

NEWS

CARVANA BRINGS CHICAGO A NEW WAY TO BUY A CAR

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

CHICAGO--(BUSINESS WIRE)-- Today [Carvana](#) (NYSE: CVNA), a leading eCommerce platform for buying used cars, announced its expansion into Chicago, the company's first market in Illinois and the 25th market in the U.S. An estimated 13 million consumers in the greater Chicagoland area can now get free, as-soon-as-next-day delivery of any vehicle from Carvana's 7,300+ vehicle inventory.

This Smart News Release features multimedia. View the full release here: <http://www.businesswire.com/news/home/20170510005187/en/>

Carvana Brings Chicago a New Way to Buy a Car (Photo: Business Wire)

Carvana puts customers in complete control of their online car-buying experience through its seamless platform and advanced, proprietary technology. By visiting [Carvana.com](#), customers can search for, purchase, finance and trade in a car online from their computer, tablet or mobile phone in as little as 10 minutes. Customers can also obtain personal financing options and understand precise payment terms for every vehicle in Carvana's online inventory by answering 10 questions online, with no impact to their credit. All vehicles undergo a rigorous 150-point inspection to become Carvana certified, and feature a 100-day/4,189-mile bumper-to-bumper warranty.

Once customers have completed the online purchase process, they can schedule home delivery of their vehicle as soon as next day. If Chicago area customers prefer to pick up their car personally, they can opt into Carvana's "Fly and Drive" program, where Carvana will subsidize \$200 of airfare to a Car Vending Machine location in Austin, Dallas, Houston, Nashville or San Antonio. For added peace of mind, Carvana offers a 7-day return policy, allowing customers to receive a refund for their vehicle for any reason. In 2016, customers who purchased a car through Carvana saved an average of \$1,430 versus the Kelley Blue Book Suggested Retail Value.

"Chicago is our most populated market to date," said Ernie Garcia, founder and CEO of Carvana. "Not only is it the northernmost market we've launched in, it's home to the third largest population in the country. We can't wait to show them the new way to buy a car."

To date, Carvana has delivered cars to customers in 47 states. With this launch, Carvana now offers free, as-soon-as-next-day delivery to residents in 25 markets: Atlanta, Austin, Birmingham, Charlotte, Cincinnati, Cleveland, Columbus, Dallas, Hampton Roads (Va.), Houston, Indianapolis, Jacksonville, Memphis, Miami, Nashville, Orlando, Philadelphia, Pittsburgh, Raleigh, Richmond, San Antonio, St. Louis, Tampa, Washington, D.C., and now Chicago.

To thank the early adopters in Chicago who purchased a vehicle prior to today, Carvana will fully refund any delivery fee paid.

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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