

## NEWS

# CARVANA LAUNCHES NEW YEAR AND NEW WAY TO BUY A CAR IN KANSAS CITY

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Area Residents Can Now Buy a Car Online and Have it Delivered as Soon as the Next Day

KANSAS CITY, Kan.--(BUSINESS WIRE)-- **Carvana** (NYSE: CVNA), a leading eCommerce platform for buying used cars, is revved up and running in Kansas City, today launching free vehicle delivery in the market. Customers in the KC metro area can now visit Carvana.com and browse through more than 9,000 vehicles, finance, purchase and even trade in their current vehicle in as little as 10 minutes. This launch broadens Carvana's presence in the Midwest, adding Kansas to its roster of states with free, as-soon-as-next-day vehicle delivery.

This press release features multimedia. View the full release here: <http://www.businesswire.com/news/home/20180124005136/en/>

Carvana Launches in Kansas City, its First Market of 2018 (Photo: Business Wire)

With Carvana, Kansas City residents can now reclaim their weekends instead of spending endless hours at the dealership. From the comfort of their own home – or on the go via mobile phone or tablet – they can complete the entire purchase

process online. Carvana is committed to providing all customers with an experience free of haggling and full of savings. In 2016, Carvana customers saved an average of \$1,430 versus the Kelley Blue Book® Suggested Retail Value.

Carvana owns its entire national inventory and every vehicle is Carvana Certified, having gone through a rigorous 150-point inspection. Carvana vehicles have never been in a reported accident, nor have frame damage. Customers can view all features, imperfections and updated information about open safety recalls on the car's vehicle description page. Additionally, to ensure complete peace of mind, Carvana provides all customers with a 7-day test-own period to ensure the vehicle fits their life.

"Whether taking in the latest exhibit at the Nelson-Atkins, cheering on Sporting KC or checking out City Market on Saturday morning, Kansas City has so much to explore. Carvana wants KC residents to spend their weekends with friends and family enjoying their city, not haggling for hours at a dealership," said Ernie Garcia, Carvana founder and CEO. "We're pleased to make Kansas City our first market launch of the year, and look forward to bringing them a much more enjoyable way to buy a car."

Carvana has delivered vehicles to customers in 48 states, and offers free, as-soon-as next-day delivery to residents in 45 markets: Albuquerque (N.M.), Atlanta, Augusta (Ga.), Austin (Texas), Bakersfield (Calif.), Baltimore, Birmingham (Ala.), Charlotte (N.C.), Chattanooga (Tenn.), Chicago, Cincinnati, Cleveland, Columbia (S.C.), Columbus (Ohio), Corpus Christi (Texas), Dallas, Detroit, Ft. Myers (Fla.), Greenville (S.C.), Hampton Roads (Va.), Houston, Indianapolis, Jacksonville (Fla.), Knoxville (Tenn.), Las Vegas, Los Angeles, Louisville (Ky.), Macon (Ga.), Memphis (Tenn.), Miami, Nashville (Tenn.), Newark (N.J.), Oklahoma City, Orlando (Fla.), Philadelphia, Phoenix, Pittsburgh, Raleigh (N.C.), Richmond (Va.), San Antonio, St. Louis, Tampa (Fla.), Tucson (Ariz.), Washington, D.C. and now Kansas City (Kan.).

### 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. Carvana.com enables consumers to quickly and easily buy a car online, including finding their preferred vehicle, qualifying for financing, getting a trade-in value, signing 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](http://www.carvana.com), or connect with us on [Facebook](#), [Instagram](#) or [Twitter](#).

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