

REDFIN

A Technology-Powered Real Estate Company

Q1 2024 Earnings Slides



Important Legal Information

This presentation contains forward-looking statements. All statements contained in this presentation other than statements of historical fact, including statements regarding our future operating results and financial position, our business strategy and plans, our market growth and trends, and our objectives for future operations, are forward-looking statements. The words “believe,” “may,” “will,” “estimate,” “continue,” “anticipate,” “intend,” “expect,” “could,” “would,” “project,” “plan,” “potentially,” “preliminary,” “likely,” and similar expressions are intended to identify forward-looking statements. We have based these forward-looking statements largely on our current expectations and projections about future events and trends that we believe may affect our financial condition, results of operations, business strategy, short-term and long-term business operations and objectives, and financial needs.

These forward-looking statements are subject to a number of risks, uncertainties, and assumptions, including those described under Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2023, as supplemented by Part II, Item 1A of our Quarterly Report on Form 10-Q for the quarter ended March 31, 2024, each of which are available on our Investor Relations website at <http://investors.redfin.com>. Moreover, we operate in a very competitive and rapidly changing environment. New risks emerge from time to time. It is not possible for our management to predict all risks, nor can we assess the effect of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make.

In light of these risks, uncertainties, and assumptions, the future events and trends discussed in this presentation may not occur and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements. Accordingly, you should not rely on forward-looking statements as predictions of future events. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee that the future results, performance, or events and circumstances reflected in the forward-looking statements will be achieved or occur. We undertake no obligation to update any of these forward-looking statements for any reason after the date of this presentation or to conform these statements to actual results or revised expectations.

This presentation also contains information using industry publications that generally state that the information contained therein has been obtained from sources believed to be reliable, but such information may not be accurate or complete. While we are not aware of any misstatements regarding the information from these industry publications, we have not independently verified any of the data from third-party sources nor have we ascertained the underlying economic assumptions relied on therein.

Q1 2024 Highlights

1

Revenue up 5% and gross profit up 22% year-over-year¹

2

Market share (by units) of 0.77% (up from 0.72% in Q4 2023)²

3

49 million average monthly visitors (compared to 50 million Q1 2023)³

4

Rentals revenue up 16%; 3rd straight quarter of positive adjusted EBITDA

5

Mortgage segment attach rate of 28% (up from 25% in Q1 2023)⁴

6

Other segment fifth consecutive quarter of positive adjusted EBITDA⁵

(1) Financial comparisons reflect results from continuing operations (excluding discontinued properties business).

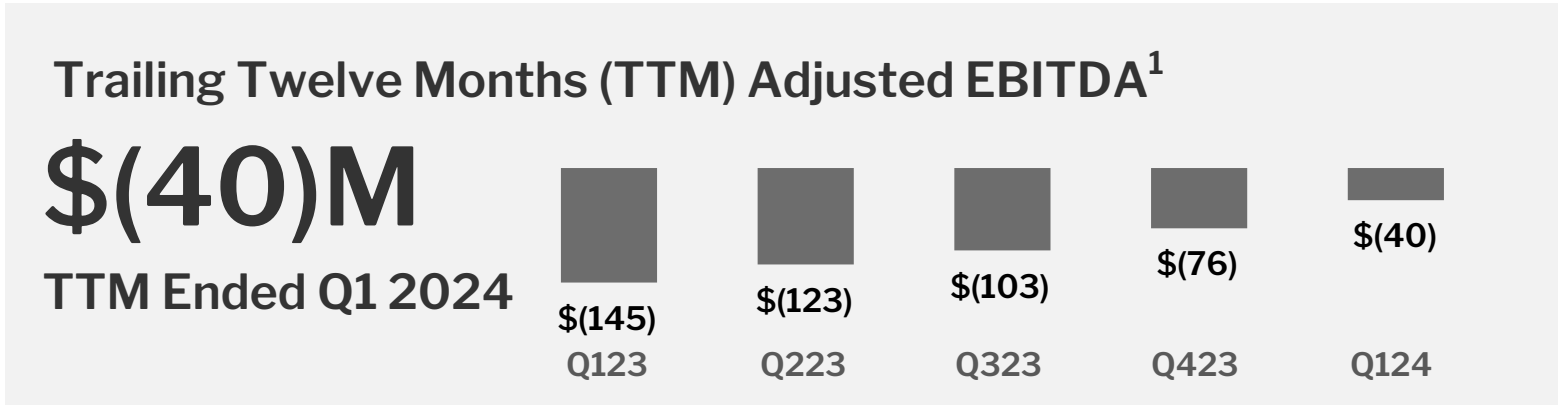
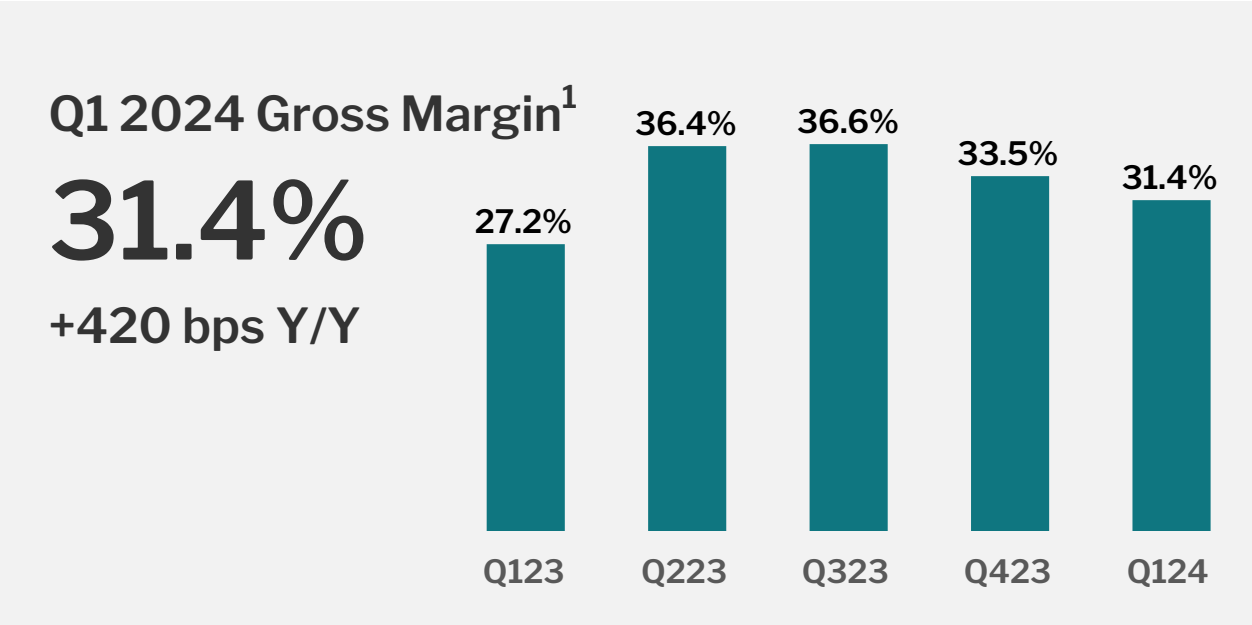
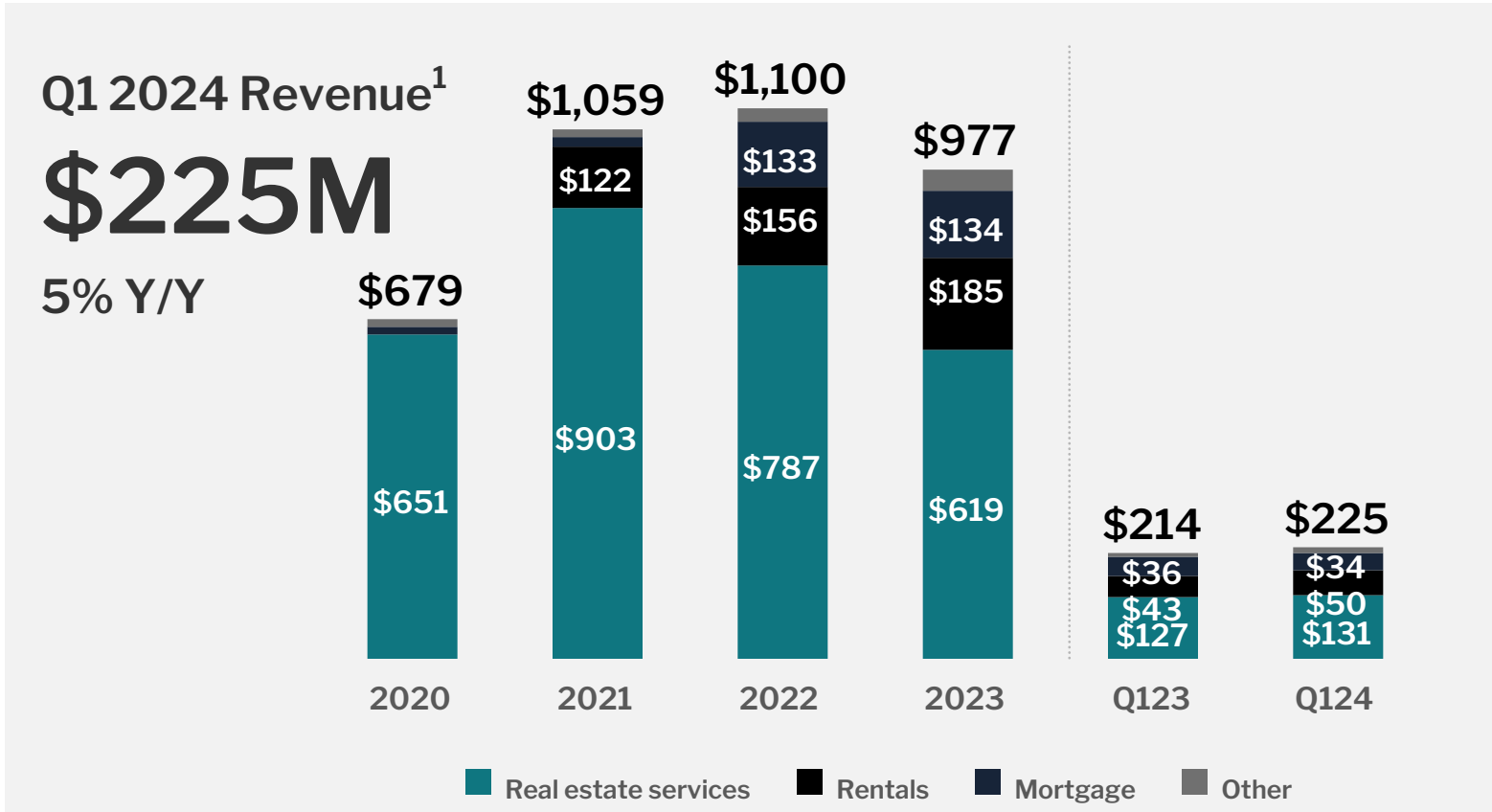
(2) Please refer to our 10-Q for additional information on how market share is calculated.

(3) Source: Google Analytics, web and mobile application visitors.

(4) Attach rate reflects total closed loans for Redfin buy-side customers divided by buy-side transactions with a mortgage (excluding cash transactions). We previously reported only the inclusive attach rate (including cash transactions), which was 22% in Q1 2024 and 20% in Q1 2023.

(5) Other segment includes our title and digital revenue businesses.

Key Financial Results



(1) Revenue, gross margin and adjusted EBITDA figures reflect results from continuing operations (excluding discontinued properties business).

Segment Profit

Q1 2024 Adjusted EBITDA

\$(28)M

Real estate services

\$(24.7)

Rentals

\$0.5

Mortgage

\$1.0

Other

\$3.3

Corp OH

\$(7.6)

Q1 2024 Net Loss

\$(67)M

Real estate services

\$(39.2)

Rentals

\$(12.7)

Mortgage

\$(0.3)

Other

\$2.8

Corp OH

\$(17.3)

Real Estate Services

Q1 2024 Revenue

\$131M

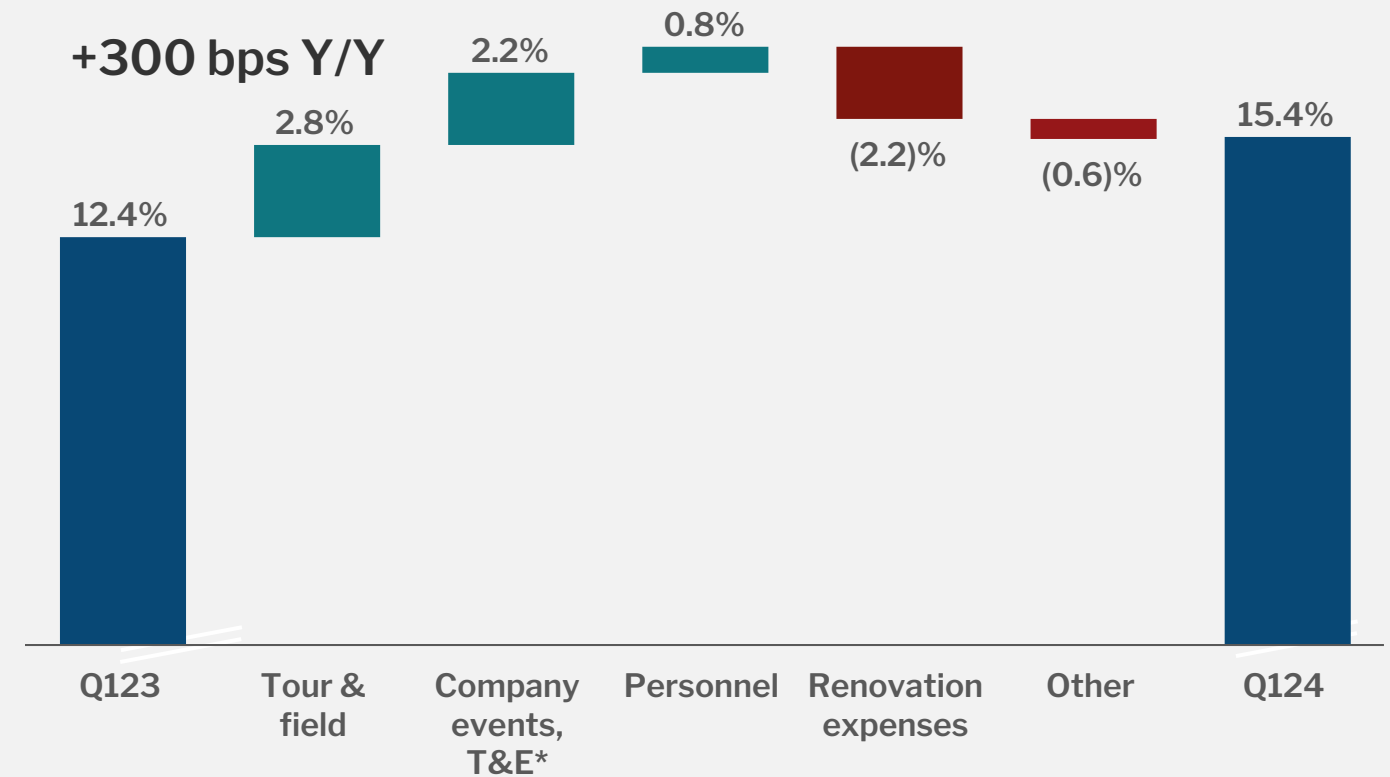
3% Y/Y

\$ Millions	Q1 2024	Q1 2023	YoY Change
Brokerage revenue	\$ 125	\$ 119	5 %
Partner revenue	6	8	(23)%
Total real estate services revenue	\$ 131	\$ 127	3 %
U.S. market share	0.77 %	0.79 %	-2 bps
Average lead agents	1,658	1,876	(12)%
Brokerage transactions	10,039	10,301	(3)%
Transactions per lead agent	6.1	5.5	11 %
Partner transactions	2,691	3,187	(16)%

Q1 2024 Gross Margin

15.4%

+300 bps Y/Y



*220 basis-point margin increase primarily related to not holding an annual company-wide event in 2024.

Rentals

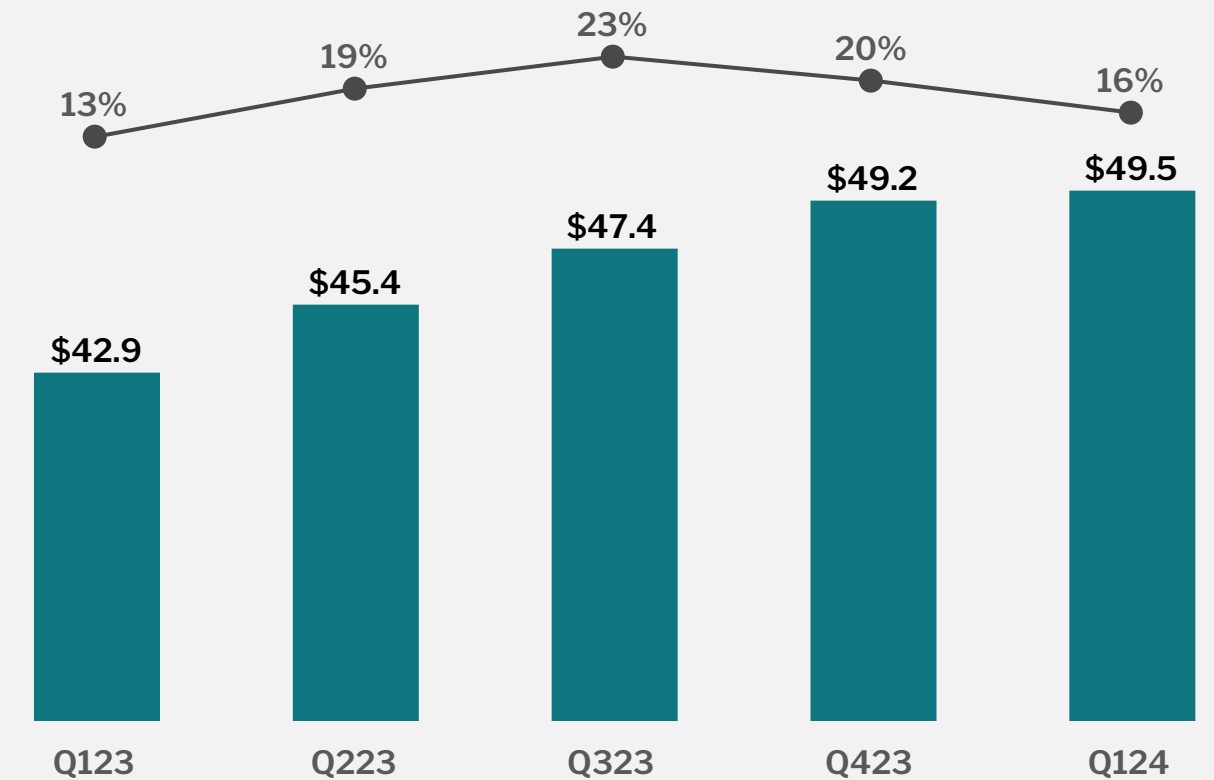
Q1 2024 Revenue

\$50M

+16%Y/Y

Q1 2024 Revenue Growth

16%



\$ Millions	Q1 2024	Q1 2023	YoY Change
Rentals revenue	\$ 50	\$ 43	16 %
Cost of revenue	11	10	17 %
Gross profit	\$ 38	\$ 33	15 %
Gross margin	76.9 %	77.2 %	-30 bps

Mortgage

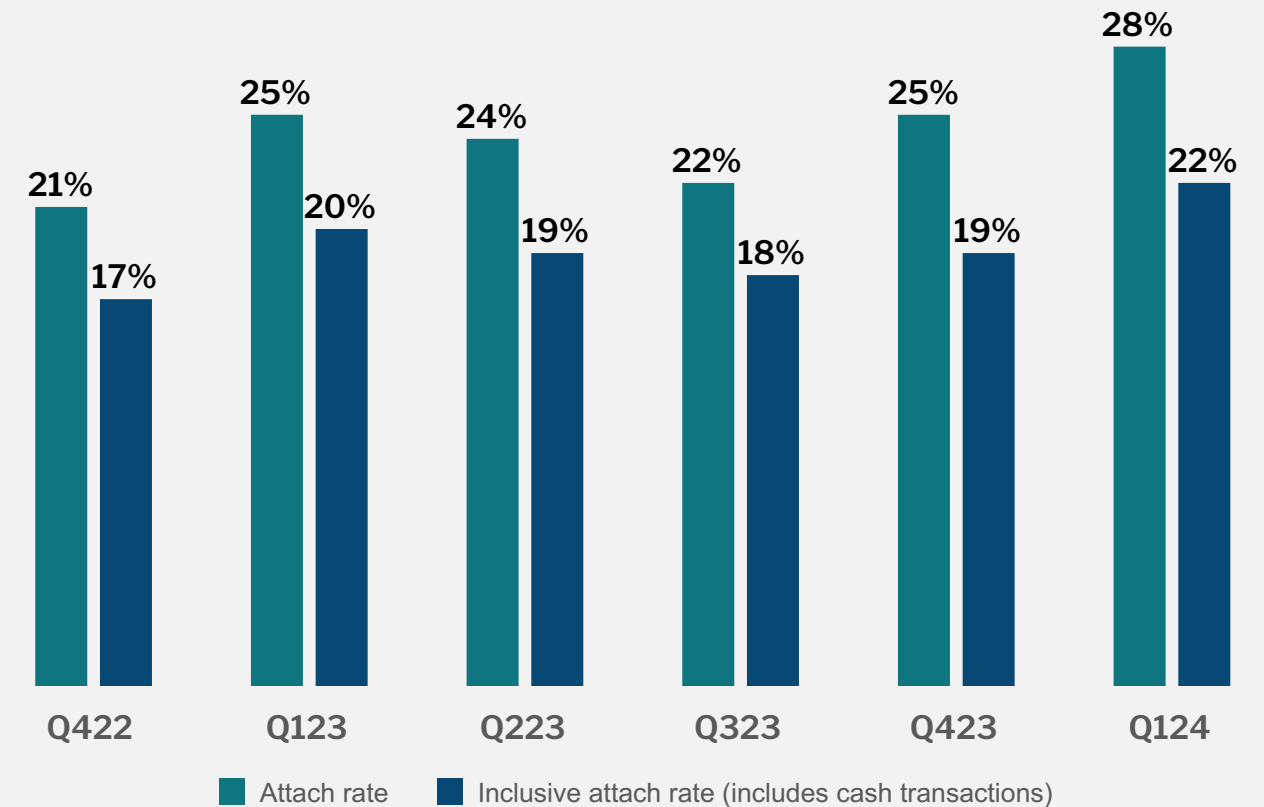
Q1 2024 Revenue

\$34M

Q1 2024 Attach Rate¹

28%

\$ Millions	Q1 2024	Q1 2023	YoY Change
Mortgage revenue	\$ 34	\$ 36	(7)%
Cost of revenue	26	29	(11)%
Gross profit	\$ 8	\$ 7	9 %
Gross margin	23.4 %	19.9 %	350 bps
Originations (\$ value, in millions)	\$ 969	\$ 991	(2)%
Originations (units, in ones)	2,365	2,444	(3)%



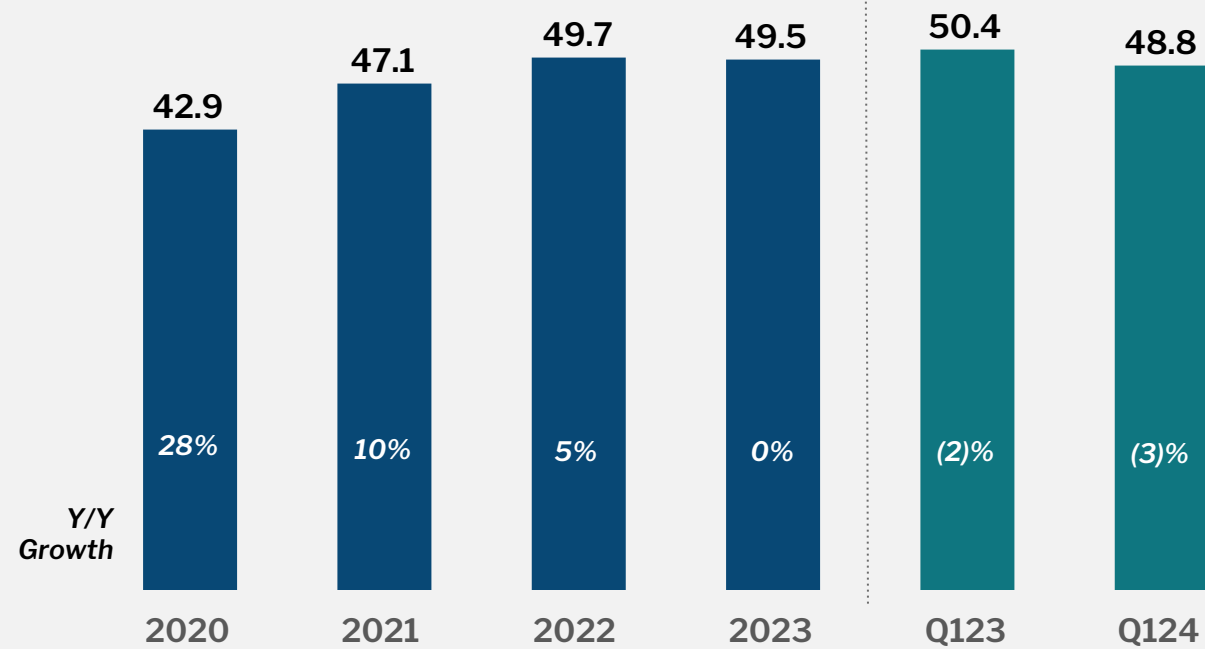
(1) Attach rate reflects total closed loans for Redfin buy-side customers divided by Redfin buy-side transactions with a mortgage (excluding cash transactions) for the period. We previously reported only the inclusive attach rate (which includes cash transactions in the denominator).

Traffic and Market Share

Q1 2024 Average Monthly Visitors

49M

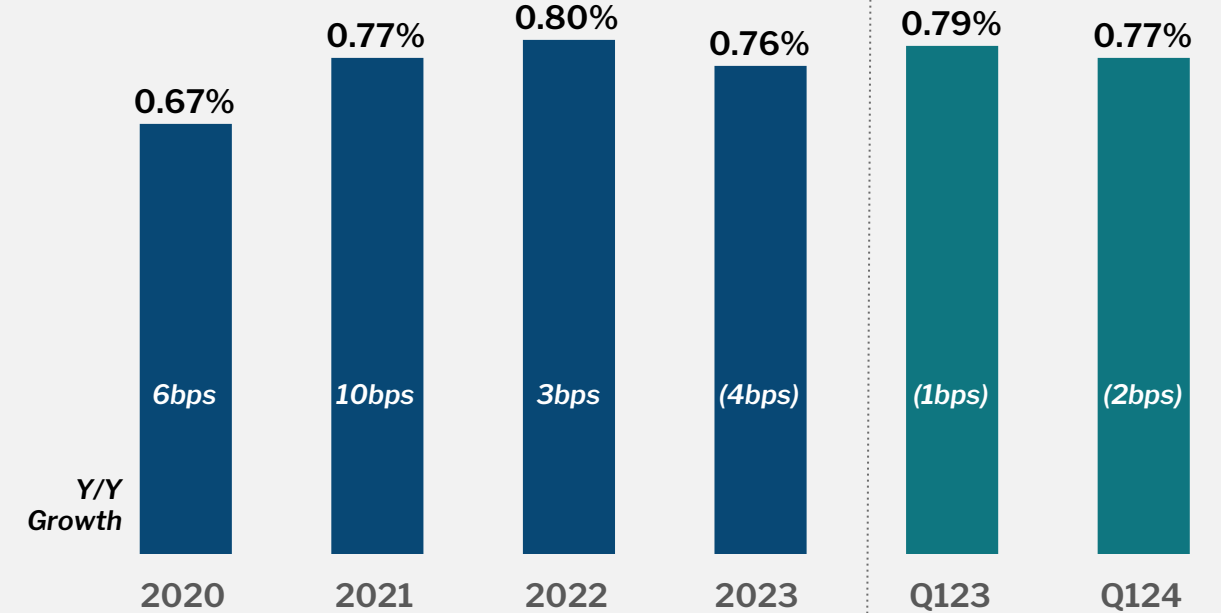
(3)% Y/Y



Q1 2024 U.S. Market Share by Units

0.77%

-2 bps Y/Y

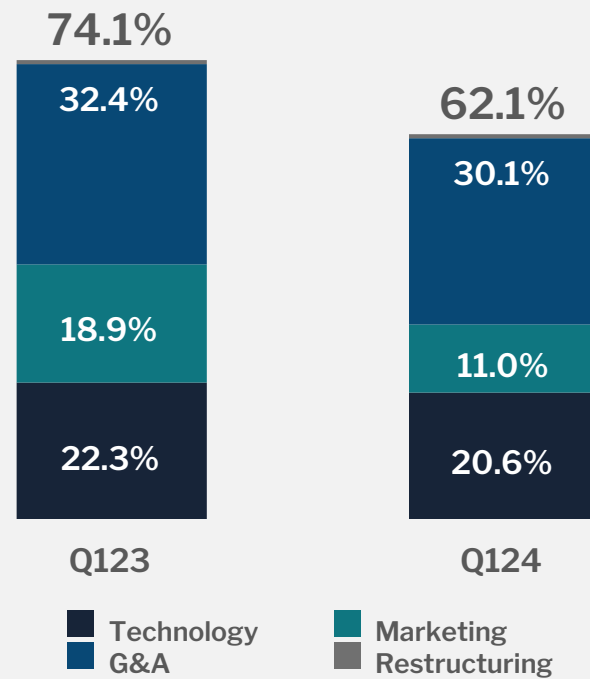


	2020	2021	2022	2023	Q123	Q124
Median Home Price	410k	455k	460k	435k	425k	445k
Average Home Price	493k	555k	557k	526k	499k	543k
Transactions (Units)	75,800	94,579	80,203	61,920	13,488	12,730

Operating Expenses

Q1 2024 % of Revenue

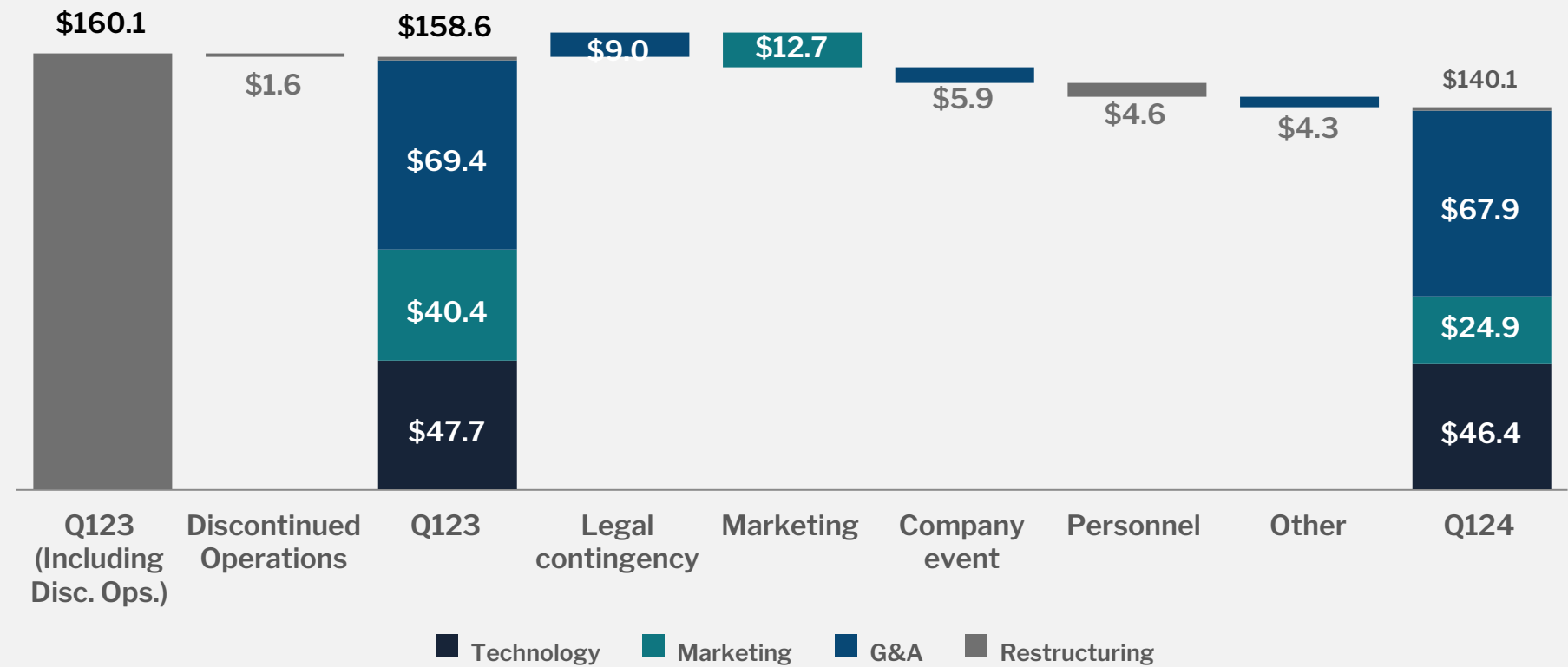
62.1%



Q1 2024 Operating Expenses

\$140M

(12)% Y/Y



Q2 2024 Outlook

\$ in millions	Low	High	Assumptions
Total Revenue	\$285	\$298	<ul style="list-style-type: none"> Year over year growth between 4% and 8% for revenue from continuing operations
Real Estate Services	180	188	<ul style="list-style-type: none"> Year over year growth between flat and 4% Gross margin of approximately 30%
Rentals	50	51	<ul style="list-style-type: none"> Year over year growth between 11% and 13%
Mortgage	39	42	<ul style="list-style-type: none"> Year over year growth between 2% and 10%
Other Revenue	16	16	<ul style="list-style-type: none"> Year over year growth between 42% and 45% Includes revenue from title, digital revenue and other revenue
Net Loss	(34)	(28)	<ul style="list-style-type: none"> Includes approximately \$41 million in total marketing expense, \$18 million in stock-based compensation, \$9 million in depreciation and amortization and \$3 million in net interest expense Quarterly dividend of 30,640 shares of common stock to our preferred shareholder
Adjusted EBITDA	(4)	2	<ul style="list-style-type: none"> Excludes \$18 million of stock-based compensation and \$9 million of depreciation and amortization and \$3 million in net interest expense

Note: Figures may not sum due to rounding. Guidance assumes, among other things, that no additional business acquisitions, investments, restructurings, convertible note or stock repurchases, or legal settlements are concluded and that there are no further revisions to stock-based compensation estimates.

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Thank You