

NEWS

CARVANA CONTINUES SOUTHWEST EXPANSION WITH ALBUQUERQUE MARKET LAUNCH

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Now Residents in 38 Markets Can Buy a Car Online, Have it Delivered as Soon as the Next Day

ALBUQUERQUE, N.M.--(BUSINESS WIRE)-- [Carvana](#) (NYSE: CVNA), a leading eCommerce platform for buying used cars, is adding more charm to the Enchantment State by bringing Albuquerque residents a new way to buy a car – completely online, in as little as 10 minutes. From shopping the 7,000 vehicles available on Carvana.com, to financing, to purchase, to even trading in an old car, all with free delivery, customers are now in total control of the process.

This press release features multimedia. View the full release here: <http://www.businesswire.com/news/home/20171011005193/en/>

Carvana Grows Southwest Presence with Albuquerque Market Launch (Photo: Business Wire)

Residents within 100 miles of the Albuquerque metro area can now purchase vehicles from the comfort of home and get their car as soon as the next day – all without the hassle and pressure of a traditional dealership. Customers who

forego the dealership for convenience save valuable time and money, too. In 2016, Carvana customers saved an average of \$1,430 compared to the Kelley Blue Book Suggested Retail Value.

All Carvana customers are given a seven-day, money-back guarantee to ensure that their vehicle fits real life – from confirming room for golf clubs in the trunk, to checking the turning radius in your parking garage at work. 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.

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

"As the largest metro area in the state, Albuquerque gives us a great population to work with, and a beautiful city to launch our New Mexico presence in," said Ernie Garcia, founder and CEO of Carvana. "We're looking forward to being part of the community and showing them the new 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 38 markets: 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 Albuquerque.

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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