

## NEWS

### CARVANA GROWS MIDWEST EXPANSION IN ST. LOUIS

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*Online Auto Retailer Brings Free, As-Soon-As-Next-Day Vehicle Delivery Service to the Gateway City*

ST. LOUIS--(BUSINESS WIRE)--Today [Carvana](#), a leading eCommerce platform for buying used cars, announced its expansion into St. Louis, the company's first market in the state of Missouri. With the launch of Carvana's 24th market overall, Carvana now offers free, as-soon-as-next-day delivery services to the nearly 4 million residents living in the St. Louis local delivery zone, and to an estimated 150 million consumers nationwide.

Through its advanced, proprietary technology, Carvana delivers a complete and seamless online car-buying experience where customers have control over the entire process. 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 by answering 10 questions with no impact to their credit, allowing them to know precise payment terms for all 7,300+ vehicles in Carvana's online inventory. In 2016, Carvana customers saved an average of \$1,430 versus the Kelley Blue Book Suggested Retail Value.

Once customers have completed the online purchase process, they can either schedule as-soon-as-next-day home delivery of their vehicle, or they can arrange to pick it up from one of Carvana's proprietary automated Car Vending Machines in Nashville, Houston, Austin or San Antonio. All vehicles are certified through Carvana's rigorous 150-point inspection, and feature a 100-day/4,189-mile bumper-to-bumper warranty. Carvana also offers a 7-day return policy that allows customers to return their vehicle for any reason and receive a refund.

"We're so pleased the Gateway City is our gateway into the Midwest," said Ernie Garcia, founder and CEO of Carvana. "Launching our free delivery services in St. Louis allows us to give nearly 4 million consumers an alternative to the traditional dealership experience."

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 24 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, Tampa, Washington, D.C., and now St. Louis.

For St. Louis customers who purchased a vehicle prior to today, Carvana will fully refund any delivery fee paid as a thanks to those early adopters.

#### About Carvana

Founded in 2012 and based in Phoenix, Carvana's 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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