

Redfin Reports Second Quarter 2024 Financial Results

SEATTLE--(BUSINESS WIRE)-- Redfin Corporation (NASDAQ: RDFN) today announced results for its second quarter ended June 30, 2024.

Second Quarter 2024

Second quarter revenue was \$295.2 million, an increase of 7% compared to the second quarter of 2023. Gross profit was \$109.6 million, an increase of 9% year-over-year. Real estate services gross profit was \$53.7 million, a decrease of 4% year-over-year, and real estate services gross margin was 29%, compared to 31% in the second quarter of 2023.

Net loss was \$27.9 million, compared to a net loss of \$27.4 million in the second quarter of 2023. Net loss attributable to common stock was \$28.1 million. Net loss per share attributable to common stock, diluted, was \$0.23, compared to net loss per share, diluted, of \$0.25 in the second quarter of 2023.

Adjusted EBITDA was flat, up from an adjusted EBITDA loss of \$6.9 million in the second quarter of 2023.

"In a still-declining market, Redfin grew revenues, profits and market share," said Redfin CEO Glenn Kelman. "The restructuring of our brokerage sales force, and the integration of Rent and Redfin operations, cap a series of seismic changes to increase Redfin's profitability: we had already abandoned our own loan-origination system in 2022. In 2023, we closed our iBuying business, RedfinNow, and invested in digital businesses that immediately began contributing significant profits. Our adjusted EBITDA should be about break-even this year, and we plan to be significantly profitable in the years ahead."

Second Quarter Highlights

- Second quarter market share was 0.77% of U.S. existing home sales by units, compared to 0.75% in the second quarter of 2023.
- Redfin's mobile apps and website reached nearly 52 million average monthly users, compared to 52 million the second quarter of 2023.
- Achieved a 28% mortgage attach rate in the second quarter of 2024, up 4 points from the second quarter of 2023.¹
- Sequential step-up in loyalty sales, with 37% of sales coming from loyalty customers compared to 34% in the first quarter of 2024.
- Announced our Redfin Next agent pay plan will expand to 25 additional markets in August, bringing the program to markets accounting for approximately 74% of brokerage revenues. To date, Redfin has signed more than 200 top producing agents to join the brokerage under Redfin Next.
- Launched Redfin Redesign for homeowners, helping those who have claimed their

home on Redfin use AI to redesign their spaces. We also partnered with five additional MLSs to make Redfin Redesign available for more than 240,000 for-sale listings.

- Launched products to help property managers connect with renters:
 - Self-service rental tools on Redfin.com that allow homeowners, investors, property managers and agents to list properties for rent on Redfin.
 - Rent.com photo optimization feature that uses machine learning to arrange rental listing photos to drive the most renter engagement.

(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 (includes cash transactions in the denominator), which was 22% in the second quarter of 2024, compared to 19% in the second quarter of 2023.

Business Outlook

The following forward-looking statements reflect Redfin's expectations as of August 6, 2024, and are subject to substantial uncertainty.

For the third quarter of 2024 we expect:

- Total revenue between \$273 million and \$285 million, representing a year-over-year growth between 1% and 6% compared to the third quarter of 2023. Included within total revenue are real estate services revenue between \$171 million and \$179 million, rentals revenue between \$50 million and \$51 million, mortgage revenue between \$36 million and \$39 million and other revenue between \$15 million and \$16 million.
- Total net loss is expected to be between \$30 million and \$22 million, compared to net loss of \$19 million in the third quarter of 2023. This guidance includes approximately \$29 million in total marketing expenses, \$18 million of stock-based compensation, \$9 million in depreciation and amortization, and \$6 million in net interest expense. Adjusted EBITDA is expected to be between \$4 million and \$12 million. Furthermore, we expect to pay a quarterly dividend of 30,640 shares of common stock to our preferred stockholder.

Conference Call

Redfin will webcast a conference call to discuss the results at 1:30 p.m. Pacific Time today. The webcast will be open to the public at <u>http://investors.redfin.com</u>. The webcast will remain available on the investor relations website for at least three months following the conference call.

Forward-Looking Statements

This press release contains forward-looking statements within the meaning of federal securities laws, including our future operating results, as described under *Business Outlook*. We believe our expectations related to these forward-looking statements are reasonable, but actual results may turn out to be materially different. For factors that could cause actual results to differ materially from the forward-looking statements in this press release, please see the risks and uncertainties identified under the heading "Risk Factors" in our annual report for the year ended December 31, 2023, as supplemented by our quarterly report for the quarter ended March 31, 2024, both of which are available on our Investor Relations website at http://investors.redfin.com and on the SEC website at www.sec.gov. All forward-looking statements reflect our beliefs and assumptions only as of the date of this press

release. We undertake no obligation to update forward-looking statements to reflect future events or circumstances.

Non-GAAP Financial Measure

To supplement our consolidated financial statements that are prepared and presented in accordance with GAAP, we also compute and present adjusted EBITDA, which is a non-GAAP financial measure. We believe adjusted EBITDA is useful for investors because it enhances period-to-period comparability of our financial statements on a consistent basis and provides investors with useful insight into the underlying trends of the business. The presentation of this financial measure is not intended to be considered in isolation or as a substitute of, or superior to, our financial information prepared and presented in accordance with GAAP. Our calculation of adjusted EBITDA may be different from adjusted EBITDA or similar non-GAAP financial measures used by other companies, limiting its usefulness for comparison purposes. Our adjusted EBITDA for the three and six months ended June 30, 2024 and 2023 is presented below, along with a reconciliation of adjusted EBITDA to net loss.

About Redfin

Redfin (www.redfin.com) is a technology-powered real estate company. We help people find a place to live with brokerage, rentals, lending, title insurance, and renovations services. We run the country's #1 real estate brokerage site. Our customers can save thousands in fees while working with a top agent. Our home-buying customers see homes first with on-demand tours, and our lending and title services help them close quickly. Customers selling a home can have our renovations crew fix it up to sell for top dollar. Our rentals business empowers millions nationwide to find apartments and houses for rent. Since launching in 2006, we've saved customers more than \$1.6 billion in commissions. We serve more than 100 markets across the U.S. and Canada and employ over 4,000 people.

Redfin-F

Redfin Corporation and Subsidiaries Consolidated Balance Sheets (in thousands, except share and per share amounts, unaudited)

Restricted cash Short-term investments Accounts receivable, net of allowances for credit losses of \$4,677 and \$3,234 Loans held for sale 2 Prepaid expenses 2 Other current assets 2 Total current assets 5 Property and equipment, net 5 Right-of-use assets, net 0 Mortgage servicing rights, at fair value 4 Long-term investments 6 Goodwill 4 Intangible assets, net 1 Other assets \$ 1,1 Liabilities, mezzanine equity, and stockholders' (deficit) equity 2 Current liabilities 1 Accounts payable \$ 1,2 Accrued and other liabilities 1 Warehouse credit facilities 2 Lease liabilities 3 Lease liabilities 3	756 75,522 08,460 28,002 9,872 24,424 45,303 28,389 2,695 61,349 08,832 10,492		149,759 1,241 41,952 51,738 159,587 33,296 7,472 445,045 46,431 31,763 32,171 3,149 461,349 123,284 10,456 ,153,648
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Warehouse credit facilities 2 Lease liabilities 2 Total current liabilities 3 Lease liabilities, noncurrent 3	11,612	\$	10,507
Lease liabilities 3 Total current liabilities 3 Lease liabilities, noncurrent 3	25,082		90,360
Total current liabilities 3 Lease liabilities, noncurrent 3	02,559		151,964
Lease liabilities, noncurrent	14,123		15,609
	53,376		268,440
Convertible senior notes, net, noncurrent 5	25,193		29,084
	71,077		688,737
Term loan 2	43,961		124,416
Deferred tax liabilities	642		264
Total liabilities 1,1	94,249	1,	,110,941
Series A convertible preferred stock—par value \$0.001 per share; 10,000,000 shares authorized; 40,000 shares issued and outstanding at June 30, 2024 and December 31, 2023	39,981		39,959
Stockholders' (deficit) equity			
Common stock—par value \$0.001 per share; 500,000,000 shares authorized; 121,743,620 and 117,372,171 shares issued and outstanding at June 30, 2024 and December 31, 2023,	400		447
respectively Additional paid-in capital	122		117
	65,263		826,146
Accumulated other comprehensive loss	(144)		(182)
	17,987)	((823,333)
			2,748
Total liabilities, mezzanine equity, and stockholders' (deficit) equity	52,746)	\$1,	,153,648

Redfin Corporation and Subsidiaries Consolidated Statements of Comprehensive Loss (in thousands, except share and per share amounts, unaudited)

		Three Months	End	ed June 30,		Six Months E	nde	d June 30,
		2024		2023		2024		2023
Revenue	\$	295,203	\$	275,556	\$	520,682	\$	489,639
Cost of revenue ⁽¹⁾		185,617		175,366		340,284		331,311
Gross profit		109,586		100,190		180,398		158,328
Operating expenses								
Technology and development ⁽¹⁾		42,215		47,141		88,644		94,804
Marketing ⁽¹⁾		40,260		33,033		65,138		73,436
General and administrative ⁽¹⁾		54,705		61,765		122,578		131,204
Restructuring and reorganization		1,334		6,106		2,223		7,159
Total operating expenses		138,514	_	148,045		278,583	_	306,603
Loss from continuing operations		(28,928)		(47,855)	_	(98,185)		(148,275)
Interest income		1,461		2,704		3,293		6,110
Interest expense		(6,086)		(1,766)		(10,960)		(3,688)
Income tax expense		(559)		(233)		(387)		(643)
Gain on extinguishment of convertible senior		0.014		00.000		10,000		00.050
notes		6,314		20,083		12,000		62,353
Other expense, net		(82)		(145)		(415)		(379)
Net loss from continuing operations		(27,880)		(27,212)		(94,654)		(84,522)
Net loss from discontinued operations				(146)				(3,634)
Net loss	\$	(27,880)	\$	(27,358)	\$	(94,654)	\$	(88,156)
Dividends on convertible preferred stock		(191)		(297)		(424)		(523)
Net loss from continuing operations attributable to common stock—basic and diluted	\$	(28,071)	\$	(27,509)	\$	(95,078)	\$	(85,045)
Net loss attributable to common stock—basic and diluted	\$	(28,071)	\$	(27,655)	\$	(95,078)	\$	(88,679)
Net loss from continuing operations per share attributable to common stock—basic and diluted	\$	(0.23)	\$	(0.25)	\$	(0.80)	\$	(0.77)
Net loss attributable to common stock per share —basic and diluted	\$	(0.23)	\$	(0.25)	\$	(0.80)	\$	(0.80)
Weighted-average shares to compute net loss per share attributable to common stock—basic and diluted		120,393,897		111,678,417		119,379,082		110,895,358
N. / I	•	(07.000)	¢	(07.055)	•	(0.1.05.)	•	(00.475)
Net loss	\$	(27,880)	\$	(27,358)	\$	(94,654)	\$	(88,156)
Other comprehensive income (loss)		4				(2)		(50)
Foreign currency translation adjustments Unrealized (loss) gain on available-for-sale		1				(2)		(58
debt securities				· · - ·				
		—		(17)		40		407
Comprehensive loss	\$	(27,879)	\$	(27,375)		(94,616)		(87,807)

(1) Includes stock-based compensation as follows:

	т	hree Months	Ende	d June 30,	Six Months E	nded	June 30,
		2024		2023	 2024		2023
Cost of revenue	\$	3,045	\$	3,001	\$ 5,784	\$	7,136
Technology and development		8,718		8,241	16,957		16,368
Marketing		1,349		1,254	2,780		2,499
General and administrative		5,119		5,025	10,119		10,345
Total	\$	18,231	\$	17,521	\$ 35,640	\$	36,348

Redfin Corporation and Subsidiaries Consolidated Statements of Cash Flows (in thousands, unaudited)

Adjustments to reconcile net loss to net cash provided by operating activities: 23.855 34.14 Depreciation and amortization 23.855 34.14 Stock-based compensation 35.640 36.58 Amortization of debt discount and issuance costs 1,372 2.02 Non-cash lease expense 6.164 9.55 Impairment costs - 111 Net gain on RLCs, forward sales commitments, and loans held for sale (2.196) (4.56 Change in fair value of mortgage servicing rights, net (944) 59 Gain on extinguishment of convertible senior notes (12.000) (62.35 Other 380 (1.79 Accounts receivable, net (23.926) (14.06 Inventory 114.23 Prepaid expenses and other assets 2,100 8.86 Accounts payable 1.135 2.81 Account gage servicing rights (84) (677 Proceeds from sale of mortgage servicing rights 36.803 73 Origination of mortgage servicing rights (84) (57 Proceeds from sale of ionary originated as held for sale 1,940.725 1,888.70			Six Months Ende	d June 30,
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Impairment costs — 11 Net gain on IRLOs, forward sales commitments, and loans held for sale (2,196) (4,56) Change in fair value of mortgage servicing rights, net (944) 59 Gain on extinguishment of convertible senior notes (12,000) (62,35) Other 380 (1,79) Change in assets and liabilities:	Amortization of debt discount and issuance costs		1,372	2,029
Net gain on IRLCs, forward sales commitments, and loans held for sale (2,196) (4,66) Change in fair value of mortgage servicing rights, net (944) 59 Gain on extinguishment of convertible senior notes (12,000) (62,35 Other 380 (1,79 Change in assets and liabilities: (23,928) (14,06 Accounts receivable, net (23,928) (14,06 Inventory — 114,23 Prepaid expenses and other assets 2,100 8,86 Accounts payable 1,135 2,81 Accound other liabilities, deferred tax liabilities, and payroll tax liabilities, noncurrent (6,16) (10,97) Origination of mortgage servicing rights (84) (57 Proceeds from sale of mortgage servicing rights (30,503) 73 Origination of nortgage servicing rights (30,503) 73 Origination of nortgage servicing rights (30,503) 73 Origination of loans held for sale 1,940,725 1,888,70 Purchases of proverty and equipment (6,675) (6,21 Purochases of proverty and equipment (6,675	Non-cash lease expense		6,164	9,578
Change in fair value of mortgage servicing rights, net (944) 59 Gain on extinguishment of convertible senior notes (12,000) (62,35 Other 380 (1,79) Change in assets and liabilities: (23,928) (14,06 Inventory — 114,233 Prepaid expenses and other assets 2,100 8,86 Accounts payable 1,135 2,81 Accounts payable 1,135 2,81 Accounts payable (8,116) (10,97) Origination of mortgage servicing rights (8,4) (57,79) Proceeds from sale of mortgage servicing rights 30,503 73 Origination of loans held for sale (1,989,240) (1,922,69) Proceeds from sale of loans originated as held for sale 1,940,725 1,888,70 Net cash used in operating activities 39,225 (6,5,95) Purchases of property and equipment (6,795) (6,21) Purchases of investments 39,225 (94,90) Sales of investments 39,225 59,388 Net cash provided by investing activities	Impairment costs		_	113
Gain on extinguishment of convertible senior notes (12,000) (62,35 Other 380 (1,79) Change in assets and liabilities: (23,928) (14,06) Inventory — 114,23 Prepaid expenses and other assets 2,100 8,66 Accounts payable 1,135 2,81 Accourds payable 1,135 2,81 Accourds and other liabilities, deferred tax liabilities, and payroll tax liabilities, noncurrent (8,116) (10,79) Origination of mortgage servicing rights 30,503 73 Origination of loans held for sale (1,989,240) (1,922,69) Proceeds from sale of loans originated as held for sale (1,940,725) 1,888,700 Net cash used in operating activities (53,928) (11,11) Investing activities (6,795) (6,21) Purchases of property and equipment (6,795) (6,21) Purchases of investments 39,225 65,090 Maturities of investments (6,395) 59,383 Net cash used to not share settlements on restricted stock units (940) (11,40) Borrowings from warehouse credit facilities (1,97,822)<	Net gain on IRLCs, forward sales commitments, and loans held for sale		(2,196)	(4,565
Other 380 (1,79 Change in assets and liabilities: (23,928) (14,06 Accounts receivable, net (23,928) (14,06 Inventory 114,23 Prepaid expenses and other assets 2,100 8,86 Accounts payable 1,135 2,81 Accrued and other liabilities, deferred tax liabilities, and payroll tax liabilities, noncurrent (8,116) (10,79) Origination of mortgage servicing rights (8,4) (57) Proceeds from sale of mortgage servicing rights 30,503 73 Origination of loans held for sale (1,989,240) (1,922,69) Proceeds from sale of mortgage servicing rights 30,503 73 Origination of loans held for sale (1,989,240) (1,922,69) Proceeds from sale of nortgage servicing activities (53,928) (11,11) nvesting activities (76,66 Purchases of property and equipment (6,795) (6,21) Purchases of investments (76,66 Sales of investments 39,225 65,099 Maturities of in	Change in fair value of mortgage servicing rights, net		(944)	599
Change in assets and liabilities: (23,928) (14,06 Accounts receivable, net (23,928) (14,06 Inventory — 114,233 Prepaid expenses and other assets 2,100 8,86 Accounts payable 1,135 2,81 Account of the liabilities, deferred tax liabilities, and payroll tax liabilities, noncurrent 55,360 (4,52 Lease liabilities (8,116) (10,77) Origination of mortgage servicing rights 0,814 (57) Proceeds from sale of nortgage servicing rights 30,503 73 Origination of loars held for sale (1,940,725) 1,888,70 Purchases of property and equipment (6,795) (6,21) Purchases of investments	Gain on extinguishment of convertible senior notes		(12,000)	(62,353
Accounts receivable, net(23,928)(14,06Inventory-114,23Prepald expenses and other assets2,1008,66Accounts payable1,1352,81Accrued and other liabilities, deferred tax liabilities, and payroll tax liabilities, noncurrent35,360(4,52Lease liabilities(8,116)(10,79Origination of mortgage servicing rights30,50373Origination of loans held for sale(1,989,240)(1,922,69)Proceeds from sale of nontgage servicing rights(30,50373Origination of loans held for sale1,940,7251,888,70Net cash used in operating activities(53,928)(11,11)Purchases of property and equipment(6,795)(6,21)Purchases of investments(76,865Sales of investments39,22565,099Maturities of investments6,39559,388Net cash provided by investing activities38,82541,400Financing activities1,987,8221,920,48Proceeds from the issuance of common stock pursuant to employee equity plans2,1585,566Tax payments related to net share settlements on restricted stock units(940)(11,09)Borrowings from warehouse credit facilities(1,937,227)(1,883,90)Principal payments to warehouse credit facilities(1,937,227)(1,883,90)Principal payments of debt issuance costs(2,203)-Proceeds from the issuance costs(2,203)-Proceeds from tein loan principal	Other		380	(1,794
Inventory114.23Prepaid expenses and other assets2,1008,66Accounts payable1,1352,81Accrued and other liabilities, deferred tax liabilities, and payroll tax liabilities, noncurrent35,360(4,52Lease liabilities(8,116)(10,79Origination of mortgage servicing rights30,50373Origination of loans held for sale(1,889,240)(1,922,690)Proceeds from sale of nontgage servicing rights30,503(1,922,690)Proceeds from sale of loans originated as held for sale1,940,7251,888,700Net cash used in operating activities(53,928)(11,111)Investing activities(5,795)(6,211)Purchases of property and equipment(6,795)(6,211)Purchases of investments(76,86)Sales of investments39,22565,099Maturities of investments39,22565,099Maturities of investments38,82541,400Proceeds from the issuance of common stock pursuant to employee equity plans2,1585,66Tax payments related to net share settlements on restricted stock units(1940)(11,09Borrowings from warehouse credit facilities1,987,8221,920,48Repayments of debt issuance costs(2,203)Proceeds from term loan principal(938)Proceeds from term loan principal(938)Proceeds from term loan principal(938)Proceeds from term loan principal(2)(55<	Change in assets and liabilities:			
Prepaid expenses and other assets2,1008,86Accounts payable1,1352,811Accounts payable1,1352,811Accounts payable1,1352,811Accounts payable35,360(4,52Lease liabilities(8,116)(10,79)Origination of mortgage servicing rights30,50373Origination of loans held for sale(1,989,240)(1,922,690)Proceeds from sale of loans originated as held for sale1,940,7251,888,700Net cash used in operating activities(53,928)(11,111)Investing activities(6,795)(6,21)Purchases of property and equipment(6,795)(6,21)Purchases of investments-(76,860)Sales of investments39,22565,091Maturities of investments39,22565,091Proceeds from the issuance of common stock pursuant to employee equity plans2,1585,660Tax payments related to net share settlements on restricted stock units(940)(11,09)Borrowings from warehouse credit facilities(1,937,822)1,920,483Reparment to warehouse credit facilities(1,937,27)(1,831,91)Principal payments under finance lease obligations(46)(55)Repurchases of convertible senior notes(106,953)(183,01)Proceeds from the issuance costs(2,203)-Proceeds from trem loan125,000-Proceeds from trem loan(125,000)-Proceeds from trem loan(125,000)-	Accounts receivable, net		(23,928)	(14,069)
Accounts payable 1,135 2,81 Accrued and other liabilities, noncurrent 35,360 (4,52 Lease liabilities (8,116) (10,79 Origination of mortgage servicing rights 30,503 73 Origination of loans held for sale (1,989,240) (1,922,69) Proceeds from sale of loans originated as held for sale 1,940,725 1,888,700 Net cash used in operating activities (53,928) (11,111 Investing activities (5,795) (6,21) Purchases of property and equipment (6,795) (6,21) Purchases of investments 39,225 65,093 Sales of investments 38,825 41,400 Financing activities 1,987,822 1,920,483 Proceeds from the issuance of common stock pursuant to employee equity plans 2,158 5,66 Tax payments related to net share settlements on restricted stock units (940) (11,09) Borrowings from warehouse credit facilities 1,987,822 1,920,48 Repayments to warehouse credit facilities (1,937,227) (1,883,19) Principal payments under finance lease obligations (46) (55) Repa	Inventory		—	114,232
Accrued and other liabilities, deferred tax liabilities, noncurrent 35,360 (4,52 noncurrent 35,360 (4,52 Lease liabilities (8,116) (10,79 Origination of mortgage servicing rights 30,503 73 Origination of loans held for sale (1,989,240) (1,922,69) Proceeds from sale of loans originated as held for sale 1,940,725 1,888,700 Net cash used in operating activities (5,3928) (11,11) rvesting activities (6,795) (6,21) Purchases of property and equipment (6,795) (6,22) Purchases of investments 39,225 65,099 Maturities of investments 38,825 41,400 Financing activities 38,825 41,400 Proceeds from the issuance of common stock pursuant to employee equity plans 2,158 5,66 Tax payments related to net share settlements on restricted stock units (940) (11,09 Borrowings from warehouse credit facilities 1,987,822 1,920,48 Repayments to warehouse credit facilities (106,953) (183,01 Principal payments under finance lease obligations (46) (5	Prepaid expenses and other assets		2,100	8,868
noncurrent35,360(4,52Lease liabilities(8,116)(10,79Origination of mortgage servicing rights30,50373Origination of loans neld for sale(1,989,240)(1,922,69)Proceeds from sale of loans originated as held for sale(1,989,240)(1,922,69)Proceeds from sale of loans originated as held for sale(53,928)(11,11) nvesting activities (53,928)(11,11) nvesting activities (6,795)(6,21)Purchases of property and equipment(6,795)(6,22)Purchases of investments-(76,86)Sales of investments39,22566,099Maturities of investments6,39559,383Net cash provided by investing activities38,82541,400Financing activities38,82541,400Proceeds from the issuance of common stock pursuant to employee equity plans2,1585,66Tax payments related to net share settlements on restricted stock units(940)(11,09)Borrowings from warehouse credit facilities1,987,8221,920,48Repayments leaded to net share settlements on restricted stock units(940)(11,09,53)Principal payments under finance lease obligations(46)(5Repayments of debt issuance costs(2,203)-Payments of debt issuance costs(2,203)-Proceeds from term loan125,000-Net cash provided by (used in) financing activities66,673(151,21)Cetch of exchange rate changes on cash, cash equivalents	Accounts payable		1,135	2,812
noncurrent35,360(4,52Lease liabilities(8,116)(10,79Origination of mortgage servicing rights30,50373Origination of loans neld for sale(1,989,240)(1,922,69)Proceeds from sale of loans originated as held for sale(1,989,240)(1,922,69)Proceeds from sale of loans originated as held for sale(53,928)(11,11) nvesting activities (53,928)(11,11) nvesting activities (6,795)(6,21)Purchases of property and equipment(6,795)(6,22)Purchases of investments-(76,86)Sales of investments39,22566,099Maturities of investments6,39559,383Net cash provided by investing activities38,82541,400Financing activities38,82541,400Proceeds from the issuance of common stock pursuant to employee equity plans2,1585,66Tax payments related to net share settlements on restricted stock units(940)(11,09)Borrowings from warehouse credit facilities1,987,8221,920,48Repayments leaded to net share settlements on restricted stock units(940)(11,09,53)Principal payments under finance lease obligations(46)(5Repayments of debt issuance costs(2,203)-Payments of debt issuance costs(2,203)-Proceeds from term loan125,000-Net cash provided by (used in) financing activities66,673(151,21)Cetch of exchange rate changes on cash, cash equivalents	Accrued and other liabilities, deferred tax liabilities, and payroll tax liabilities,			
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Proceeds from sale of mortgage servicing rights30,50373Origination of loans held for sale(1,989,240)(1,922,690Proceeds from sale of loans originated as held for sale1,940,7251,888,700Net cash used in operating activities(5,928)(11,111Investing activities(6,795)(6,211Purchases of property and equipment(6,795)(6,211Purchases of investments(76,866Sales of investments39,22565,092Maturities of investments38,82541,400Net cash provided by investing activities38,82541,400Financing activities38,82541,400Financing activities1,987,8221,920,483Financing activities1,987,8221,920,483Repayments related to net share settlements on restricted stock units(940)(11,099Borrowings from warehouse credit facilities1,987,8221,920,483Repayments to warehouse credit facilities(1,937,227)(1,883,191Repayments of debt issuance costs(2,203)-Principal payments of debt issuance costs(2,203)-Payment of term loan principal(938)-Payments of debt issuance costs(2,203)-Proceeds from term loan125,000-Net cash provided by (used in) financing activities66,673(151,21,21,210,98)Effect of exchange rate changes on cash, cash equivalents, and restricted cash(2)(51,221,220,258)Net cash provided by (used in) financing activities	Lease liabilities		(8,116)	(10,790)
Origination of loans held for sale(1,989,240)(1,922,690Proceeds from sale of loans originated as held for sale1,940,7251,888,700Net cash used in operating activities(53,928)(11,111)nvesting activities(6,795)(6,211)Purchases of investments-(76,866)Sales of investments39,22565,092)Maturities of investments6,39559,383Net cash provided by investing activities38,82541,403Proceeds from the issuance of common stock pursuant to employee equity plans2,1585,666Tax payments related to net share settlements on restricted stock units(940)(11,099)Borrowings from warehouse credit facilities1,987,8221,920,48Repayments to warehouse credit facilities(1,937,227)(1,883,190)Principal payments under finance lease obligations(46)(55)Repayment of deth issuance costs(2,203)-Proceeds from term loan125,000-Net cash provided by (used in) financing activities66,673(151,21)Effect of exchange rate changes on cash, cash equivalents, and restricted cash(2)(55)Reginning of period(151,000)242,244Support of period125,000-	Origination of mortgage servicing rights		(84)	(579
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Net cash used in operating activities(53,928)nvesting activities(6,795)Purchases of property and equipment(6,795)Purchases of investments	Origination of loans held for sale		(1,989,240)	(1,922,690
Net cash used in operating activities(53,928)(11,11)Investing activities(6,795)(6,21)Purchases of property and equipment(6,795)(6,21)Purchases of investments-(76,86)Sales of investments39,22565,099Maturities of investments6,39559,383Net cash provided by investing activities38,82541,400Financing activities38,82541,400Financing activities38,82541,400Proceeds from the issuance of common stock pursuant to employee equity plans2,1585,66Tax payments related to net share settlements on restricted stock units(940)(11,09)Borrowings from warehouse credit facilities1,987,8221,920,48Repayments to warehouse credit facilities(1,937,227)(1,883,19)Principal payments under finance lease obligations(46)(55)Repurchases of convertible senior notes(106,953)(183,01)Repayment of term loan principal(938)-Proceeds from term loan125,000-Net cash provided by (used in) financing activities66,673(151,21)Effect of exchange rate changes on cash, cash equivalents, and restricted cash51,568(120,98)Cash, cash equivalents, and restricted cash51,568(120,98)Cash, cash equivalents, and restricted cash51,000242,24Support of period151,000242,24	Proceeds from sale of loans originated as held for sale		1,940,725	1,888,706
nvesting activities Purchases of property and equipment (6,795) (6,21) Purchases of investments - (76,86) Sales of investments 39,225 65,095 Maturities of investments 6,395 59,383 Net cash provided by investing activities 38,825 41,400 Financing activities 38,825 41,400 Borrowings from the issuance of common stock pursuant to employee equity plans 2,158 5,66 Tax payments related to net share settlements on restricted stock units (940) (11,09) Borrowings from warehouse credit facilities 1,987,822 1,920,48 Repayments to warehouse credit facilities (106,953) (183,011) Principal payments under finance lease obligations (46) (52 Repayment of term loan principal (938) - Payments of debt issuance costs (2,203) - Proceeds from term loan <td< td=""><td></td><td></td><td>(53,928)</td><td>(11,115</td></td<>			(53,928)	(11,115
Purchases of property and equipment(6,795)(6,21Purchases of investments—(76,86Sales of investments39,22565,09Maturities of investments6,39559,38Net cash provided by investing activities38,82541,40Financing activities38,82541,40Proceeds from the issuance of common stock pursuant to employee equity plans2,1585,66Tax payments related to net share settlements on restricted stock units(940)(11,09Borrowings from warehouse credit facilities1,987,8221,920,48Repayments to warehouse credit facilities(1,937,227)(1,883,190Principal payments under finance lease obligations(46)(53Repayment of term loan principal(938)—Payments of debt issuance costs(2,203)—Proceeds from term loan125,000—Net cash provided by (used in) financing activities66,673(151,21)Effect of exchange rate changes on cash, cash equivalents, and restricted cash(2)(54Net change in cash, cash equivalents, and restricted cash(2)(54Cash, cash equivalents, and restricted cash:151,000242,244Beginning of period121,000242,244			. ,	
Purchases of investments—(76,86)Sales of investments39,22565,091Maturities of investments6,39559,381Net cash provided by investing activities38,82541,401Financing activities38,82541,401Financing activities38,82541,401Proceeds from the issuance of common stock pursuant to employee equity plans2,1585,66Tax payments related to net share settlements on restricted stock units(940)(11,09)Borrowings from warehouse credit facilities1,987,8221,920,48Repayments to warehouse credit facilities(1,937,227)(1,883,190)Principal payments under finance lease obligations(46)(55)Repayment of term loan principal(938)-Payments of debt issuance costs(2,203)-Proceeds from term loan125,000-Net cash provided by (used in) financing activities66,673(151,21)Effect of exchange rate changes on cash, cash equivalents, and restricted cash(2)(55)Cash, cash equivalents, and restricted cash51,568(120,98)Cash, cash equivalents, and restricted cash:151,000242,244Beginning of period\$122,5681121,260	-		(6,795)	(6,213
Sales of investments39,22565,099Maturities of investments6,39559,383Net cash provided by investing activities38,82541,400Financing activities38,82541,400Proceeds from the issuance of common stock pursuant to employee equity plans2,1585,660Tax payments related to net share settlements on restricted stock units(940)(11,09)Borrowings from warehouse credit facilities1,987,8221,920,48Repayments to warehouse credit facilities(1,937,227)(1,883,190)Principal payments under finance lease obligations(46)(55)Repurchases of convertible senior notes(106,953)(183,011)Repayment of term loan principal(938)-Payments of debt issuance costs(2,203)-Proceeds from true loan125,000-Net cash provided by (used in) financing activities66,673(151,21)Effect of exchange rate changes on cash, cash equivalents, and restricted cash(2)(51)Net change in cash, cash equivalents, and restricted cash51,568(120,98)Cash, cash equivalents, and restricted cash:151,000242,244S202,568121,260-			_	(76,866
Maturities of investments6,39559,383Net cash provided by investing activities38,82541,403Financing activities38,82541,403Proceeds from the issuance of common stock pursuant to employee equity plans2,1585,666Tax payments related to net share settlements on restricted stock units(940)(11,09)Borrowings from warehouse credit facilities1,987,8221,920,48Repayments to warehouse credit facilities(1,937,227)(1,883,190)Principal payments under finance lease obligations(46)(55)Repayment of term loan principal(938)-Payments of debt issuance costs(2,203)-Proceeds from term loan125,000-Net cash provided by (used in) financing activities66,673(151,21)Effect of exchange rate changes on cash, cash equivalents, and restricted cash(2)(56)Cash, cash equivalents, and restricted cash51,568(120,98)Cash, cash equivalents, and restricted cash:151,000242,244Seginning of period121,000242,244Seginning of period121,000242,244Seginning of period121,000242,244Seginning of period121,000242,244Seginning of period121,000242,244Seginning of period121,260121,260	Sales of investments		39,225	65,099
Net cash provided by investing activities38,82541,400Financing activitiesProceeds from the issuance of common stock pursuant to employee equity plans2,1585,66Tax payments related to net share settlements on restricted stock units(940)(11,09)Borrowings from warehouse credit facilities1,987,8221,920,48Repayments to warehouse credit facilities(1,937,227)(1,883,194)Principal payments under finance lease obligations(46)(53)Repayment of term loan principal(938)-Payments of debt issuance costs(2,203)-Proceeds from term loan125,000-Net cash provided by (used in) financing activities66,673(151,21)Effect of exchange rate changes on cash, cash equivalents, and restricted cash(2)(54)Cash, cash equivalents, and restricted cash51,568(120,98)Cash, cash equivalents, and restricted cash51,568(120,98)Beginning of period151,000242,244S202,568121,260	Maturities of investments			59,383
Financing activitiesProceeds from the issuance of common stock pursuant to employee equity plans2,1585,66Tax payments related to net share settlements on restricted stock units(940)(11,09Borrowings from warehouse credit facilities1,987,8221,920,48Repayments to warehouse credit facilities(1,937,227)(1,883,190Principal payments under finance lease obligations(46)(50Repurchases of convertible senior notes(106,953)(183,01)Repayment of term loan principal(938)-Proceeds from term loan(2,203)-Proceeds from term loan125,000-Net cash provided by (used in) financing activities66,673(151,21)Effect of exchange rate changes on cash, cash equivalents, and restricted cash(2)(51Cash, cash equivalents, and restricted cash:51,568(120,98)Beginning of period151,000242,244\$ 202,568121,260			38.825	41 403
Proceeds from the issuance of common stock pursuant to employee equity plans2,1585,66Tax payments related to net share settlements on restricted stock units(940)(11,09Borrowings from warehouse credit facilities1,987,8221,920,48Repayments to warehouse credit facilities(1,937,227)(1,883,190Principal payments under finance lease obligations(46)(57Repayment of term loan principal(938)-Payments of debt issuance costs(2,203)-Proceeds from term loan125,000-Net cash provided by (used in) financing activities66,673(151,21)Effect of exchange rate changes on cash, cash equivalents, and restricted cash(2)(51Net change in cash, cash equivalents, and restricted cash51,568(120,98)Cash, cash equivalents, and restricted cash:151,000242,244Seginning of period121,260121,260			30,023	41,403
Tax payments related to net share settlements on restricted stock units(940)(11,09)Borrowings from warehouse credit facilities1,987,8221,920,48Repayments to warehouse credit facilities(1,937,227)(1,883,190)Principal payments under finance lease obligations(46)(53)Repayment of term loan principal(938)-Payments of debt issuance costs(2,203)-Proceeds from term loan125,000-Net cash provided by (used in) financing activities66,673(151,21)Effect of exchange rate changes on cash, cash equivalents, and restricted cash(2)(53)Cash, cash equivalents, and restricted cash51,568(120,98)Cash, cash equivalents, and restricted cash:151,000242,244Support of period151,000242,244Support of period121,260			2 159	5 665
Borrowings from warehouse credit facilities1,987,8221,920,48Repayments to warehouse credit facilities(1,937,227)(1,883,194)Principal payments under finance lease obligations(46)(53)Repurchases of convertible senior notes(106,953)(183,011)Repayment of term loan principal(938)-Payments of debt issuance costs(2,203)-Proceeds from term loan125,000-Net cash provided by (used in) financing activities66,673(151,211)Effect of exchange rate changes on cash, cash equivalents, and restricted cash51,568(120,98)Cash, cash equivalents, and restricted cash:51,568(120,98)Beginning of period151,000242,244\$ 202,568\$ 121,260				
Repayments to warehouse credit facilities(1,937,227)(1,883,194)Principal payments under finance lease obligations(46)(57)Repurchases of convertible senior notes(106,953)(183,01)Repayment of term loan principal(938)-Payments of debt issuance costs(2,203)-Proceeds from term loan125,000-Net cash provided by (used in) financing activities66,673(151,21)Effect of exchange rate changes on cash, cash equivalents, and restricted cash(2)(51)Net change in cash, cash equivalents, and restricted cash51,568(120,98)Cash, cash equivalents, and restricted cash:51,568(120,98)Beginning of period151,000242,244\$202,568\$121,260			· · /	
Principal payments under finance lease obligations(46)(55)Repurchases of convertible senior notes(106,953)(183,01)Repayment of term loan principal(938)-Payments of debt issuance costs(2,203)-Proceeds from term loan125,000-Net cash provided by (used in) financing activities66,673(151,21)Effect of exchange rate changes on cash, cash equivalents, and restricted cash(2)(50)Net change in cash, cash equivalents, and restricted cash51,568(120,98)Cash, cash equivalents, and restricted cash:51,568(120,98)Beginning of period151,000242,244\$202,568\$121,260	-			
Repurchases of convertible senior notes(106,953)(183,01)Repayment of term loan principal(938)-Payments of debt issuance costs(2,203)-Proceeds from term loan125,000-Net cash provided by (used in) financing activities66,673(151,21)Effect of exchange rate changes on cash, cash equivalents, and restricted cash(2)(5)Net change in cash, cash equivalents, and restricted cash51,568(120,98)Cash, cash equivalents, and restricted cash:51,568(120,98)Beginning of period151,000242,244\$202,568\$121,260				•
Repayment of term loan principal(938)-Payments of debt issuance costs(2,203)-Proceeds from term loan125,000-Net cash provided by (used in) financing activities66,673(151,21)Effect of exchange rate changes on cash, cash equivalents, and restricted cash(2)(5)Net change in cash, cash equivalents, and restricted cash51,568(120,98)Cash, cash equivalents, and restricted cash:151,000242,244Beginning of period151,000242,244\$ 202,568\$ 121,260			. ,	•
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Proceeds from term loan125,000Net cash provided by (used in) financing activities66,673Effect of exchange rate changes on cash, cash equivalents, and restricted cash(2)Net change in cash, cash equivalents, and restricted cash51,568Cash, cash equivalents, and restricted cash:151,000Beginning of period151,000242,244\$ 202,568\$ 121,266				
Net cash provided by (used in) financing activities 66,673 (151,21) Effect of exchange rate changes on cash, cash equivalents, and restricted cash (2) (5) Net change in cash, cash equivalents, and restricted cash 51,568 (120,98) Cash, cash equivalents, and restricted cash: 51,568 (120,98) Beginning of period 151,000 242,244 \$ 202,568 \$ 121,260				
Effect of exchange rate changes on cash, cash equivalents, and restricted cash (2) (5) Net change in cash, cash equivalents, and restricted cash 51,568 (120,98) Cash, cash equivalents, and restricted cash: 51,000 242,240 Beginning of period \$ 202,568 \$ 121,260				
Net change in cash, cash equivalents, and restricted cash 51,568 (120,98) Cash, cash equivalents, and restricted cash: 151,000 242,240 Beginning of period \$ 202,568 \$ 121,260	Net cash provided by (used in) financing activities			
Cash, cash equivalents, and restricted cash: Beginning of period 151,000 242,240 \$ 202,568 \$ 121,260	Effect of exchange rate changes on cash, cash equivalents, and restricted cash	_	(2)	(58
Cash, cash equivalents, and restricted cash: Beginning of period 151,000 242,240 \$ 202,568 \$ 121,260	Net change in cash, cash equivalents, and restricted cash		51,568	(120,982
\$ 202 568 \$ 121 26	Cash, cash equivalents, and restricted cash:			
\$ 202 568 \$ 121 26	Beginning of period		151,000	242,246
	End of period	\$	202,568 \$	121,264

Redfin Corporation and Subsidiaries Supplemental Financial Information and Business Metrics (unaudited)

				Three Mor	ths Ended			
	Jun. 30, 2024	Mar. 31, 2024	Dec. 31, 2023	Sep. 30, 2023	Jun. 30, 2023	Mar. 31, 2023	Dec. 31, 2022	Sep. 30, 2022
Monthly average visitors (in thousands)	51,619	48,803	43,861	51,309	52,308	50,440	43,847	50,785
Real estate services transactions								
Brokerage	14,178	10,039	10,152	13,075	13,716	10,301	12,743	18,245
Partner	3,395	2,691	3,186	4,351	3,952	3,187	2,742	3,507
Total	17,573	12,730	13,338	17,426	17,668	13,488	15,485	21,752
Real estate services revenue per transaction								
Brokerage	\$ 12,545	\$ 12,433	\$ 12,248	\$ 12,704	\$ 12,376	\$ 11,556	\$ 10,914	\$ 11,103
Partner	2,859	2,367	2,684	2,677	2,756	2,592	2,611	2,556
Aggregate	10,674	10,305	9,963	10,200	10,224	9,438	9,444	9,725
U.S. market share by units	0.77%	0.77%	0.72%	0.78%	0.75%	0.79%	0.76%	0.80%
Revenue from top-10 Redfin markets as a percentage of real								
estate services revenue	56%	55%	55%	56%	55%	53%	57%	58%
Average number of lead agents	1,719	1,658	1,692	1,744	1,792	1,876	2,022	2,293
Mortgage originations by dollars (ir millions)	າ \$ 1,338	\$ 969	\$ 885	\$ 1,110	\$ 1,282	\$ 991	\$ 1,036	\$ 1,557
Mortgage originations by units (in ones)	3,192	2,365	2,293	2,786	3,131	2,444	2,631	3,720

Redfin Corporation and Subsidiaries Supplemental Financial Information (unaudited, in thousands)

		Thi	ree	Months End	led .	lune 30, 20	24		
	 eal estate services	 Rentals		Mortgage		Other		Corporate overhead	Total
				(in thou	san	ds)			
Revenue	\$ 187,569	\$ 50,927	\$	40,179	\$	16,528	\$	_	\$ 295,203
Cost of revenue	133,863	11,630		32,528		7,596			185,617
Gross profit	 53,706	 39,297		7,651		8,932		_	 109,586
Operating expenses									
Technology and development	28,920	10,417		700		965		1,213	42,215
Marketing	23,855	15,749		648		8		_	40,260
General and administrative	19,140	20,242		6,519		910		7,894	54,705
Restructuring and reorganization	_	—		—		—		1,334	1,334
Total operating expenses	 71,915	 46,408		7,867		1,883		10,441	 138,514
(Loss) income from continuing operations	(18,209)	(7,111)		(216)		7,049		(10,441)	(28,928)
Interest income, interest expense, income tax expense, gain on extinguishment of convertible senior notes, and other expense, net	14	(42)		1		180		895	1,048
Net (loss) income from continuing operations	\$ (18,195)	\$ (7,153)	\$	(215)	\$	7,229	\$	(9,546)	\$ (27,880)

		Thi	ree	Months End	ed	June 30, 20	24		
	 al estate ervices	 Rentals		Mortgage		Other		orporate verhead	 Total
				(in thou	san	ds)			
Net (loss) income from continuing operations	\$ (18,195)	\$ (7,153)	\$	(215)	\$	7,229	\$	(9,546)	\$ (27,880)
Interest income ⁽¹⁾	(14)	(51)		(2,990)		(180)		(1,217)	(4,452)
Interest expense ⁽²⁾	_			2,953		_		6,084	9,037
Income tax expense	_	38				_		521	559
Depreciation and amortization	3,116	4,972		920		242		207	9,457
Stock-based compensation ⁽³⁾	11,525	3,125		476		600		2,505	18,231
Restructuring and reorganization ⁽⁴⁾	_			_		_		1,334	1,334
Gain on extinguishment of convertible senior notes				_				(6,314)	(6,314)
Adjusted EBITDA	\$ (3,568)	\$ 931	\$	1,144	\$	7,891	\$	(6,426)	\$ (28)

(1) Interest income includes \$3.0 million of interest income related to originated mortgage loans for the three months ended June 30, 2024.

(2) Interest expense includes \$3.0 million of interest expense related to our warehouse credit facilities for the three months ended June 30, 2024.

(3) Stock-based compensation consists of expenses related to restricted stock units and our employee stock purchase program. See Note 11 to our consolidated financial statements for more information.

(4) Restructuring and reorganization expenses primarily consist of personnel-related costs associated with employee terminations, furloughs, or retention due to the restructuring and reorganization activities.

		Thi	ee N	Ionths End	led J	June 30, 20	23		
	eal estate services	 Rentals	N	lortgage		Other		orporate overhead	 Total
				(in thou	sano	ds)			
Revenue ⁽¹⁾	\$ 180,641	\$ 45,356	\$	38,426	\$	11,133	\$	_	\$ 275,556
Cost of revenue	124,447	10,427		34,266		6,226		—	175,366
Gross profit	 56,194	 34,929		4,160		4,907		_	 100,190
Operating expenses									
Technology and development	28,044	16,304		734		1,118		941	47,141
Marketing	16,004	15,938		1,054		16		21	33,033
General and administrative	20,961	25,305		6,724		1,044		7,731	61,765
Restructuring and reorganization	_	_		—		—		6,106	6,106
Total operating expenses	65,009	 57,547		8,512		2,178		14,799	148,045
(Loss) income from continuing operations	(8,815)	(22,618)		(4,352)		2,729		(14,799)	(47,855)
Interest income, interest expense, income tax expense, gain on extinguishment of convertible senior notes, and other expense, net	_	28		(91)		153		20,553	20,643
Net (loss) income from continuing operations	\$ (8,815)	\$ (22,590)	\$	(4,443)	\$	2,882	\$	5,754	\$ (27,212)

(1) Included in revenue is \$0.1 million from providing services to our discontinued properties segment.

				Thr	ree	Months End	led	June 30, 20	23			
		l estate rvices		Rentals		Mortgage		Other		Corporate overhead		Total
						(in thou	sar	ıds)				
Net (loss) income from continuing operations	\$	(8,815)	\$	(22,590)	\$	(4,443)	\$	2,882	\$	5,754	\$	(27,212)
Interest income ⁽¹⁾				(77)		(3,686)		(153)		(2,467)		(6,383)
Interest expense ⁽²⁾				—		3,990				1,766		5,756
Income tax expense		_		43		83		_		107		233
Depreciation and amortization		5,264		10,235		994		307		329		17,129
Stock-based compensation ⁽³⁾		12,297		3,709		823		561		131		17,521
Acquisition-related costs ⁽⁴⁾		—		—		—				8		8
Restructuring and reorganization ⁽⁵⁾		_		_		_				6,106		6,106
Gain on extinguishment of convertible senior notes		—		_		_		_		(20,083)		(20,083)
Adjusted EBITDA	\$	8,746	\$	(8,680)	\$	(2,239)	\$	3,597	\$	(8,349)	\$	(6,925)
	-		_		_		_		_		_	

(1) Interest income includes \$3.7 million of interest income related to originated mortgage loans for the three months ended June 30, 2023.

(2) Interest expense includes \$4.0 million of interest expense related to our warehouse credit facilities for the three months ended June 30, 2023.

(3) Stock-based compensation consists of expenses related to restricted stock units and our employee stock purchase program. See Note 11 to our consolidated financial statements for more information.

(4) Acquisition-related costs consist of fees for external advisory, legal, and other professional services incurred in connection with our acquisition of other companies.

(5) Restructuring and reorganization expenses primarily consist of personnel-related costs associated with employee terminations, furloughs, or retention due to the restructuring and reorganization activities.

		Si	хM	onths Ende	ed J	une 30, 202	4		
	 eal estate services	 Rentals		Mortgage		Other		Corporate overhead	 Total
				(in thou	san	ds)			
Revenue	\$ 318,749	\$ 100,445	\$	73,998	\$	27,490	\$	—	\$ 520,682
Cost of revenue	244,777	23,087		58,432		13,988		—	340,284
Gross profit	 73,972	 77,358		15,566		13,502			 180,398
Operating expenses									
Technology and development	57,427	25,929		1,356		1,797		2,135	88,644
Marketing	35,032	28,537		1,554		15		_	65,138
General and administrative	38,915	42,720		13,202		2,064		25,677	122,578
Restructuring and reorganization	—	—		—				2,223	2,223
Total operating expenses	 131,374	 97,186		16,112		3,876		30,035	278,583
(Loss) income from continuing operations	(57,402)	(19,828)		(546)		9,626		(30,035)	(98,185)
Interest income, interest expense, income tax expense, gain on extinguishment of convertible senior notes, and other expense, net	(32)	(35)		4		424		3,170	3,531
Net (loss) income from continuing operations	\$ (57,434)	\$ (19,863)	\$	(542)	\$	10,050	\$	(26,865)	\$ (94,654)

				Si	ix N	Ionths Ende	ed J	une 30, 2024	4			
		eal estate services		Rentals		Mortgage		Other		Corporate overhead		Total
						(in thou	sar	nds)				
Net (loss) income from continuing operations	\$	(57,434)	\$	(19,863)	\$	(542)	\$	10,050	\$	(26,865)	\$	(94,654)
Interest income ⁽¹⁾	•	(30)	•	(122)	Ŧ	(5,024)	•	(424)	•	(2,718)	•	(8,318)
Interest expense ⁽²⁾		_		_		5,038		_		10,957		15,995
Income tax expense		_		98		_		_		289		387
Depreciation and amortization		6,300		14,811		1,884		440		420		23,855
Stock-based compensation ⁽³⁾		22,913		6,463		752		1,100		4,412		35,640
Restructuring and reorganization ⁽⁴⁾		_		_		_				2,223		2,223
Gain on extinguishment of convertible senior notes		_		_		_		_		(12,000)		(12,000)
Legal contingencies ⁽⁵⁾		—		—		—		—		9,250		9,250
Adjusted EBITDA	\$	(28,251)	\$	1,387	\$	2,108	\$	11,166	\$	(14,032)	\$	(27,622)

(1) Interest income includes \$5.0 million of interest income related to originated mortgage loans for the six months ended June 30, 2024.

(2) Interest expense includes \$5.0 million of interest expense related to our warehouse credit facilities for the six months ended June 30, 2024.

(3) Stock-based compensation consists of expenses related to restricted stock units and our employee stock purchase program. See Note 11 to our consolidated financial statements for more information.

(4) Restructuring and reorganization expenses primarily consist of personnel-related costs associated with employee terminations, furloughs, or retention due to the restructuring and reorganization activities.

(5) Legal contingencies includes expenses related to material contingent liabilities resulting from litigation or other legal proceedings.

				Si	ix Mo	onths Ende	d Ju	ine 30, 202	3			
		eal estate services		Rentals	N	lortgage		Other		orporate overhead		Total
						(in thou	sano	ds)				
Revenue ⁽¹⁾	\$	307,937	\$	88,226	\$	74,915	\$	18,561	\$	_	\$	489,639
Cost of revenue		235,941		20,192		63,479		11,699		_		331,311
Gross profit	_	71,996		68,034		11,436		6,862	·			158,328
Operating expenses												
Technology and development		56,939		32,268		1,377		2,342		1,878		94,804
Marketing		41,064		30,264		2,034		26		48		73,436
General and administrative		40,579		51,607		13,653		2,097		23,268		131,204
Restructuring and reorganization		_				_				7,159		7,159
Total operating expenses		138,582		114,139		17,064		4,465		32,353		306,603
(Loss) income from continuing operations		(66,586)	_	(46,105)		(5,628)		2,397		(32,353)	_	(148,275)
Interest income, interest expense, income tax expense, gain on extinguishment of convertible senior notes, and other expense, net		_		73		(151)		268		63,563		63,753
Net (loss) income from continuing operations	\$	(66,586)	\$	(46,032)	\$	(5,779)	\$	2,665	\$	31,210	\$	(84,522)

(1) Included in revenue is \$1.2 million from providing services to our discontinued properties segment.

	Six Months Ended June 30, 2023											
	Real estate services		Rentals		Mortgage		Other		Corporate overhead			Total
	(in thousands)											
Net (loss) income from continuing operations	\$	(66,586)	\$	(46,032)	\$	(5,779)	\$	2,665	\$	31,210	\$	(84,522)
Interest income ⁽¹⁾		_		(157)		(6,176)		(268)		(5,668)		(12,269)
Interest expense ⁽²⁾		_		_		6,605		_		3,687		10,292
Income tax expense				86		151		_		406		643
Depreciation and amortization		9,696		20,387		1,982		523		1,432		34,020
Stock-based compensation ⁽³⁾		21,890		7,325		2,081		1,122		3,930		36,348
Acquisition-related costs ⁽⁴⁾		_		_		_		—		8		8
Restructuring and reorganization ⁽⁵⁾				_		_		_		7,159		7,159
Impairment ⁽⁶⁾				_		_		_		113		113
Gain on extinguishment of convertible senior notes		_				_		_		(62,353)		(62,353)
Adjusted EBITDA	\$	(35,000)	\$	(18,391)	\$	(1,136)	\$	4,042	\$	(20,076)	\$	(70,561)

(1) Interest income includes \$6.2 million of interest income related to originated mortgage loans for the six months ended June 30, 2023.

(2) Interest expense includes \$6.6 million of interest expense related to our warehouse credit facilities for the six months ended June 30, 2023.

(3) Stock-based compensation consists of expenses related to restricted stock units and our employee stock purchase program. See Note 11 to our consolidated financial statements for more information.

(4) Acquisition-related costs consist of fees for external advisory, legal, and other professional services incurred in connection with our acquisition of other companies.

(5) Restructuring and reorganization expenses primarily consist of personnel-related costs associated with employee terminations, furloughs, or retention due to the restructuring and reorganization activities.

(6) Impairment consists of an impairment loss due to subleasing one of our operating leases.

Reconciliation of Adjusted EBITDA Guidance to Net Loss Guidance (unaudited, in millions)

	Three months ending September 30, 2024			
	Low	High		
Net loss	(30)	(22)		
Net interest expense	6	6		
Depreciation and amortization	9	9		
Stock-based compensation	18	18		
Adjusted EBITDA	4	12		

Note: Figures may not sum due to rounding.

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