

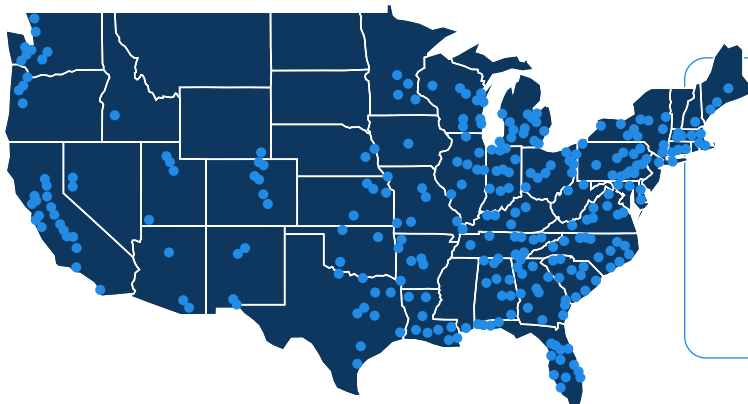
Online car buying and selling is for everyone.

Customers who buy cars from and sell cars to Carvana represent all ages, demographics and geographies.

The age mix of Carvana customers roughly matches the average car buying population with a *slightly younger skew*.

Age range of Carvana customers

18-90+ Years old



48 States | **>22k** Zip Codes

Our customers come from small towns and large cities across the country. Carvana has delivered to or picked up from customers' doors in almost all zip codes with more than 5k residents in the lower 48 states.

“Buying or selling a car online is no longer a niche experience reserved for early adopters; it is a mainstream, growing preference for people of all stripes across the country.”

Ernie Garcia
Carvana founder and CEO



>21,000 Different car types sold
(unique make, model, year, trim combinations)

Carvana customers take advantage of our large, nationwide inventory to buy vehicles of all sizes, makes, types and trims.



\$6k - \$175k Sales price range

Carvana customers represent a wide range of income levels and budgets that *skew slightly higher* than the average car buying population.

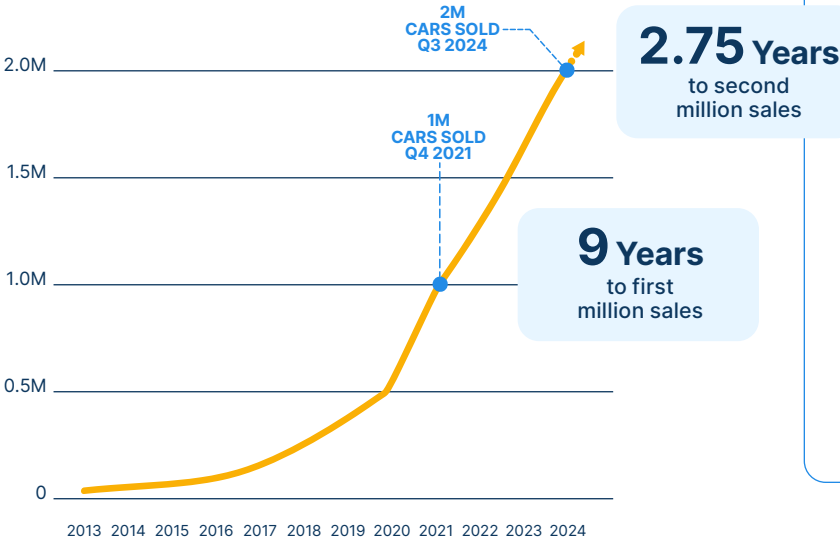


Carvana's more than 200k customer reviews average 4.7 out of 5.0 stars

2 MILLION CARS SOLD TO CUSTOMERS



CARVANA'S PATH TO 2 MILLION CARS SOLD TO CUSTOMERS



eCommerce adoption is accelerating.

"Carvana's mission has always been to change the way people buy and sell cars, and we are honored to have delivered on that goal for millions of customers and counting."

Ernie Garcia
Carvana founder and CEO



Online means selection.

Carvana car buyers enjoy access to a tremendous selection of vehicles from almost new to well loved and everything in between.

<15-120k

Mileage range of cars sold

2004-2024

Model year range of cars sold

Online means convenience.

Carvana's logistics network connects customers to its full selection of cars, whether they are down the street or across the country.



<1 Mile
Shortest total delivery distance



~3,400 Miles
Longest total delivery distance

Online means speed.

Carvana's seamless online process and powerful national infrastructure help customers buy in record time from the comfort of their homes.



<2 mins Fastest online car purchase



<2 hrs Fastest time from purchase to delivery

2 MILLION CARS BOUGHT FROM CUSTOMERS



A better way to sell a car.

Carvana offers a fast, online appraisal process that lets car sellers go from real offer to funds in the bank in no time.



<10-370k

Mileage range of cars bought from customers



1992-2024

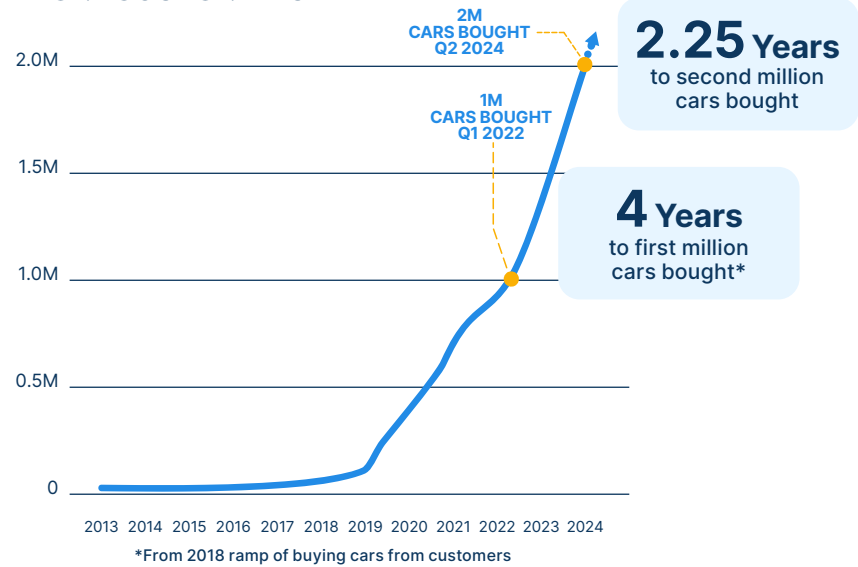
Model year range of cars bought from customers



~33,000

Different car types bought from customers (unique make, model, year, trim combinations)

CARVANA'S PATH TO 2 MILLION CARS BOUGHT FROM CUSTOMERS



ABOUT CARVANA

Carvana's mission is to change the way people buy and sell cars. Over the past decade, Carvana has revolutionized automotive retail and delighted millions of customers with an offering that is fun, fast, and fair. With Carvana, customers can choose from tens of thousands of vehicles, get financing, trade-in, and complete a purchase entirely online with the convenience of home delivery or local pick up in over 300 U.S. markets. Carvana's vertically integrated platform is powered by its passionate team, unique national infrastructure, and purpose-built technology. Carvana is a Fortune 500 company and is proud to be recognized by Forbes as one of America's Best Employers.

For more information, please visit www.carvana.com.

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