



CARVANA

VEHICLE APPRAISAL Process

Who we are

Carvana is the first company to truly allow consumers to buy cars from the comfort of their own homes – you can search, finance, purchase, and take next-day delivery of high quality, late model cars without ever stepping foot in a dealership.

Our goal is to put the consumer back in control of the car buying process by providing a better and more transparent way to purchase a used car.

How to Get Started

Getting started is easy:

1. Complete the “Vehicle Appraisal Form” (page 2) and email back to CustomerAdvocate@carvana.com.
2. A Carvana representative will contact you within one business day to provide you with a written appraisal value.
3. If you like the offer, schedule a meeting by phone (1-800-333-4554) or email (CustomerAdvocate@carvana.com) at a place and time of your choosing to finalize the appraisal and complete the transaction.
4. Review the “Carvana Vehicle Appraisal: Need to Know” (page 3) and be sure to have all the requisite documents at the time of your scheduled appraisal. We’ll bring the check!

The Appraisal Process

Get an appraisal... Carvana also specializes in buying vehicles directly from consumers with a process that is simple, transparent and 100% free. The appraisal process has two basic steps:

First, using your vehicle’s identification number (VIN), we perform an electronic background search to (1) identify the condition of your vehicle using Experian AutoCheck and (2) to review the retail and wholesale values associated with your vehicle.

Second, we perform a brief physical appraisal of your vehicle at a time and location of your choosing. This inspection includes a brief test drive to ensure that the transmission and engine work properly.

Get an explanation... In an effort to be as transparent as possible, we will explain all of the factors that were used to determine the appraised value of your vehicle, as well as answer any questions that you may have as to how we arrived at the Carvana appraised offer for your particular vehicle.

Get paid... If you decide to accept our Carvana appraised offer, you have the option to receive a signed check on the spot, or apply the funds toward your down payment on a Carvana vehicle.



Seller Information

First Name: _____ Last Name: _____

Best Contact Number: ____ - ____ - ____ Email Address: _____

Vehicle Information

Registration State: _____ License Plate Number: _____

VIN: _____ Odometer: _____

Make: _____ Model: _____ Trim: _____ Year: _____

Number of Doors: _____ Color: _____

Body Style: *Convertible* *Coupe* *Hatchback* *Minivan*
 Sedan *SUV* *Truck* *Wagon*

Transmission Type: *Automatic* Drivetrain: *2WD* *4WD*
 Manual *AWD*

Features: *Navigation* *Sun Roof* *Entertainment System*

Any previous accidents? Yes No

Has the vehicle sustained any frame/structural damage? Yes No

Any mechanical defects you are aware of? Yes No

If yes, please explain: _____

Has the vehicle ever been smoked in? Yes No

Are there two sets of keys for the vehicle? Yes No

Do you have an active loan on this vehicle? Yes No

If yes, what company holds the loan? What is the remaining balance or payoff amount?



CARVANA

VEHICLE APPRAISAL What You Need to Know

What if you still owe on your vehicle loan?

Please provide us with the following information so that we can contact your lender to obtain a 15-day payoff amount:

- Name and phone number of Lender
- Name of person(s) named on account
- Account number and social security number of person(s) named on account

We may request your lender to fax a written confirmation of the payoff amount to us prior to our purchasing the vehicle.

What you need to Sell Carvana Your Car:

Either a valid and negotiable title in the name of the seller(s);

Or if there is a lien against the vehicle, a Secured Power of Attorney (provided by us), completed and signed by all person(s) named on the title (except in Maryland).

A copy of the vehicle's current and valid registration in the name of person(s) on the title. (NOTE: In some states proof of taxes may also be required.)

A vehicle purchase agreement (provided and completed by us) signed by all person(s) named on the title.

An Odometer Disclosure Statement (provided and completed by us) signed by all person(s) named on the title.

A copy of your driver's license or other state issued photo identification for all person(s) named on the title.

Disclosure of any salvage history, frame or flood damage, odometer discrepancy, theft recovery, or any other title branding.

Complete Owner's Manual, if available

2 keys, with remote if applicable

Please Remember . . .

- **Any negative equity (vehicle loan payoff exceeds the value of your vehicle) will need to be paid to us in the form of a Cashier's Check, certified funds, or cash.**
- When selling a leased vehicle, we will require a verbal or written confirmation from your lender prior to our purchasing your vehicle.
- We reserve the right to a) postpone the purchase, or b) to revise our Sales Proposal should additional research be necessary to confirm your vehicle's history and value. While we are pleased to provide this sales proposal so that you might sell us your vehicle, it may not be relied upon by you or anyone else for any other purpose.