

NEWS

CARVANA GROWS EAST COAST PRESENCE WITH NEW JERSEY MARKET LAUNCH

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Newark Residents Can Now Buy a Car Online and Receive It as Soon as the Next Day

NEWARK, N.J.--(BUSINESS WIRE)-- [Carvana](#) (NYSE: CVNA), a leading eCommerce platform for buying used cars, announced its expansion into Newark today, bringing a new way to buy a car to The Garden State. By visiting Carvana.com, Newark area residents can shop more than 9,000 vehicles, finance, purchase and even trade their current car, in as little as 10 minutes, now with free, as-soon-as-next-day vehicle delivery.

This press release features multimedia. View the full release here: <http://www.businesswire.com/news/home/20171220005051/en/>

Carvana Continues East Coast Expansion with Newark Market Launch. (Photo: Business Wire)

Carvana owns its entire national inventory of more than 9,000 vehicles, has put them through a rigorous, 150-point inspection and never sells cars that have been in a reported accident or those with frame damage. From the comfort of

home – or on the go via mobile phone or tablet – customers can view all features, imperfections and updated information about open safety recalls on the car's vehicle description page, and complete the entire purchase process online. To ensure complete peace of mind, Carvana provides all customers with a seven-day test-own period.

With more than 12,000 online customer reviews and an average rating of 4.7 out of 5 stars, Carvana is committed to providing all customers with an experience free of haggling and full of savings. In 2016, Carvana customers saved an average of \$1,430 versus the Kelley Blue Book® Suggested Retail Value.

"Newark is both our New Jersey debut and our easternmost market to date," said Ernie Garcia, Carvana founder and CEO. "As we approach the holidays, we're proud to give Newark area residents a new way to buy a car, saving their weekends for meaningful time with family and friends instead of hours haggling at the dealership."

Carvana has delivered vehicles to customers in 48 states, and offers free, as-soon-as-next-day delivery to residents in 43 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, Fort Myers (Fla.), 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.), Tucson (Ariz.), Washington, D.C., and now Newark (N.J.).

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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