

Carvana Co. (CVNA)

Consumer Cyclical / Auto - Dealerships - New York Stock Exchange

Generated: 2026-Oct-18 · Market data through: 2026-10-16

LAST CLOSE	MARKET CAP	52-WK HIGH	TRAILING PE	GROSS MARGIN	ROE	PIOTROSKI	1-YR RETURN
\$58.83	\$64.5B	\$97.38	20.3	19.4%	47%	5/9	-14.7%
2026-10-16	VOLUME	52-WK LOW	P/S	NET MARGIN	ROIC	ALTMAN Z	5-YR RETURN
	8.3M	\$54.46	2.58	6.3%	-67%	6.4	+284.0%

Carvana Co., along with its subsidiaries, operates a digital platform facilitating the purchase and sale of pre-owned vehicles across the United States. Their comprehensive services span the entire customer journey, including sourcing and reconditioning automobiles, providing an intuitive online browsing and transaction experience, offering financing solutions, and supplying complementary products. The company also manages its own specialized logistics network for distinctive delivery and pickup options, alongside providing extensive post-sale support. Furthermore, Carvana operates various vehicle auction sites. This company was established in 2012 and maintains its headquarters in Tempe, Arizona.

SECTOR Consumer Cyclical INDUSTRY Auto - Dealerships EXCHANGE NYSE MARKET CAP \$64.5B EMPLOYEES 23,100 (SEC-filed) CEO Ernest C. Garcia IPO 2017-04-28
COUNTRY US
300 East Rio Salado Parkway, Tempe, AZ 85281 · Tel 602 922 9866 · carvana.com

1 INSIDERSTREET SCORE

INSIDERSTREET SCORE

61 / 100

Street mean \$83.88 (17 analysts, last qtr) — their number, not ours

INSIDER CONSENSUS SIGNAL

TWO-WAY FLOW

\$3.1M buys against \$1971.3M sells / 6 mo

2 INSIDERSTREET SCORE

live IS factor model

INSIDERSTREET
SCORE

61
OF 100

Score Breakdown

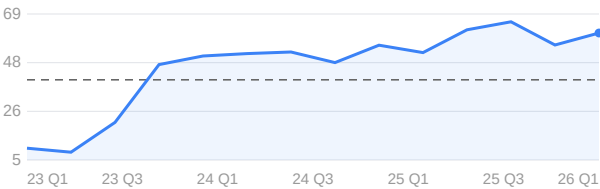
Profitability	48/100
Growth	82/100
Momentum	83/100
Quality	54/100
Earnings Quality	72/100
Balance Sheet	48/100
Value	37/100
Risk (safety)	100/100
Overall	60.6/100

Each component is a diagnostic reading on its own 0-100 scale. The overall score is computed separately from the underlying financials and is **not** the average of the rows above — components are not equally weighted and three of them (Momentum, Value, Risk) are derived partly from price rather than from the business.

Peer Comparison — IS Score

SYMBOL	IS SCORE
PAG	44
KMX	29
LAD	17
ORLY	63
SE	66
GM	27
CVNA	61

IS Score Trend — quarterly



14 quarters, 23 Q1 to 26 Q2. Peak 65 in 25 Q4, latest 61 — -5 since. Fell in 1 of the last 4 quarters. Dashed line marks 40 on the 0-100 scale.

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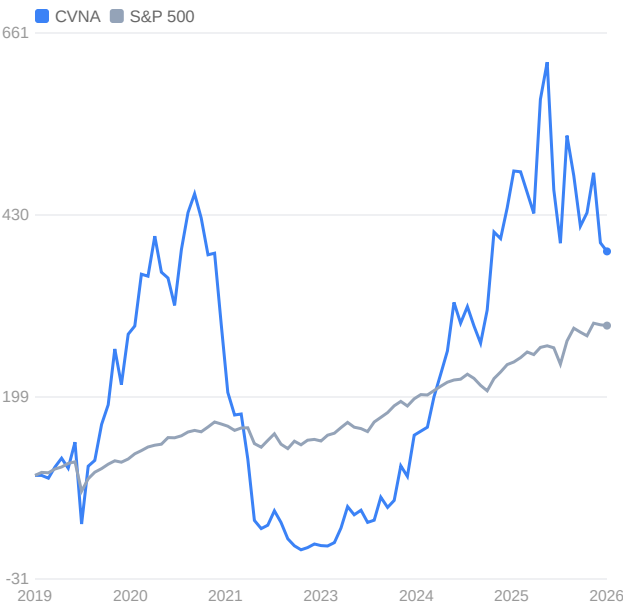
3 PRICE AND VOLUME

adjusted close, prod data layer

1 Year vs S&P 500 · CVNA -14.7% · S&P 500 +15.9% · spread -30.5pp



7 Years vs S&P 500 · CVNA +284.0% · S&P 500 +189.9% · spread +94.1pp



Both charts indexed to 100 at the start of their window and drawn on a single shared scale, so the gap to the benchmark is the gap you see. Adjusted closes throughout.

4 TWO READINGS

business vs price

BUSINESS QUALITY

61 / 100

IS Score 60.6 / 100 · -4.9 from peak of 65

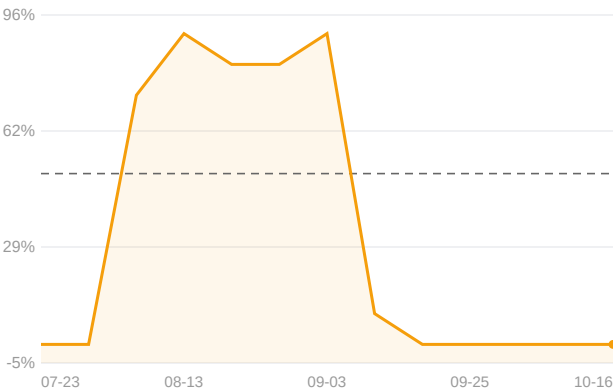


Fundamental factor model, quarterly. Measures how the business is doing - not where the price is going.

PRICE STRUCTURE

BEARISH

Technical Score 22 / 100 · Power -55 · 3 of 22 indicator votes bullish



Vote share across trend, momentum, volume, volatility and pattern families. Describes where the price is, not where it is going.

These two disagree — business quality 61, price structure 22 out of 100, so the business reads better than the price does. We publish the disagreement rather than resolving it: they answer different questions, and the gap between them is information, not an error.

5 WHAT WOULD CHANGE OUR MIND

falsifiable - check us next quarter

TRIGGER	WHERE IT STANDS NOW	WHAT IT WOULD MEAN
IS Score reaches 75 and holds two consecutive quarters	now 60.6	would move us up one band
IS Score stops falling - one quarter higher than the prior	last four: 62 → 65 → 55 → 61	the direction matters more than the level
Technical vote share back above 50%	now 0%	price structure no longer broken
Institutional holder count rises two quarters running	peak 855 → now 819	fewer institutions willing to hold is our clearest warning

We publish these so the view can be shown to be wrong. If none of them move and our reading does, we owe you an explanation.

This page is InsiderStreet's own reading, produced from the data in the rest of this document. It is not a price target and not investment advice. Analyst consensus and street price targets appear later under their own heading and are the street's numbers, not ours.

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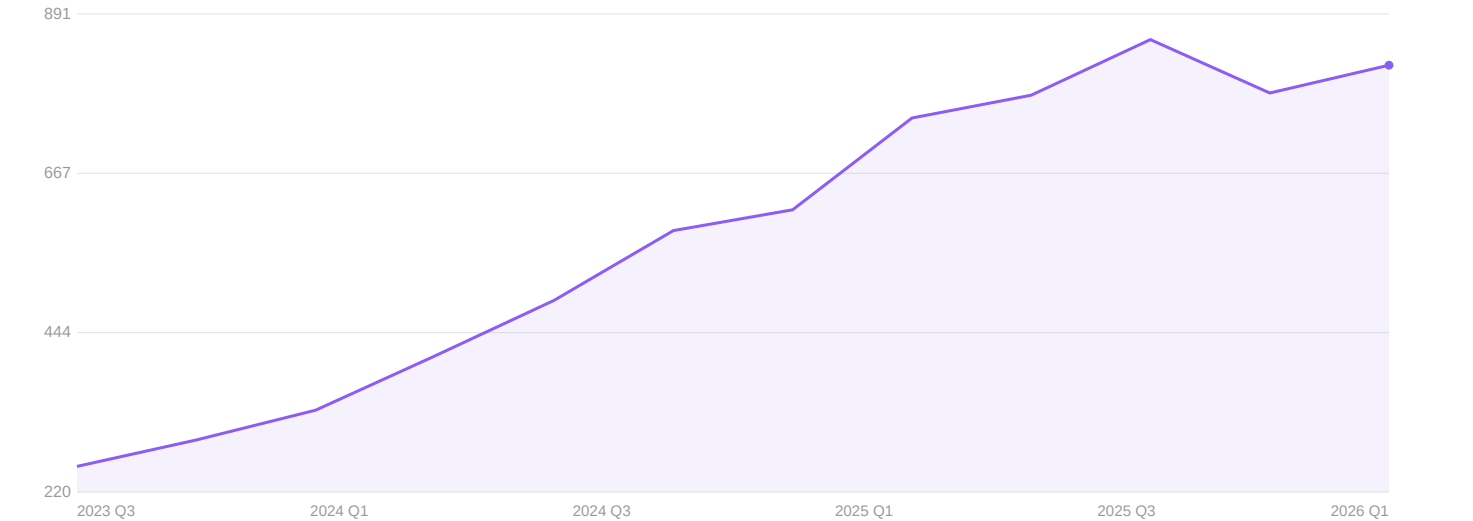
6 SMART MONEY CONFLUENCE				EDGE · disclosure sources
SITE CONVERGENCE SCORE 4 of 4 top 0% of 29,420 symbols	SOURCES ALIGNED — of 3 independent disclosures	CONGRESS (180D) 4 buys 2026-09-11	INSIDER BUYS (180D) 4 \$3.09M	
ETF FUNDS (30D) 928 up / 745 down net +183 funds	INSTITUTIONS ADDED (13F) 39 managers opening or increasing			

Congressional and insider figures are disclosed purchases in the trailing 180 days; ETF figures are COUNTS OF FUNDS whose holding changed in 30 days, not dollars. Coincidence of separate disclosures, not coordination. An absent source means nothing qualifying was disclosed in its window.

7 INSTITUTIONAL OWNERSHIP - 12-QUARTER TREND

13F · filed 45 days after quarter end

Institutions holding — 12 quarters



Peak 855 · latest 819 (-36 from peak).

QUARTER	HOLDERS	13F SHARES	VALUE	REPORTED OWN%	GUARD
2026 Q2	819	745.7M	\$43.5B	103.9%	ex-outlier 92.1%
2026 Q1	780	3766.0M	\$41.5B	524.7%	ex-outlier 522.3%
2025 Q4	855	3657.4M	\$53.8B	509.5%	
2025 Q3	777	3397.8M	\$44.9B	473.5%	
2025 Q2	745	3306.0M	\$38.8B	460.7%	
2025 Q1	616	3084.0M	\$22.4B	429.7%	
2024 Q4	587	3142.6M	\$22.7B	437.8%	
2024 Q3	489	2982.4M	\$18.3B	415.5%	
2024 Q2	411	2914.9M	\$13.4B	406.2%	
2024 Q1	335	2910.1M	\$9.4B	405.5%	
2023 Q4	293	2979.4M	\$5.9B	415.2%	
2023 Q3	256	2768.3M	\$6.1B	385.7%	

How to read ownership above 100%. A 13F reports the positions a manager has investment discretion over, and where two or more managers share discretion over the same block, each one reports it. Summed across filers, the total can therefore exceed the shares actually outstanding without anything being wrong. We publish the figure as filed rather than netting it down, and flag separately any quarter where the arithmetic is not merely high but impossible.

Why 2026-06 reads 103.91%. Institutions cannot hold more of a company than exists. The reported 745.7M shares exceed the 717.7M outstanding, and a single filer accounts for the excess: **PRICE T ROWE ASSOCIATES INC /MD** reports 84,695,539 shares against 17,781,707 the prior quarter, a 5x jump, which alone would be 11.8% of the company. Excluding that filing, ownership is 92.1%. We publish both figures. 13F filings are due 45 days after quarter end and amendments keep arriving after that, so the newest quarter is provisional by construction - this is what an unsettled quarter looks like.

Why 2026-03 reads 524.75%. Institutions cannot hold more of a company than exists. The reported 3766.0M shares exceed the 717.7M outstanding, and a single filer accounts for the excess: **PRICE T ROWE ASSOCIATES INC /MD** reports 17,781,707 shares against 17,726,838 the prior quarter, a 1x jump, which alone would be 2.5% of the company. Excluding that filing, ownership is 522.3%. We publish both figures. 13F filings are due 45 days after quarter end and amendments keep arriving after that, so the newest quarter is provisional by construction - this is what an unsettled quarter looks like.

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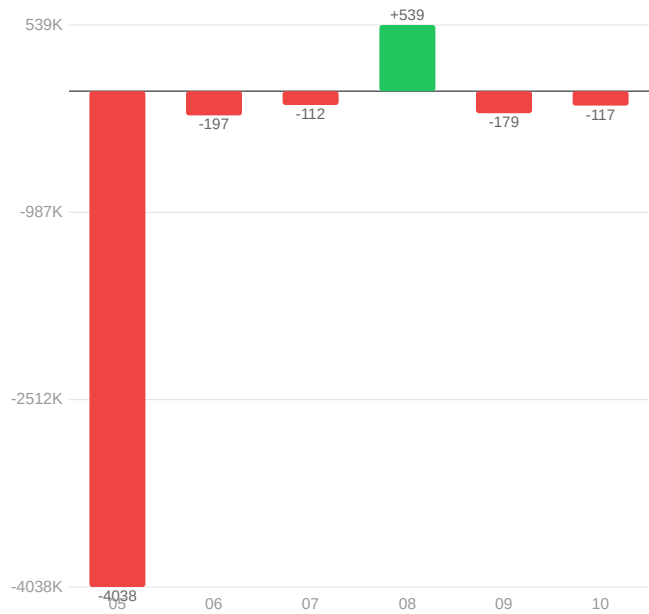
8 INSIDER ACTIVITY live Form 4 data

INSIDER	ROLE	DATE	TYPE	SHARES	VALUE	POST-TXN OWNED
Taira Thomas	President, Special Projects	2026-10-12	SELL	5,597	\$0.36M	357,442
Keeton Ryan S.	Chief Brand Officer	2026-10-01	TAX W/H	2,883	\$0.18M	426,627
Garcia Ernest C. Iii	director, 10 percent owner, Chief Executive Officer	2026-10-01	TAX W/H	7,067	\$0.45M	4,709,732
Palmer Stephen R	Vice President of Accounting	2026-10-01	TAX W/H	3,021	\$0.19M	125,865
Palmer Stephen R	Vice President of Accounting	2026-10-01	SELL	920	\$0.05M	124,945
Palmer Stephen R	Vice President of Accounting	2026-10-01	SELL	840	\$0.05M	124,105
Palmer Stephen R	Vice President of Accounting	2026-10-01	SELL	920	\$0.06M	123,185
Palmer Stephen R	Vice President of Accounting	2026-10-01	SELL	2,320	\$0.15M	120,865

9 SELL DECOMPOSITION — ROUTINE VS. DISCRETIONARY EDGE

6-MO DECOMPOSITION (FORM 4)	TXNS	SHARES	VALUE	SIGNAL WEIGHT
S — Open-market sales	177	4,730,248	\$1971.3M	Counted
P — Open-market purchases	4	50,000	\$3.1M	Counted
M — Exercises (paired A/D)	14	81,150	\$1.2M	None — mechanics
F — Tax withholding	71	312,323	\$50.0M	None — compensation
G — Gifts	1	7,827	—	None

Monthly Net Insider Flow (000 shares)



Net of acquisitions minus dispositions, all Form 4 types.

Signal Summary

SIGNAL Two-Way Flow	OPEN-MARKET SELLS \$1971.3M 177 txns / 6 mo	OPEN-MARKET BUYS \$3.1M 4 txns / 6 mo	CLUSTER None active 3+ insiders / 21 days
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10 FORM 144 PLANNED-SALE PIPELINE live EDGAR data

FILED	FILER	SHARES REGISTERED	EST. PROCEEDS
2026-10-13	Thomas Taira	5,597	\$0.4M
2026-10-01	Mark Jenkins	63,750	\$4.0M
2026-09-14	Thomas Taira	16,789	\$1.2M
2026-09-01	Bhjc Trust	50,000	\$3.7M
Trailing 12 mo	60 filings	5,276,316	\$1877M

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11 13D / 13G STAKES				COND
FILED	FORM	REPORTING PERSON	% OF CLASS	SHARES
2026-08-12	SCHEDULE 13G/A	Capital Research Global Investors	8.90%	63.4M sh
2026-05-14	SCHEDULE 13G	Capital Research Global Investors	7.60%	10.9M sh
2026-05-06	SCHEDULE 13G	Abigail P. Johnson	5.20%	7.4M sh
2026-05-01	SCHEDULE 13D/A	Ernest C. Garcia II	22.90%	42.4M sh

12 CONGRESSIONAL TRADING				EDGE · STOCK Act	
MEMBER	CHAMBER	TRADE	SIZE BAND	TRADED	DISCLOSED
Ro Khanna	House	BUY	\$1,001 - \$15,000	2026-09-11	2026-10-09
Ro Khanna	House	BUY	\$1,001 - \$15,000	2026-09-04	2026-10-09
Ro Khanna	House	BUY	\$1,001 - \$15,000	2026-07-07	2026-08-12
HOUSE 12-MO 15 trades 9 purchases		SENATE 12-MO 0 trades None purchases		COVERAGE STOCK Act filings 30-45 day disclosure lag	

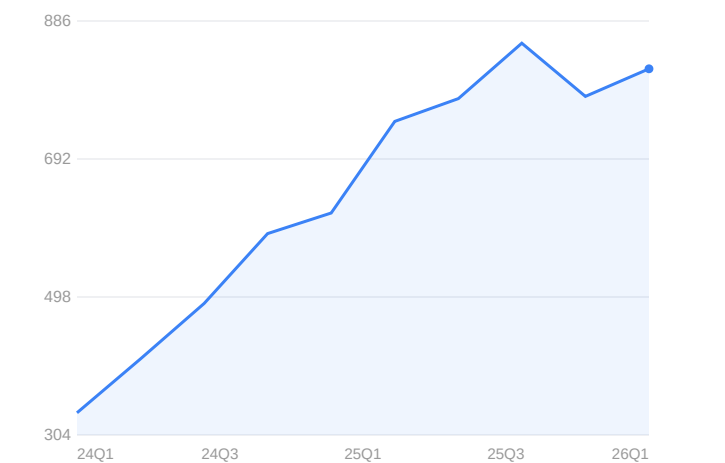
13 INSTITUTIONAL OWNERSHIP & 13F FLOW				live 13F data	
13F FILERS (LAST COMPLETE Q) 780		13F SHARES 151M 21.0% of shares out		NEW / CLOSED 112 / 172 positions, QoQ	
PUT/CALL (13F) 1.31 option positions		FREE FLOAT 91.3% 1.00B sh		INCREASED / REDUCED 305 / 277 positions, QoQ	

2.8 · Largest Reporting 13F Managers

MANAGER	SHARES	VALUE
Chicago Capital, Llc	606,456	\$38M
Czech National Bank	206,849	\$13M
Mn Services Vermogensbeheer B.V.	187,490	\$12M
Fjarde Ap-Fonden /Fourth Swedish N	163,288	\$10M
Ifm Investors Pty Ltd	152,258	\$10M
Avanza Fonder Ab	73,414	\$5M

EDGAR 13F holdings as of 2026-09-30; filer values normalized to dollars.

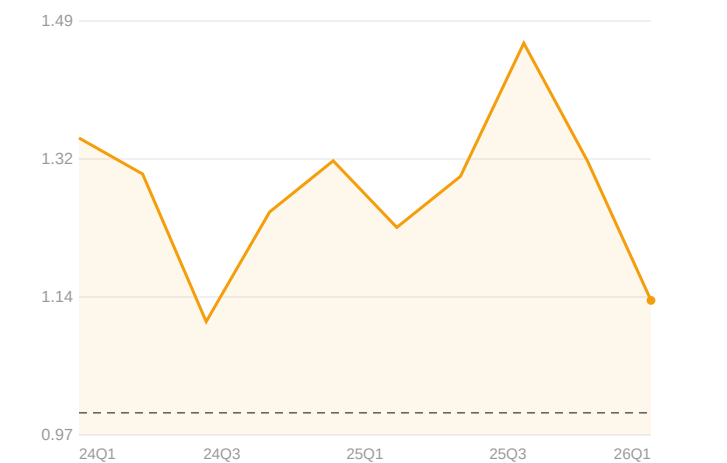
13F Filers Holding CVNA — quarterly



2.9 · Top ETF & Fund Ownership

FUND	WEIGHT	POSITION
VITSX	0.1%	\$1.4B
VTSAX	0.1%	\$1.4B
VTI	0.1%	\$1.4B
VSMPX	0.1%	\$1.4B
VOO	0.1%	\$1.2B
VFIAX	0.1%	\$1.2B

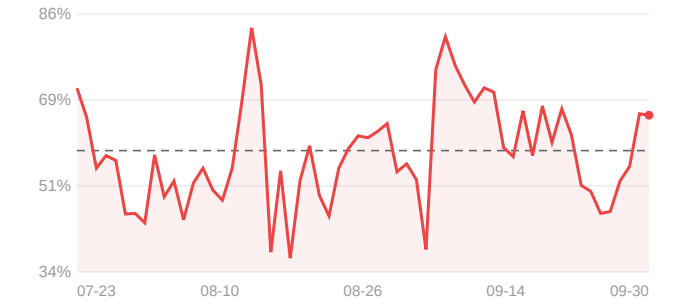
Institutional Put/Call — quarterly



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14 SHORT VOLUME — DAILY, 60 SESSIONS

EDGE · live FINRA feed

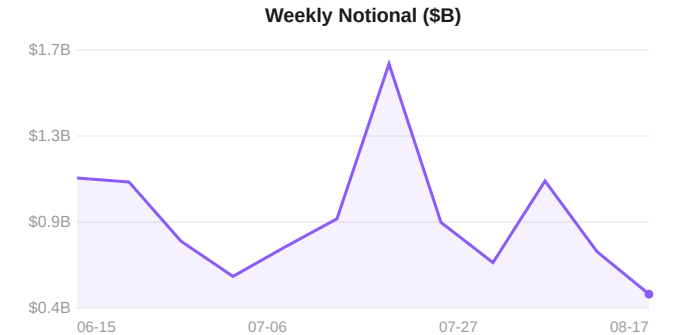


Daily short-sale volume as % of volume reported in FINRA's short-sale file — a flow measure, not short interest; dashed = 50-day average.

LATEST SESSION 65.7% 2026-10-15	20-DAY AVG 60.6% 50-day 58.5%	TREND Rising 20d vs 50d	BY MARKET CENTER Q: 66% · N: 82% · B: 37% latest session
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15 DARK POOL ACTIVITY

EDGE · live ATS data

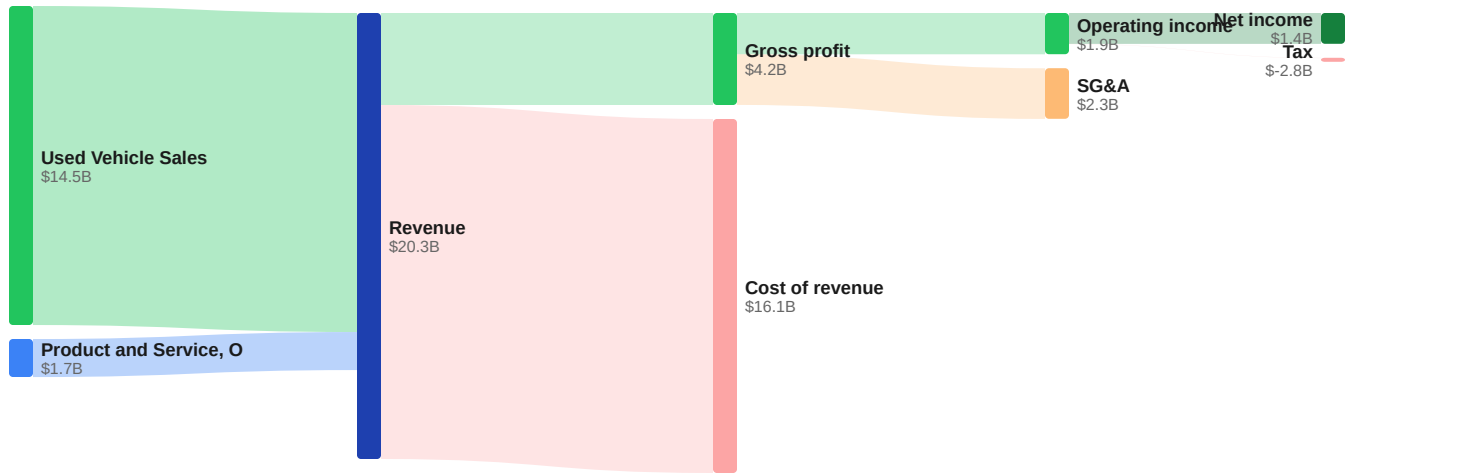


Where CVNA Trades in the Dark

ATS VENUE (4-WK)	SHARES	AVG TRADE
Ubsa Ubs Ats	4.9M	40 sh
Incr Intelligent Cross Llc	4.4M	32 sh
Sgmt Sigma X2	3.1M	34 sh
Iats Ibkr Ats	2.1M	63 sh
Mspl Ms Pool (Ats-4)	2.1M	89 sh
Ebxl Level Ats	1.9M	28 sh

16 REVENUE FLOW — FY2025

live segmentation + income data



Where a dollar of Carvana Co. revenue goes. All values FY2025 filings, live.

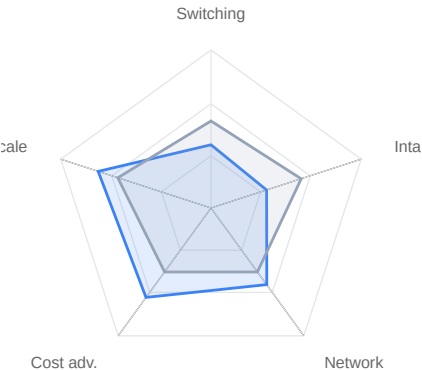
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17 MOAT & COMPETITIVE POSITION

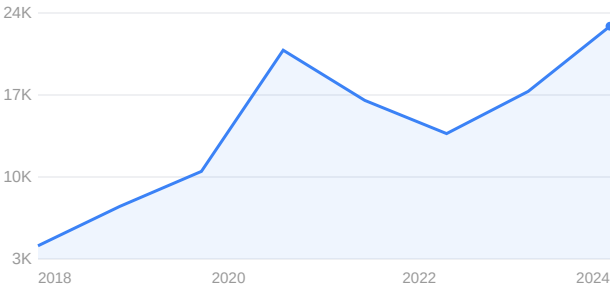
LIVE MODEL · 54/100 WEAK

Moat score 54/100 — Weak; primary source Efficient Scale.



CVNA (live moat model) Peer median: PAG · KMX · LAD · ORLY · SE
Component scores from the live moat model. Peer median illustrative.

3.8 · Employees (SEC filings)



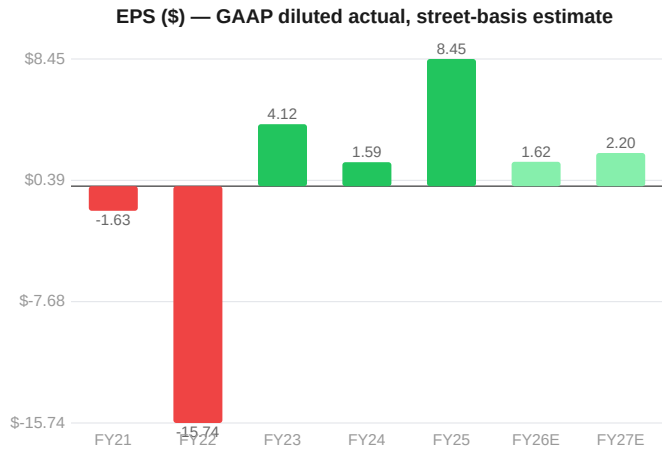
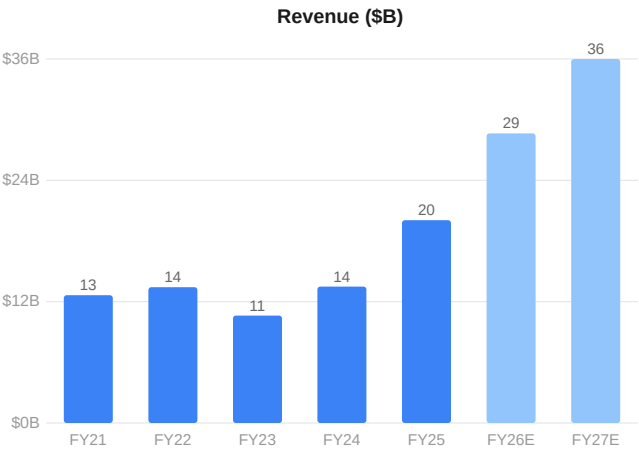
18 CORPORATE INFORMATION — KEY OFFICERS

23,100 employees

OFFICER	TITLE
Mark Jenkins	Chief Financial Officer
Benjamin Huston	Co-Founder & Chief Operating Officer
Ernest C. Garcia	Co-Founder, President, Chief Executive Officer & Chairman
Daniel Gill	Chief Product Officer

19 REVENUE & EPS — HISTORY AND ESTIMATES

live consensus



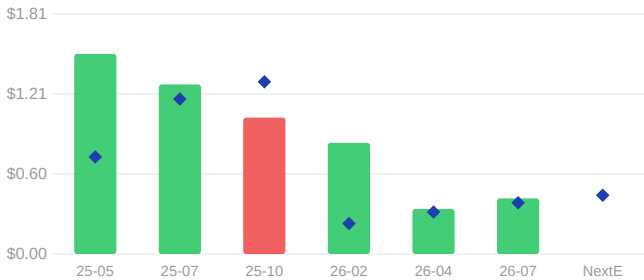
Actual bars are GAAP diluted EPS from the filed income statement; the lighter forward bars are street-basis consensus. The two are different measures and are not comparable quarter to quarter.

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20 ESTIMATE VS. ACTUAL & SURPRISES

live data

Quarterly EPS — Actual vs. Consensus



BEATS (>2%)
5 of 6
recent quarters

AVG SURPRISE
+62.6%

NEXT REPORT
2026-10-28

INCOME QUALITY
0.55
OCF + net income

21 REPORTED VS. CONSENSUS — FULL HISTORY

0 quarters · live data

BEAT RATE
—%
0 of 0 quarters

CURRENT STREAK
0
longest 0

AVG EPS SURPRISE
—%
median —%

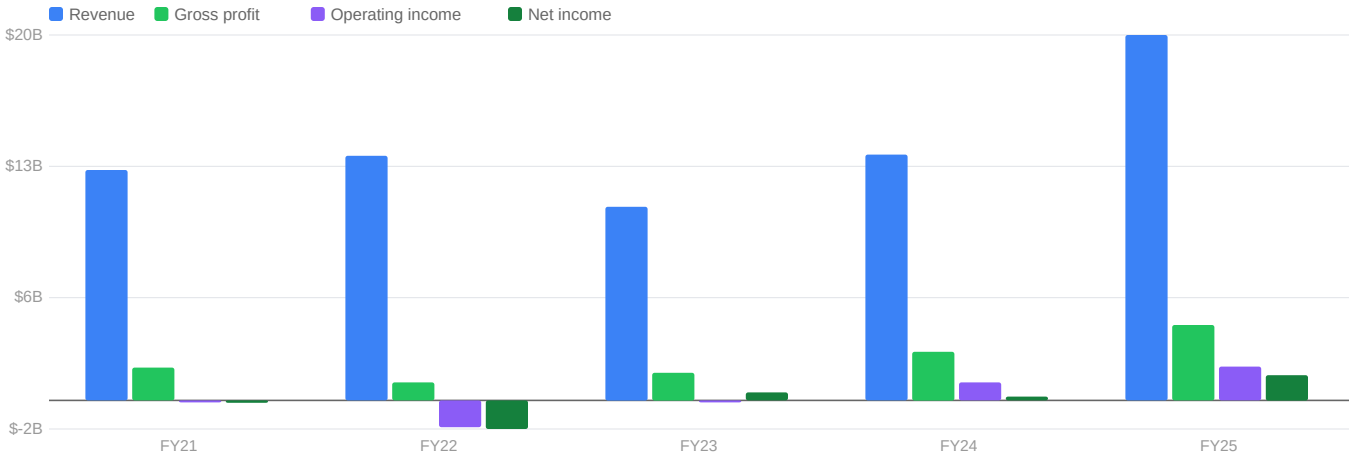
SURPRISE TREND
—
last 4 vs prior 4

PERIOD	EPS EST.	EPS ACTUAL	EPS SURPRISE	REV EST. (\$M)	REV ACTUAL (\$M)	REV SURPRISE
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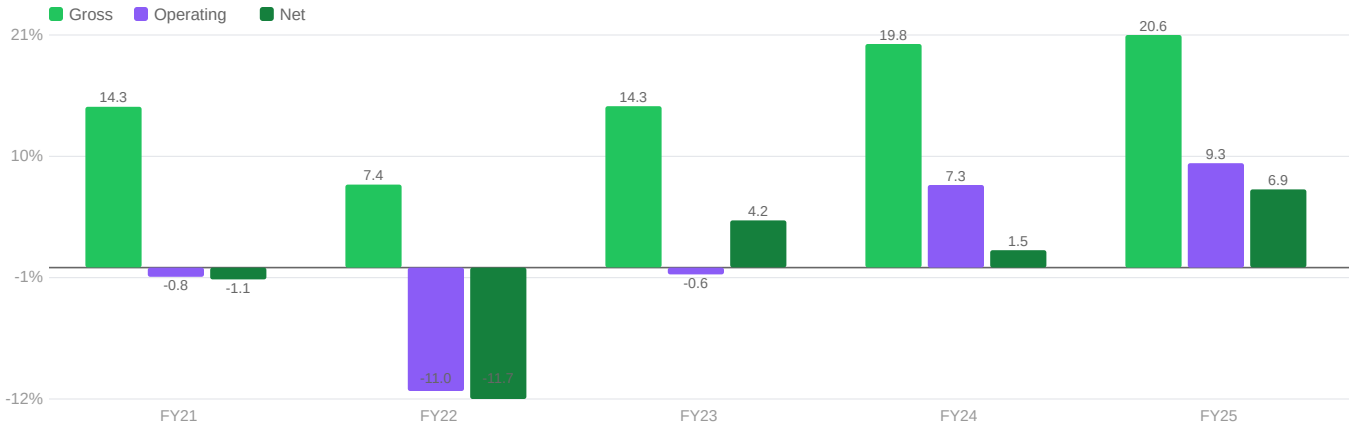
Announcement dates to . Consensus as it stood at each report. Revenue surprise shown where both estimate and actual are filed. A beat record is history, not a forecast.

INCOME TRENDS — 5 YEAR

live financials

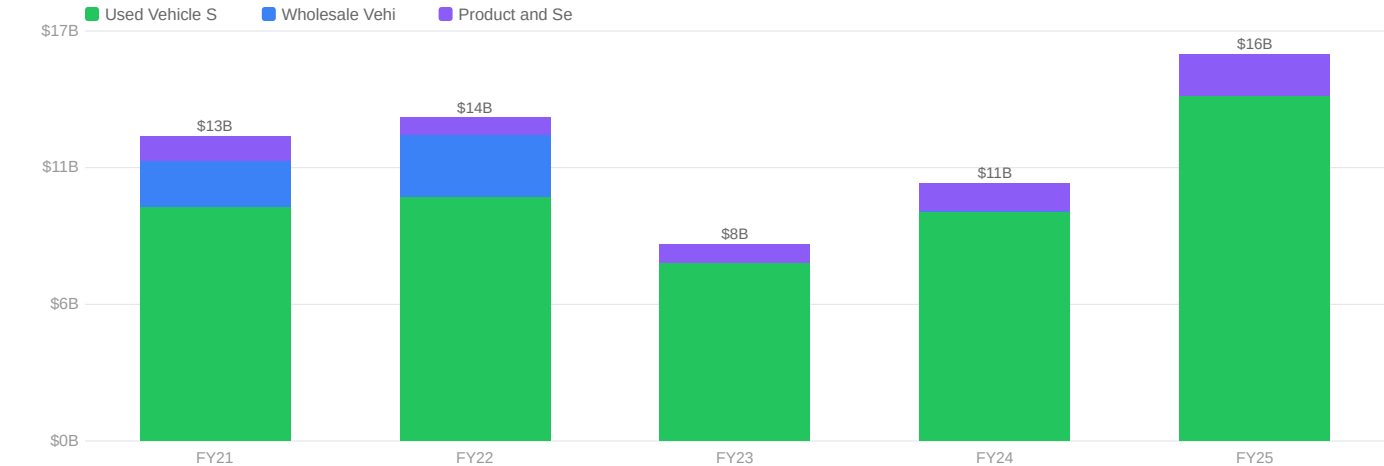


Profit Margins (%)



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Revenue by Segment — Stacked



Live segmentation data.

YoY Growth Heatmap — Income Lines

YOY GROWTH	FY21	FY22	FY23	FY24	FY25
Revenue	+129.4%	+6.2%	-20.8%	+26.9%	+48.6%
Gross profit	+153.1%	-45.2%	+53.9%	+75.9%	+54.6%
Operating income	-68.7%	+1332.7%	-95.6%	-1641.5%	+87.7%
Net income	-21.1%	+1075.6%	-128.4%	-53.3%	+570.0%

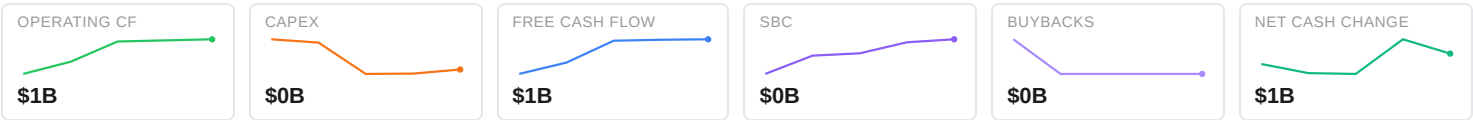
22 INCOME STATEMENT — FULL

live financials

\$B · FY ENDS	FY21	FY22	FY23	FY24	FY25	TREND
Revenue	12.8	13.6	10.8	13.7	20.3	
Cost of revenue	11.0	12.6	9.2	11.0	16.1	
Gross profit	1.8	1.0	1.5	2.7	4.2	
R&D expense	0.0	0.0	0.0	0.0	0.0	
SG&A expense	1.9	2.5	1.6	1.7	2.3	
Operating income	-0.1	-1.5	-0.1	1.0	1.9	
EBITDA	-0.0	-2.1	1.2	1.4	-0.1	
D&A	0.1	0.3	0.4	0.3	0.3	
Pretax income	-0.3	-2.9	0.2	0.4	-0.9	
Income tax	0.0	0.0	0.0	-0.0	-2.8	
Net income	-0.1	-1.6	0.5	0.2	1.4	
Diluted EPS (\$)	-1.63	-15.74	4.12	1.59	8.45	
Diluted shares (M)	83	101	109	132	224	

CASH FLOW TRENDS

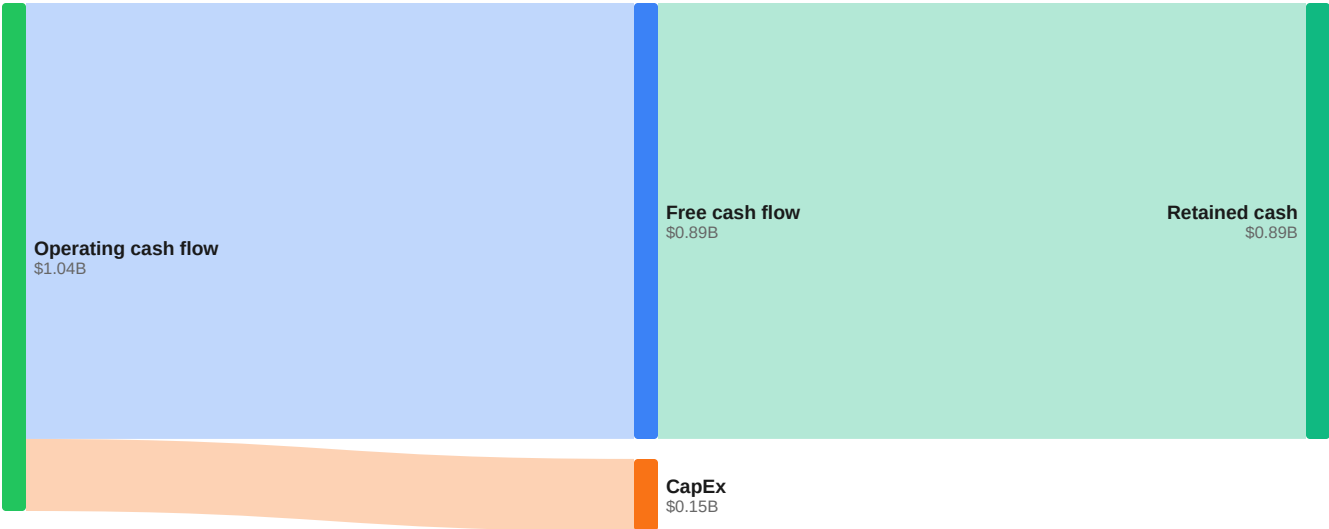
live data



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WHERE THE CASH WENT — FY2025

cash Sankey, live data



Balance Sheet — Full

\$B	FY22	FY23	FY24	FY25	
Cash & equivalents	0.4	0.5	1.7	2.3	
ST investments	0.3	0.4	0.5	0.0	
Receivables (net)	0.3	0.3	0.3	0.2	
Total current assets	4.6	3.3	4.9	6.5	
PP&E (net)	3.8	3.4	3.2	3.3	
Goodwill + intangibles	0.1	0.1	0.0	0.1	
Total assets	8.7	7.1	8.5	13.2	
Accounts payable	0.2	0.2	0.2	0.0	
Short-term debt	1.7	0.9	0.4	0.2	
Deferred revenue	0.0	0.0	0.1	0.0	
Total current liabilities	2.6	1.5	1.3	1.5	
Long-term debt	6.6	5.4	5.3	0.4	
Total liabilities	9.8	7.5	7.1	9.0	
Shareholders' equity	-1.1	-0.4	1.4	4.2	

Cash Flow Statement — Full

\$B	FY22	FY23	FY24	FY25	
Net income	(2.9)	0.2	0.4	1.9	
D&A	0.3	0.4	0.3	0.3	
Stock-based compensation	0.1	0.1	0.1	0.1	
Working capital change	1.4	0.6	(0.2)	(0.5)	
Operating cash flow	(1.3)	0.8	0.9	1.0	
Capital expenditures	(0.5)	(0.1)	(0.1)	(0.1)	
Investing cash flow	(2.6)	0.0	(0.0)	(0.2)	
Buybacks	0.0	0.0	0.0	0.0	
Dividends paid	0.0	0.0	0.0	0.0	
Debt issuance / (repay)	2.8	(1.2)	(1.0)	(0.7)	
Financing cash flow	3.9	(0.9)	0.3	(0.1)	
Free cash flow	(1.8)	0.7	0.8	0.9	

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23 EXPANDED RATIO ANALYSIS (I)

live ratio engine · profitability · valuation

RATIO	FY21	FY22	FY23	FY24	FY25	TTM	TREND
PROFITABILITY							
ROE	-38.9%	1497.2%	-327.3%	27.9%	59.9%	47%	
ROA	-2.7%	-20.2%	5.7%	2.7%	13.0%	10.8%	
ROIC	-1.4%	-15.6%	-1.0%	19.7%	85.1%	-66.9%	
Gross margin	14.3%	7.4%	14.3%	19.8%	20.6%	19.4%	
Operating margin	-0.8%	-11.0%	-0.6%	7.3%	9.3%	8.9%	
Net margin	-1.1%	-11.7%	4.2%	1.5%	6.9%	6.3%	
EBITDA margin	-0.0%	-15.8%	10.8%	9.9%	-0.5%	0.6%	
FCF margin	-24.6%	-13.5%	6.6%	6.0%	4.4%	—	
VALUATION							
P/E	-29.86	-0.06	2.69	27.09	67.64	20.3	
P/B	13.17	-0.19	4.97	4.51	27.66	10.5	
P/S	0.31	0.01	0.11	0.42	4.68	2.58	
P/FCF	-1.28	-0.05	1.69	6.88	107.05	69.5	
EV/EBITDA	-2350.37	-3.80	6.06	7.05	-849.78	475.5	
EV/Revenue	0.73	0.60	0.65	0.70	4.60	2.7	
Earnings yield	-3.3%	-1580.7%	37.2%	3.7%	1.5%	3.71%	
FCF yield	-78.2%	-1828.7%	59.3%	14.5%	0.9%	1.44%	

EXPANDED RATIO ANALYSIS (II)

leverage · solvency

RATIO	FY21	FY22	FY23	FY24	FY25	TTM	TREND
LEVERAGE & SOLVENCY							
Current ratio	1.69	1.77	2.16	3.64	4.31	3.93	
Quick ratio	0.60	1.05	1.41	2.44	2.73	2.33	
Debt / equity	18.87	-17.02	27.60	4.80	0.18	1.40	
Debt / assets	82.3%	101.4%	94.8%	71.3%	4.8%	38.6%	
Net debt / EBITDA	-1342.75	-3.76	5.01	2.85	15.40	21.06	
Interest coverage	-0.62	-4.95	1.28	1.61	-0.76	—	

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EXPANDED RATIO ANALYSIS (III)							efficiency · growth · per-share · scores
RATIO	FY21	FY22	FY23	FY24	FY25	TTM	TREND
EFFICIENCY							
Asset turnover	2.55	1.73	1.37	1.76	1.87	1.72	
Receivables turnover	89.92	59.28	41.51	48.06	74.17	16.7	
DSO (days)	4	6	9	8	5	22	
DPO (days)	3	5	9	8	3	26	
Cash conversion cycle	71	74	60	46	47	54	
GROWTH (YoY)							
Revenue growth	129.4%	6.2%	-20.8%	26.9%	48.6%	—	
Net income growth	21.1%	-1075.6%	128.4%	-53.3%	570.0%	—	
EPS growth	33.6%	-865.0%	126.3%	-61.9%	-16.9%	—	
FCF growth	-225.4%	41.7%	139.0%	15.5%	7.5%	—	
PER SHARE (\$)							
EPS (diluted, TTM)	-1.55	-14.98	3.94	1.50	1.25	2.18	
Book value / share	3.52	-4.89	2.13	9.01	3.05	7.16	
Revenue / share	147.39	128.45	94.39	97.76	18.02	34.91	
FCF / share	-36.24	-17.34	6.27	5.91	0.79	1.29	
Cash / share	4.64	7.13	7.85	15.59	2.06	4.36	
SHAREHOLDER RETURN & SCORES							
Buyback yield	1.0%	0.0%	0.4%	0.0%	0.0%	0.07%	
Altman Z-Score	2.39	0.60	1.98	2.77	8.25	6.4	
Piotroski F-Score	3	2	7	7	6	5/9	
Beneish M-Score	0.84	-0.98	-2.98	-2.65	-0.37	1.37	

24 EARNINGS QUALITY PANEL				live scores
MODEL	SCORE	ZONE	NOTE	
Piotroski F-Score	5 / 9	Middling		
Altman Z-Score	6.4	Safe (>2.99)	Safe	
Income quality	0.55	Accrual-heavy	OCF ÷ net income	
Beneish M-Score	1.37	Elevated	vs -2.22 threshold	

25 DUPONT & GROWTH QUALITY				live analysis engine
DUPONT DECOMPOSITION (TTM)		VALUE	GROWTH QUALITY (LIVE)	VALUE
Tax burden		-2.84	Revenue stability	0.76
Interest burden		4.25	Earnings stability	0.52
Operating margin		-0.5%	Earnings persistence	0.50
Asset turnover		2.10×	Revenue CAGR 3y	28.5%
Financial leverage		4.15×	EPS CAGR 3y	—
= ROE		54%	FCF CAGR 3y	—

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SHAREHOLDER RETURN PROFILE live

BUYBACK YIELD 0.07%	DIVIDEND YIELD 0.00% none paid	TOTAL SHAREHOLDER RETURN -1.09% cash yield	SBC / REVENUE 0.3% dilution pressure
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26 MULTIPLE HISTORY — FY SNAPSHOTS + TTM live ratio engine



27 PEER COMPARISON live peer engine

COMPANY	MKT CAP	P/E	ROE	NET MARGIN	REV GROWTH	PIOTROSKI	1-YR RET
PAG	\$13.9B	15.6	16%	3.1%	+7.7%	5/9	+26.6%
KMX	\$7.6B	25.0	5%	2.1%	+3.0%	6/9	+23.2%
LAD	\$6.5B	9.7	11%	2.7%	+2.1%	3/9	-3.4%
ORLY	\$72.2B	28.2	-173%	14.6%	+8.5%	8/9	-11.8%
SE	\$57.4B	34.6	15%	5.7%	+43.1%	6/9	—
GM	\$73.7B	42.0	3%	2.7%	-1.1%	6/9	—
RCL	\$74.3B	17.1	45%	23.3%	+8.7%	6/9	—
NKE	\$55.1B	17.8	22%	6.3%	-1.2%	5/9	—

1-yr returns computed from adjusted price history; peers without a tracked series show —.

28 ANALYST CONSENSUS & ESTIMATES live consensus

Hold

46 Analysts



CONSENSUS ESTIMATES	REVENUE MEAN	HIGH / LOW	EPS MEAN	HIGH / LOW	# EPS EST.
FY2026	\$29.01B	\$30.16B / \$28.24B	\$1.62	\$1.80 / \$1.57	9
FY2027	\$36.48B	\$39.43B / \$34.42B	\$2.20	\$2.34 / \$2.11	11
FY2028	\$44.95B	\$51.68B / \$38.67B	\$2.73	\$3.00 / \$2.41	7

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29 STREET TARGETS & THIRD-PARTY RATING

live targets + composite

Street Price Target — Trajectory

WINDOW	AVG TARGET	VS. PRICE	# TARGETS
Last Month	\$85.80	+45.8%	5
Last Quarter	\$83.88	+42.6%	17
Last Year	\$308.92	+425.1%	51
All Time	\$244.87	+316.2%	128

Rolling mean of published targets vs. last close \$58.83. Aggregated from StreetInsider, Benzinga, Pulse 2.0.

Third-Party Composite Rating

B

DCF

1/5

ROE

5/5

ROA

5/5

DEBT/EQ

2/5

P/E

3/5

P/B

1/5

Independent quant composite as of 2026-10-16; components scored 1–5 (5 best). Shown for contrast with the InsiderStreet Score — methodologies differ.

30 PRICE PERFORMANCE — INDEXED, 12 MO

live prices · benchmark + sector + peer set

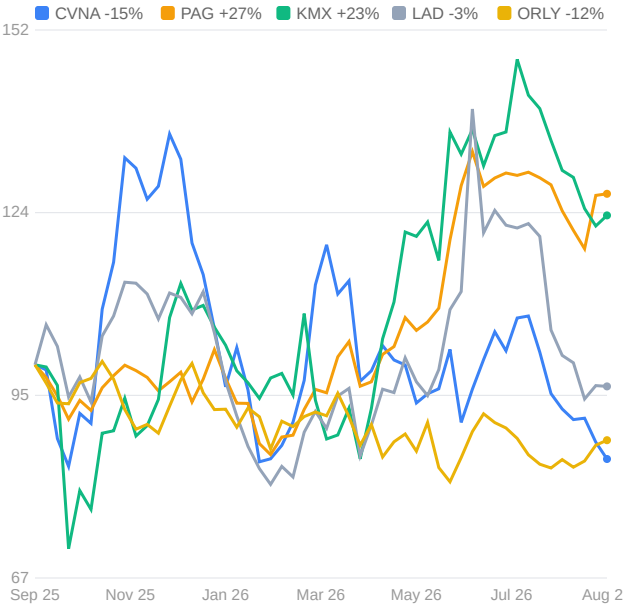
CVNA -14.7% vs S&P 500 +15.9% — spread -30.5pp



Sector — XLY -3.2%



Peer Set — indexed to 100



All series indexed to 100 at the start of the window, adjusted closes.

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TECHNICAL CHART — 6-MONTH DAILY CANDLES, INDICATORS ON

site chart, print edition



Candlesticks with SMA 20/50 overlay, Bollinger (20,20) band, volume, and Wilder RSI(14) — computed from live daily OHLCV.

MOVING AVERAGE RIBBON & TREND

site technicals-tab chart, live indicator history



MOVING AVERAGE	VALUE	DISTANCE	% DISTANCE	SIGNAL
SMA 20	\$62.69	-3.86	-6.16%	Below
SMA 50	\$67.98	-9.15	-13.46%	Below
SMA 200	\$70.59	-11.76	-16.66%	Below
EMA 9	\$60.79	-1.96	-3.22%	Below
EMA 21	\$62.94	-4.11	-6.53%	Below
EMA 50	\$65.65	-6.82	-10.39%	Below
EMA 200	\$68.27	-9.44	-13.83%	Below

Series and readings from the nightly technical-indicator history — identical data to the site's ribbon chart. Supertrend segments colored by direction.

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31 TECHNICAL POWER SCORE

EDGE · site engine · 22/100 composite

TECHNICAL VERDICT

BEARISH

Power Score -55

3 of 22 indicator votes bullish

Family Scores (site weights)

Trend 30%

Momentum 25%

Volume 20%

Volatility 10%

Patterns 15%

0

18

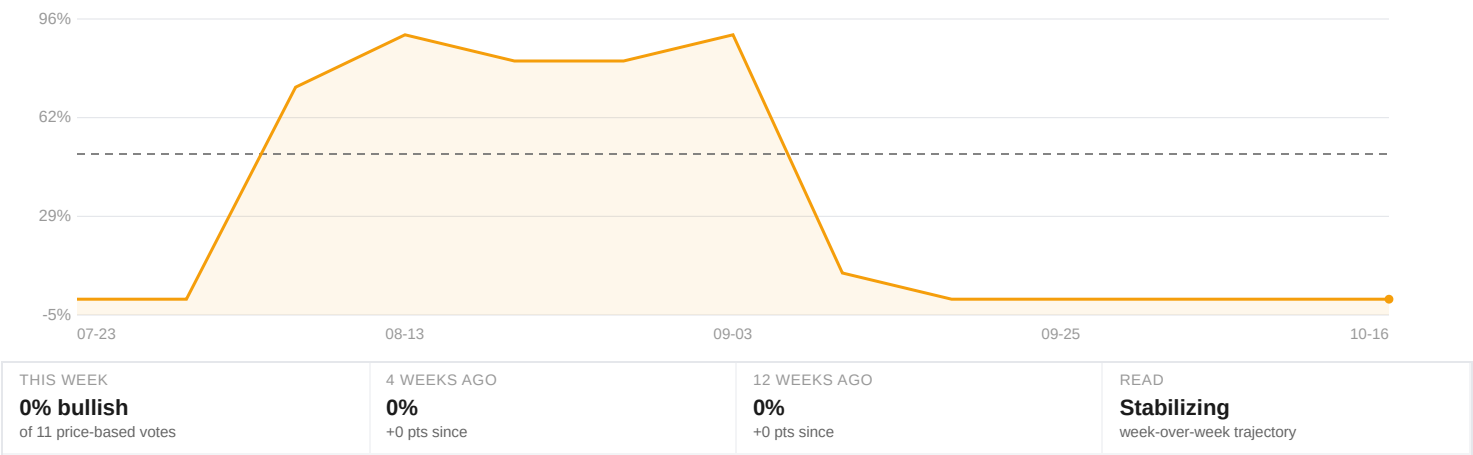
44

17

50

BEARISH — BUT WHICH WAY IS IT TRENDING?

vote share recomputed weekly, 13 weeks



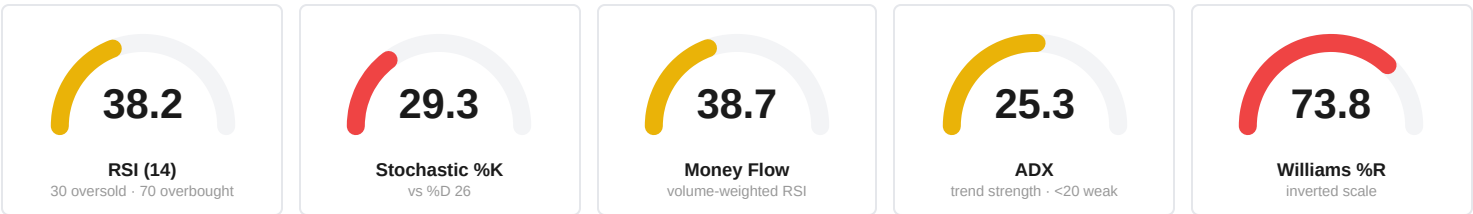
INDICATOR VOTE GRID

3 bull / 19 bear

● Price vs SMA 20	\$62.69	● Price vs SMA 50	\$67.98	● Price vs SMA 200	\$70.59
● EMA 9/21 Cross	60.8/62.9	● SMA 50/200	Death	● ADX Direction	ADX 25
● Supertrend	\$67	● Parabolic SAR	\$64	● SMA Slope	-0.310
● RSI	38.2	● Stochastic K/D	29/26	● StochRSI K/D	40/32
● Williams %R	-74	● CCI	-114	● TSI vs Signal	-21.1
● CMO	-23.5	● ROC	-7.75%	● OBV Signal	Accum
● Chaikin MF	-0.020	● MFI	39	● Force Index	-4M
● Elder Ray Bull	-0.72				

INDICATOR GAUGES

site technicals-tab style



32 KEY LEVELS & VOLATILITY

live indicator table

LEVEL	VALUE	LEVEL	VALUE
Pivot / R1 / R2	\$59.79 / \$62.20 / \$63.79	S1 / S2	\$58.20 / \$55.79
Bollinger (20,2)	\$58.11 – \$67.27	Squeeze	ON
52-wk range	\$54.46 – \$97.38	Off 52-wk high	-39.6%
ATR (14)	\$3.27 (5.6%)	Historical vol	51.2%

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33 SEASONALITY — 9-YEAR AVERAGES											live model · win rates shown
+12.4% Jan 67%	+5.9% Feb 44%	-1.1% Mar 44%	+4.1% Apr 56%	+8.4% May 56%	+33.0% Jun 89%	+18.5% Jul 89%	+13.6% Aug 78%	-9.7% Sep 22%	-10.3% Oct 33%	+6.0% Nov 67%	-3.7% Dec 44%

Sample: 9 years — treat short histories as suggestive, not statistical.

34 RISK INDICATORS			computed from live price history
COMPUTED FROM LIVE WEEKLY PRICES			
	CVNA	S&P 500	
Weekly volatility (σ , 1y)	6.93%	1.83%	
Best / worst week (1y)	+19.6% / -13.8%	—	
Max drawdown (5y, monthly)	-98.7%	—	
1-week VaR (95%)	-11.3%	—	
Beta (5y)	3.50	1.00	

35

EQUITY WEATHER & MARKET REGIME

EDGE · live weather engine

CVNA EQUITY WEATHER (LIVE)

RAINY · -25

Trend

-46

Momentum

-45

Volume

+38

Volatility

-30

Breadth

-31

MARKET REGIME (2026-10-16)

NEUTRAL

VIX

19.99

Normal

DOW THEORY

Confirmed

Bearish

SPY / QQQ TSI

7.2 / 4.7

trend strength

SECTOR STRENGTH

46/100

breadth average



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37 WEATHER - COMPANY VS INDUSTRY, SECTOR, UNIVERSE

EDGE · live weather engine · Rainy

OVERALL -24.9 +0.2 vs industry		TREND -45.6 -16.8 vs industry	MOMENTUM -45.1 -23.1 vs industry	VOLUME +38.2 +54.4 vs industry
READING	CVNA	AUTO - DEALERSHIPS N=132		CONSUMER CYCLICAL N=5,686
		ALL US SYMBOLS N=70,435		
Overall	-24.9	-25.1	-20.5	-20.5
Trend	-45.6	-28.8	-25.1	-21.3
Momentum	-45.1	-22.0	-15.0	-15.8
Volume	+38.2	-16.1	-10.0	-3.8

Trend, momentum and volume are computed per company. Volatility and breadth are market-regime values shared by every symbol in the universe, so they are reported once under Market Regime rather than compared here - a company cannot differ from its sector on a constant.

38 EXECUTIVE COMPENSATION

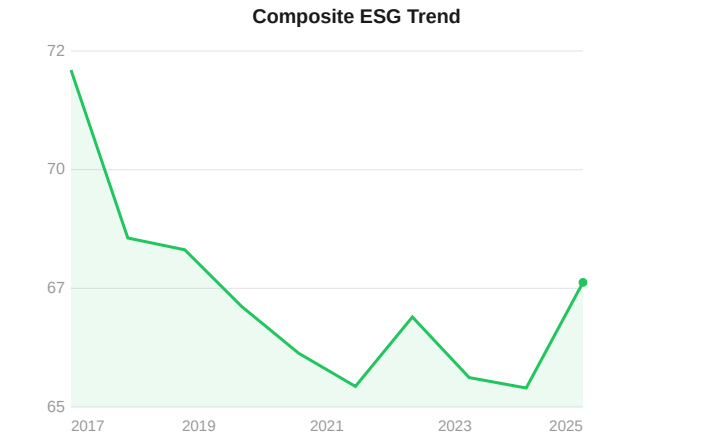
live proxy data · FY2021

EXECUTIVE	TOTAL COMP	STRUCTURE
Ernest Garcia III Chief Executive Officer	\$5.1M	21% equity+incentive
Mark Jenkins Chief Financial Officer	\$5.0M	21% equity+incentive
Benjamin Huston Chief Operating Officer	\$5.0M	21% equity+incentive
Daniel Gill Chief Product Officer	\$4.5M	21% equity+incentive
Tom Taira President, Special Projects	\$3.3M	18% equity+incentive

39 ESG ASSESSMENT

live disclosure-derived scores

PILLAR (LIVE DISCLOSURE SCORES)	SCORE
Environmental	63
Social	70
Governance	73
Composite ESG	69



40 8-K MATERIAL EVENTS

live EDGAR feed

FILED	8-K CONTENTS	ITEMS
2026-08-14	Material Agreement; Financial Obligation; Exhibits	1.01,2.03,9.01
2026-07-29	Earnings Release; Exhibits	2.02,9.01
2026-05-06	Officer/Director Change; Bylaws Amendment; Shareholder Vote; Exhibits	5.02,5.03,5.07,9.01
2026-04-29	Earnings Release; Exhibits	2.02,9.01
2026-02-18	Results of Operations and Financial Condition; Financial Statements an	2.02,9.01
2025-10-29	Results of Operations and Financial Condition; Financial Statements an	2.02,9.01
2025-07-30	Results of Operations and Financial Condition; Financial Statements an	2.02,9.01
2025-05-07	Results of Operations and Financial Condition; Financial Statements an	2.02,9.01

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41 METHODOLOGY

Methodology. Every figure originates in InsiderStreet's production data layer and is computed deterministically by the same engines that power insiderstreet.ai. This factsheet contains no model-written text. Sections without underlying data are omitted rather than estimated.

42 DISCLOSURES

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43 DATA PROVENANCE FOR THIS REPORT sources · coverage · method

DATA DOMAIN	SOURCE	COVERAGE FOR THIS REPORT
Price & volume	market_db.historical_prices	52 rows
Fundamentals	income_statements_annual	6 rows · 2020 to 2025
Reported vs consensus	fact/earnings_calendar	24 rows · 2020-10-29 to 2026-07-29
Analyst estimates	dim/forward_estimates	3 rows · 2026-12-31 to 2028-12-31
Institutional ownership (13F)	holdings_db.institutional_ownership_summary	37 rows · 2017 to 2026
Insider transactions (Form 4)	edgar/form4	12 rows · 2026-10-01 to 2026-10-12
Proposed sales (Form 144)	edgar/form144	1 record
Beneficial ownership (13D/G)	edgar/13dg	4 rows · 2026-05-01 to 2026-08-12
Short-sale volume (FINRA)	edgar/short_volume_daily	60 rows · 2026-07-23 to 2026-10-15
Dark pool (ATS, tier 1)	edgar/darkpool_weekly	12 rows · 2026-06-15 to 2026-08-31
ETF & fund holding	etf_holdings_changelog (30d)	1 record
Peer set	stock_peers_dynamic	8 rows
Industry medians	industry_medians	1 record
Congressional trades	congress_db (House + Senate)	1 record
ESG	fact/esg_disclosures	1 record

Method. Every figure in this factsheet is looked up from a named field computed in code. It contains no model-written text.

Not covered. Short interest as a percent of float and days-to-cover are not in this data set — the short-sale figures above are FINRA volume, a flow, and cannot support squeeze or covering analysis. Options positioning and intraday data are also absent. 13F ownership is filed 45 days after quarter end and congressional trades are disclosed on a lag, so both describe a past position, not a current one.