

NEWS

CARVANA LAUNCHES ITS 40TH MARKET, EXPANDING CALIFORNIA REACH TO BAKERSFIELD

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Even More Californians Can Now Purchase a Car Online and Have It Delivered for Free as Soon as the Next Day

BAKERSFIELD, Calif.--(BUSINESS WIRE)-- [Carvana](#) (NYSE: CVNA), a leading eCommerce platform for buying used cars, today announced it's bringing the new way to buy a car to a second California market: Bakersfield. Customers can shop for more than 7,000 vehicles, finance, purchase and even trade in an old car, all from the convenience of their home, in as little as 10 minutes. And now Bakersfield metro residents can ditch the dealership and take back their weekends by purchasing a car on Carvana.com, all while receiving free, as-soon-as-next-day delivery.

This press release features multimedia. View the full release here: <http://www.businesswire.com/news/home/20171115005147/en/>

Carvana launches its 40th market in four years, expands California reach with free delivery in Bakersfield. (Photo: Business Wire)

By disrupting the 75-year-old traditional dealership model, Carvana is putting customers in control of the car buying process while putting money back in their pockets. In 2016, customers who purchased a car through Carvana saved

an average of \$1,430 versus the Kelley Blue Book® Suggested Retail Value. In addition, 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.

"Forty markets in four years is an accomplishment we're incredibly proud of," said Ernie Garcia, Carvana founder and CEO. "To grow our presence in California, launching the Bakersfield market alongside this milestone, makes it even more meaningful."

All Carvana cars have passed a rigorous 150-point inspection, have never been in a reported accident, nor have frame damage. Because Carvana values transparency, customers can view all features, imperfections and updated information about open safety recalls on the car's vehicle description page.

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 40 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.), 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, Tampa (Fla.), Washington, D.C. and now Bakersfield (Calif.).

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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