

## NEWS

# CARVANA RACES INTO THE DERBY CITY WITH ITS KENTUCKY DEBUT

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*Louisville Residents Can Now Buy a Car 100 Percent Online, Have It Delivered as Soon as the Next Day*

LOUISVILLE, Ky.--(BUSINESS WIRE)-- [Carvana](#) (NYSE: CVNA), a leading eCommerce platform where customers can finance, purchase, and trade in a car in as little as 10 minutes, is giving Derby City residents the trifecta of car buying – savings, free delivery and a seven-day return policy – launching today in Louisville.

This Smart News Release features multimedia. View the full release here: <http://www.businesswire.com/news/home/20170705005142/en/>

Carvana Races into the Derby City, Launching Louisville as Its First Kentucky Market. (Photo: Business Wire)

Now, by visiting Carvana.com, Louisville area residents can search through Carvana's 7,000+ vehicles, purchase, finance and schedule home delivery of their vehicle as soon as the next day. Those who want to experience Carvana's

coin-operated, fully automated Car Vending Machine can also road trip to Nashville to pick up their car, or opt into Carvana's "Fly and Drive" program, which subsidizes \$200 of airfare to any of the five cities with Carvana's Car Vending Machines (Austin, Dallas, Houston, Nashville, or San Antonio).

In 2016, customers who skipped the dealership and purchased a car through Carvana saved an average of \$1,430 versus the Kelley Blue Book Suggested Retail Value. All vehicles in Carvana's inventory have passed a rigorous 150-point inspection, have never been in a reported accident nor have frame damage. To ensure complete transparency, Carvana lists out all features, imperfections and updated information about open safety recalls on the car's vehicle description page.

"Our Louisville launch marks our presence in 31 markets in 15 states," said Ernie Garcia, founder and CEO of Carvana. "While Carvana is a new way to buy a car, we look forward to making it our 'Old Kentucky Home' and putting Louisville car buyers back in control of the purchase process."

Carvana has delivered vehicles to customers in 48 states, and offers free, as-soon-as-next-day delivery to residents in 31 markets: Atlanta, Augusta (Ga.), Austin, Birmingham, Charlotte, Chicago, Cincinnati, Cleveland, Columbia (S.C.), Columbus, Dallas, Greenville (S.C.), Hampton Roads (Va.), Houston, Indianapolis, Jacksonville, Macon (Ga.), Memphis, Miami, Nashville, Oklahoma City, Orlando, Philadelphia, Pittsburgh, Raleigh, Richmond, San Antonio, St. Louis, Tampa, Washington, D.C., and now Louisville (Ky.).

### 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](http://www.carvana.com), or connect with us on [Facebook](#), [Instagram](#) or [Twitter](#).

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