

NEWS

CARVANA LAUNCHES FIRST NEW MARKET OF 2017 IN HAMPTON ROADS

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Leading Online Auto Retailer Brings Free As-Soon-As Next-Day Vehicle Delivery Service to Hampton Roads; its Second Market in Virginia

HAMPTON ROADS, Va.--(BUSINESS WIRE)--Carvana, a leading eCommerce platform for buying used cars, announced today that it is bringing its online auto retail platform and as-soon-as next-day delivery option to customers in Hampton Roads, marking the company's 22nd market overall, and the second in Virginia. Carvana now offers free, as-soon-as next-day delivery services to more than 143 million consumers nationwide, including 3 million residents living in the Hampton Roads local delivery zone.

Carvana uses advanced, proprietary technology to deliver a complete and seamless online car-buying experience, putting the customer in control of the process. By visiting carvana.com on a mobile phone, tablet or computer, customers can search for, buy, finance and sell a car, all from their desktop or mobile device. Customers can obtain personal financing options by answering ten questions, allowing them to know precise payment terms for all 8,000+ vehicles in the company's online inventory while shopping. Carvana's online platform transforms a traditionally time-consuming process by allowing customers to secure financing, complete a purchase and schedule delivery online in as little as ten minutes. In 2016, Carvana customers saved an average of \$1,461 per purchase versus the Kelley Blue Book suggested retail value.

Fueled by a customer-first mentality, all Carvana vehicles feature a 100-day/4,189-mile bumper-to-bumper warranty, as well as a 7-Day Return Policy that allows customers to return their vehicle for any reason and receive a refund. In addition, every Carvana car undergoes a rigorous 150-point safety inspection. After completing the online purchase process, customers in Carvana's markets can receive their vehicle as-soon-as the next day, as Carvana will either deliver the car to the customer's home, or will arrange for pickup of the vehicle at one of Carvana's proprietary automated Car Vending Machines in Nashville, Houston or Austin.

"We couldn't be more excited to kick off our 2017 expansion with the launch of Hampton Roads, particularly due to its ties to tech and early adoption. We're thrilled to be a part of Hampton Roads and further drive innovation by offering a whole new way to buy a car," said Ernie Garcia, founder and CEO of Carvana. "We launched in Richmond in June of 2016 and we've been warmly received within the Virginia area. Our expansion into Hampton Roads will help meet the growing regional demand for the Carvana car buying experience."

To date, Carvana has delivered cars to customers in 47 states. Carvana now offers free, as-soon-as next-day delivery to residents in 22 markets: Atlanta, Austin, Birmingham, Charlotte, Cincinnati, Cleveland, Columbus, Dallas, Houston, Indianapolis, Jacksonville, Memphis, Miami, Nashville, Orlando, Pittsburgh, Raleigh, Richmond, San Antonio, Tampa, Washington D.C., and now Hampton Roads.

As a thanks to Hampton Roads' early adopters who purchased a vehicle from Carvana prior to today, Carvana will fully refund any delivery fee paid.

About Carvana

Founded in 2012 and based in Phoenix, Ariz., Carvana's mission is to change the way people buy cars. By removing the traditional dealership infrastructure and replacing it with technology and exceptional customer service, Carvana offers consumers an intuitive and convenient online automotive retail platform, with a fully transactional website that enables consumers to quickly and easily buy a car online, including finding their preferred vehicle, qualifying for financing, completing the purchase and loan with signed contracts, and receiving delivery or pickup of the vehicle from one of Carvana's proprietary automated Car Vending Machines.

For further information on Carvana please visit www.carvana.com, or connect with us on [Facebook](#), [Instagram](#) or [Twitter](#).

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