

NEWS

CARVANA LAUNCHES IN BALTIMORE, GIVING THE OLD LINE STATE A NEW WAY TO BUY A CAR

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Baltimore Residents Can Now Purchase Vehicles Completely Online with As-Soon-As-Next-Day Delivery

BALTIMORE--(BUSINESS WIRE)-- [Carvana](#) (NYSE: CVNA), a leading eCommerce platform for buying used cars, has launched its 36th market, Baltimore – giving residents within a 50 mile radius of the city free, as-soon-as-next-day delivery for more than 7,000 vehicles available on Carvana.com. In as little as 10 minutes, customers can shop for, finance, purchase and even trade in an old car online without the pressure of a traditional dealership, getting their car as soon as the next day.

This Smart News Release features multimedia. View the full release here: <http://www.businesswire.com/news/home/20170823005053/en/>

Baltimore Residents Can Now Purchase Vehicles Completely Online with As-Soon-As-Next-Day Delivery from Carvana.com. (Photo: Business Wire)

Once a customer's vehicle has been delivered, they are offered a seven-day money-back guarantee to ensure that their vehicle fits their life – a much more realistic test drive than four right turns around a dealership's block. All vehicles in Carvana's inventory have passed a rigorous 150-point inspection and have

never been in a reported accident nor have frame damage. All features, imperfections and updated information about open safety recalls are listed on the car's vehicle description page. In 2016, Carvana customers saved an average of \$1,430 compared to the Kelley Blue Book Suggested Retail Value.

Want to make the most of what's left of summer with a road trip? Customers can opt for Carvana's fly-and-drive program, which provides a \$200 airfare stipend for customers to fly to one of five Carvana Car Vending Machines in Nashville, Dallas, Houston, Austin or San Antonio, and drive their car home.

"Baltimore has emerged as a tech-forward city," said Ernie Garcia, founder and CEO of Carvana. "It makes sense to give Baltimore residents an alternative to the antiquated dealership sales process and meet them where they're making their purchases: online."

Carvana has delivered vehicles to customers in 48 states, and offers free, as-soon-as next-day delivery to residents in 36 markets: Atlanta, Augusta (Ga.), Austin (Texas), Birmingham (Ala.), Charlotte (N.C.), Chattanooga (Tenn.), Chicago, Cincinnati, Cleveland, Columbia (S.C.), Columbus (Ohio), Dallas, Detroit, Greenville (S.C.), Hampton Roads (Va.), Houston, Indianapolis, Jacksonville (Fla.), Knoxville (Tenn.), Louisville (Ky.), Macon (Ga.), Memphis (Tenn.), Miami, Nashville (Tenn.), Oklahoma City, Orlando (Fla.), Philadelphia, Phoenix, Pittsburgh, Raleigh (N.C.), Richmond (Va.), San Antonio, St. Louis, Tampa (Fla.), Washington D.C. and now Baltimore.

About Carvana (NYSE: CVNA)

Founded in 2012 and based in Phoenix, Carvana's (NYSE: CVNA) 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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