

NEWS

CARVANA DEALS LAS VEGAS A NEW WAY TO BUY A CAR

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With Online Car Buying and Free, As-Soon-As-Next-Day Delivery from Carvana, Residents Can Ditch the Dealership Altogether

LAS VEGAS--(BUSINESS WIRE)-- Today **Carvana** (NYSE: CVNA), a leading eCommerce platform for buying used cars, launched its Las Vegas market, providing residents with free, as-soon-as-next-day vehicle delivery and an easy, intuitive purchase process that can be done completely online in as little as 10 minutes. Through Carvana.com, customers can browse more than 7,000 vehicles, finance, purchase and even trade in an old car, all from the convenience of their mobile phone, tablet or computer. By skipping the dealership, Carvana customers saved an average of \$1,430 versus the Kelley Blue Book Suggested Retail Value in 2016.

This press release features multimedia. View the full release here:

<http://www.businesswire.com/news/home/20171025005137/en/>



Carvana Launches in Las Vegas, Giving Residents a New Way to Buy a Car. (Photo: Business Wire)

Carvana is putting the customer in the driver's seat while saving them valuable time and money. Every Carvana vehicle comes with a seven-day money-back guarantee, giving people the time, convenience and peace of mind to ensure their vehicle fits their life – strollers and hiking gear included. If they aren't satisfied, customers can return the vehicle within seven days for a full refund. 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.

"Las Vegas is a city built on hospitality, making visitors feel welcome 365 days

a year," said Ernie Garcia, founder and CEO of Carvana. "At Carvana, we also pride ourselves on delivering an excellent customer experience, so we're looking forward to giving some of that customer-centric service back to Las Vegas."

Customers who want to pick up their car and experience Carvana's coin-operated, fully automated Car Vending Machine can opt into the company's fly-and-drive program, which provides a \$200 airfare stipend to fly to one of Carvana's seven Car Vending Machines in Dallas, Houston, Austin (Texas), San Antonio, Nashville (Tenn.), Raleigh (N.C.), or the newest addition, Jacksonville (Fla.).

Carvana has delivered vehicles to customers in 48 states, and offers free, as-soon-as-next-day delivery to residents in 39 markets: Albuquerque (N.M.), Atlanta, Augusta (Ga.), Austin (Texas), Baltimore, 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.), Los Angeles, 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 Las Vegas.

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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