

NEWS

CARVANA STRETCHES COAST TO COAST WITH LOS ANGELES MARKET LAUNCH

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Carvana Customers in the LA Metro Area Get Free, As-Soon-As-Next-Day Vehicle Delivery

LOS ANGELES--(BUSINESS WIRE)-- [Carvana](#) (NYSE: CVNA), a leading eCommerce platform for buying used cars, has launched in Los Angeles, its 37th market. Metro area residents longing to ditch the dealership and shop for a car on their own terms can visit Carvana.com, browse more than 7,000 vehicles, finance, purchase and even trade in an old car, all from the convenience of their mobile phone, tablet or computer, in as little as 10 minutes. Carvana then delivers the vehicle as soon as the next day, with dedicated Customer Advocates only a phone call, text or email away to answer any questions that may arise.

This Smart News Release features multimedia. View the full release here: <http://www.businesswire.com/news/home/20170906005549/en/>

Carvana grows its West Coast presence with Los Angeles market launch, offering free, as-soon-as-next-day vehicle delivery (Photo: Business Wire)

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, and all Carvana vehicles come with

a seven-day, money-back guarantee, giving customers the chance to see how the vehicle fits their life – if they aren't satisfied, they can return the vehicle within seven days for a full refund. Additionally, in 2016, Carvana customers saved an average of \$1,430 compared to the Kelley Blue Book Suggested Retail Value.

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 six Carvana Car Vending Machines in Dallas, Houston, Austin, San Antonio, Nashville, or the newest addition, Raleigh, to drive their car home.

Less than five years after selling and delivering its first car in Atlanta, Carvana has rapidly expanded its local market presence from east to west, with thousands of happy customers along the way. With an average rating of 4.7 out of 5 stars across more than 10,000 online customer reviews, Carvana has the equivalent of a 94 percent Fresh Rating on Rotten Tomatoes – something Hollywood, nor traditional dealerships, just can't compete with.

"Our goal has always been to give as many people as possible a new way to buy a car. Launching in Los Angeles gives us the West Coast presence we've been working toward," said Ernie Garcia, founder and CEO of Carvana. "Angelenos already spend enough hours in traffic. Now that we're here, they don't need to spend even more hours at a dealership."

Carvana has delivered vehicles to customers in 48 states, and offers free, as-soon-as next-day delivery to residents in 37 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.), 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 Los Angeles.

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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Carvana
Kate Carver, 212-656-9148
carvana@olson.com

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