. **24.** Downhill Assist Control is designed to help the driver maintain vehicle control and speed on steep, downhill descents. It is not a substitute for safe driving judgment and practices. Factors including speed, grade, surface conditions and driver input can all affect whether DAC will be effective in preventing a loss of control. See Owner's Manual for additional limitations and details. **25.** Contact with the response center may not be available in all areas. Service Agreement required. A variety of subscription terms available; charges will vary. See Toyota.com for details. **26.** Do not exclusively rely on the Parking Assist Sonar system. Always look over your shoulder and use your mirrors to confirm clearance. Certain vehicle and environmental conditions may affect the ability of the sensors to detect an object. Even the shape and composition of the object can be a factor. See Owner's Manual for additional limitations and details. **27.** Roadside assistance does not include parts and fluids, except emergency fuel delivery. See Toyota dealer for details and exclusions. Valid only in the continental U.S. and Alaska. **28.** Insurance Institute for Highway Safety rating for 2017 Highlander, vehicle class Midsize SUV. For more details on 2017 Top Safety Pick Plus Awards, see www.iihs.org.

THIS SECTION IS INTENTIONALLY LEFT BLANK