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Daryl Carter on Carvana's plans to build car-vending machine in the Orlando area

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### ON REAL ESTATE BY ANJALI FLUKER

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# 4 features car-vending machine startup wants in Orlando

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The latest company scouting for sites in Central Florida isn't a niche grocer or a new restaurant chain — it's a Phoenix startup with a car-vending machine concept.

Carvana — a Phoenix-based online car sales service that last week announced plans to expand to Orlando— has a futuristic new concept for buyers to pick up their cars from a self-service, robotic facility.

And Carvana CEO Ernie Garcia said Orlando is next on his list of places he wants to put one of these mechanized contraptions.

Garcia declined to share specifics, including whether or not he's working with a local broker on identifying a site for an Orlando-area car vending machine, but he did tell Orlando Business Journal that Carvana is combing the local landscape for properties.

"We're looking at a number of different areas in Central Florida," Garcia told OBJ. "We're not releasing a timeframe, but if the right opportunity presents itself, we can move very quickly."



NATHAN MORGAN | NASHVILLE BUSINESS JOURNAL

A Carvana Vending Machine, like this one in Nashville, Tenn., may soon take shape in Central Florida.

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*"If you had told me 15 years ago that you can buy your car online and get it from an automated machine, I would say why would anybody want to do that? But now, I would say why not?"*

**DARYL CARTER**, president of commercial real estate firm Maury L. Carter & Associates Inc., on whether Phoenix-based startup Carvana's plans to build a coin-operated, fully automated car vending machine in the Orlando area are viable



Carvana's dealership-free online car sales service involves buyers choosing and purchasing online and then receiving next-day delivery of their car, if they live within 100 miles of a Carvana location. The car-vending machine option is the next step for those who would choose to pick up their own car.

Here's what Garcia said Carvana wants in a car-vending machine site:

- 1-2 acres, as the structure requires a footprint of about 6,500-7,000 square feet
- Freeway visibility and access
- Close to high population areas
- Zoning approvals that could accommodate retail or industrial facilities

Carvana's land-search efforts could land it in local submarkets including Windermere, downtown Orlando and perhaps even southeast Orlando's Lake Nona community, said Daryl Carter, president of real estate firm Maury L. Carter & Associates Inc.

"Those are places that have the most traffic, the most people and the most people with money," Carter told OBJ, adding that he's seen the existing Carvana Vending Machine in Nashville, Tenn. "And if you think about making Central Florida a little edgier and cool, this is definitely cool stuff."

The Carvana Nashville Vending Machine is described as a five-story, glass tower that can hold up to 20 cars at a time, sister paper Nashville Business Journal reported. Another car vending machine had debuted in Atlanta two years ago, sister paper Atlanta Business Chronicle reported. However, the Atlanta location appears not to be coin-operated.

Nashville's fully automated building goes into action when a buyer chooses his or her name from a kiosk and puts in a Carvana-branded coin. The machine then locates the car, moves it from the tower onto a track, and then through the tower out to one of the three customer delivery bays, sister paper Phoenix Business Journal reported. Customers can then test-drive the car and decide whether they want to keep it, exchange it for a different vehicle or return it for a full refund.

Read more previous Carvana coverage from OBJ and our sister papers, and come back to [OrlandoBusinessJournal.com](http://OrlandoBusinessJournal.com) for updates.