

NEWS

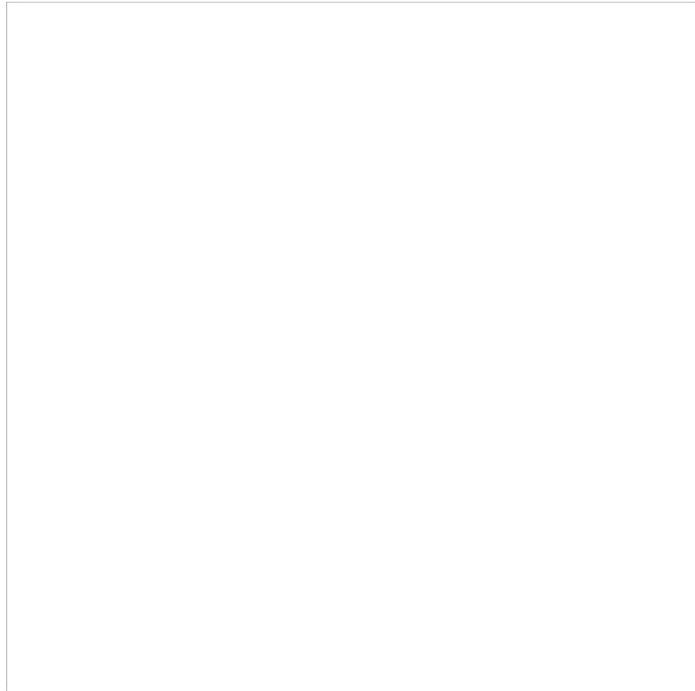
CARVANA LAUNCHES FIFTH FLORIDA MARKET, BRINGING FORT MYERS THE NEW WAY TO BUY A CAR

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Fort Myers and Naples Area Residents Can Now Enjoy Free, As-Soon-As-Next-Day Vehicle Delivery

FORT MYERS, Fla.--(BUSINESS WIRE)-- [Carvana](#) (NYSE: CVNA), a leading eCommerce platform for buying used cars boasting a national inventory of more than 8,500 vehicles, launched in Fort Myers, Fla., today. This expands Carvana's free, as-soon-as-next-day vehicle delivery to five markets in the state, joining Jacksonville, Miami, Orlando and Tampa. Fort Myers and Naples area residents can now shop for, finance, purchase, and schedule as-soon-as-next-day vehicle delivery, in as little as 10 minutes, completely online.

This press release features multimedia. View the full release here: <http://www.businesswire.com/news/home/20171213005216/en/>



Carvana Launches in Fort Myers, Its Fifth Market in Florida. (Photo: Business Wire)

Tampa (Fla.), Tucson (Ariz.), Washington, D.C., and now Fort Myers (Fla.).

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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Carvana
Colleen Murphy, 404-214-0722 ext. 109
cmurphy@trevelinokeller.com

Source: Carvana

Carvana puts the customer in control of the purchase process, allowing them to shop more than 8,500 vehicles at their desired pace – without the haggling and hassle of the traditional dealership. Carvana owns all of the vehicles on Carvana.com, putting every one through a rigorous 150-point inspection; those 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. Carvana's seven-day test-own gives customers the time and peace of mind to ensure that their vehicle fits their life. If customers aren't satisfied, they can return it within seven days for a full refund.

Additionally, customers who ditch the dealership save valuable time and money. In 2016, Carvana customers saved an average of \$1,430 versus the Kelley Blue Book® Suggested Retail Value.

"Carvana made its Florida debut less than two years ago, and in that short time we've seen more people across the state welcoming the new way to buy a car," said Ernie Garcia, Carvana founder and CEO. "We're so pleased we can now bring Fort Myers and Naples area residents into the Florida Carvana family."

Carvana has delivered vehicles to customers in 48 states, and offers free, as-soon-as-next-day delivery to residents in 42 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), Dallas, Detroit, 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.), Oklahoma City, Orlando (Fla.), Philadelphia, Phoenix, Pittsburgh, Raleigh (N.C.), Richmond (Va.), San Antonio, St. Louis,