CoStar Group™

First Quarter 2024 Investor Presentation



Legal Disclaimer

Certain information in this presentation includes "forward-looking statements" within the meaning of federal securities laws, including financial projections of CoStar Group, Inc. ("CoStar Group" or the "Company"), addressable markets, statements about management's plans, growth strategy, goals and objectives for future operations and similar statements regarding expected future events. These statements are not guarantees of future performance and involve risks and uncertainties that could cause actual results to differ materially.

Factors that could cause or contribute to such differences include: general economic conditions; the risk that our projections about revenue, EBITDA, Adjusted EBITDA, net income per share, Non-GAAP net income, Non-GAAP net income per share, site traffic or the number of users on our sites are not as expected; product development and releases; planned sales and marketing activities and investments; the anticipated benefits of completed or proposed acquisitions; trends in customer behavior; effective tax rates; the anticipated benefits of cross-selling efforts; planned service enhancements; legal and regulatory issues; methods that we use to measure unique visitors to our portals, including Google Analytics, may misstate the actual number of unique persons who visit our network of mobile applications and websites for a given changes in accounting policies or practices and current economic conditions, including the potential impacts of the COVID-19 pandemic, on the commercial real estate industry and our customer base. Additionally, annualization of historical results from short periods of time or small sample sizes may differ materially from actual results realized in future periods and may not take into account other future market conditions that may negatively affect those results.

More information about potential risks that could cause actual results to differ from those contemplated by the forward-looking statements is included in our filings with the Securities Exchange Commission (the "SEC"), including our most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. All forward-looking statements are based on information available to us on the date of this presentation, and we assume no obligation to publicly update such statements whether as a result of new information, future events or otherwise.

This presentation includes certain non-GAAP financial measures, including EBITDA, Adjusted EBITDA, Adjusted EBITDA margin, Non-GAAP Net Income, Non-GAAP Net Income per Share, Organic Revenues and Acquired Revenues, which are used by our management and board of directors to measure operating performance and trends and to prepare our annual budget. You should not consider these measures in isolation or as a substitute for analysis of our results as reported under GAAP. Reconciliation tables and other important information about the Company's financial results and operating metrics used herein are included in the Appendix to this presentation. This presentation also contains estimates and statistical data made by independent parties and by CoStar Group related to market size, the housing rental market, agent users, site traffic, growth and other data about CoStar Group's industry and performance. These data involve a number of assumptions and limitations, which may significantly impact their accuracy, and you are cautioned not to give undue weight to such estimates. Projections, assumptions and estimates of future performance are necessarily subject to a high degree of uncertainty and risk.

This presentation is not an offer or a solicitation of an offer to purchase any securities.



CoStar Group™

First Quarter 2024 Highlights

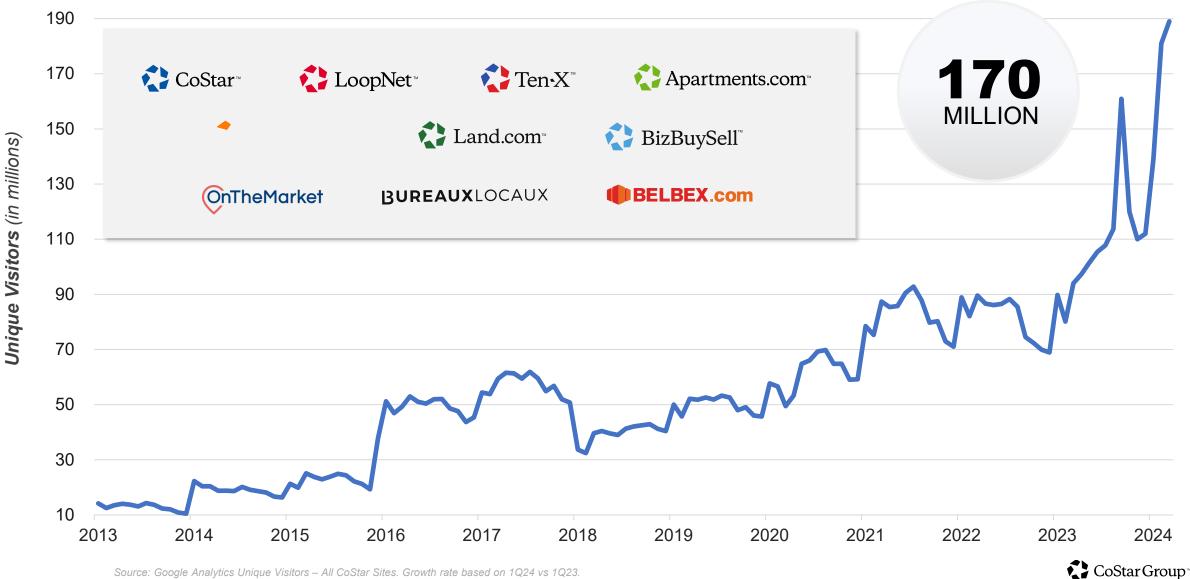


First Quarter 2024 Highlights

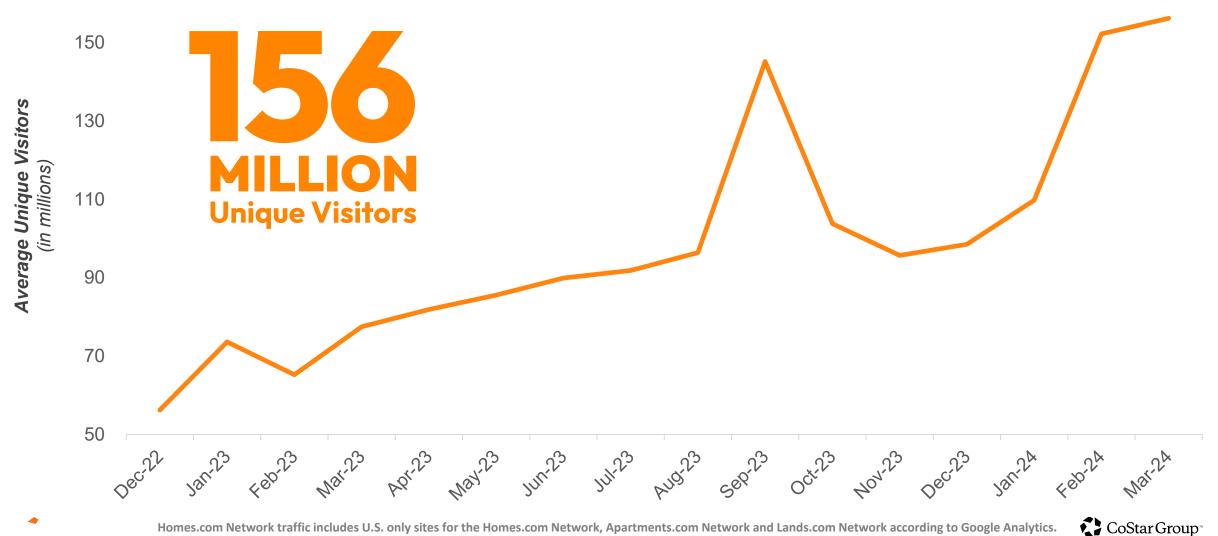
- First quarter 2024 revenue of \$656 million increased 12% year-over-year, exceeding the high end of our guidance range
- CoStar annual run rate revenue crossed \$1 billion in the first quarter, joining Apartments.com as our first two billion-dollar businesses
- Record annualized net new bookings of \$86 million, with the commercial business bookings representing 60% and the residential business contributing 40%
- Traffic to CoStar Group sites reached a record 170 million quarterly average monthly unique visitors, an increase of 93% year-over-year
- Homes.com Network traffic reached 140 million quarterly average monthly unique visitors in the first quarter with a record of 156 million unique visitors in March, an increase of 102% year-overyear
- Reached definitive agreement to acquire Matterport, Inc. (NASDAQ: MTTR) for \$2.75 per share in cash and \$2.75 per share in CoStar Group common stock, for ~\$1.6 billion of enterprise value



Traffic Growth Accelerating 93% Year over Year in Q1 2024



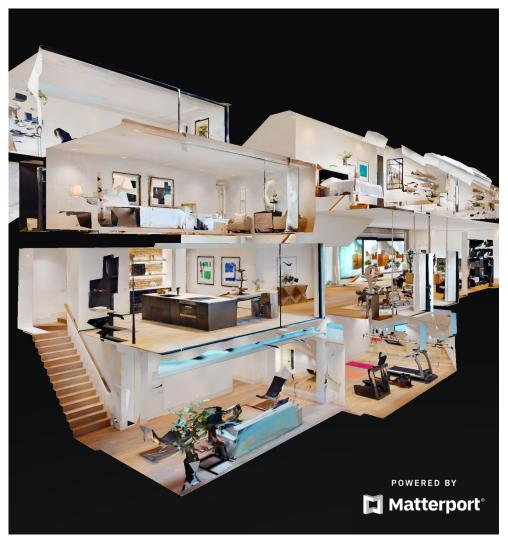
Traffic to our Homes.com Network Reaches 156M Unique Visitors in March



Homes.com Network traffic includes U.S. only sites for the Homes.com Network, Apartments.com Network and Lands.com Network according to Google Analytics.

Matterport[®] Acquisition Announced April 22nd, 2024

- Matterport is the global leader in immersive 3D digital twins and artificial intelligence for the real estate industry
- CoStar Group agreed to acquire all outstanding shares of Matterport, Inc. for \$2.75 per share in cash and \$2.75 per share in CoStar Group common stock. Estimated enterprise value of \$1.6 billion
- Matterport library of spatial property data includes over 12 million spaces captured in 177 countries, representing more than 38 billion square feet of digital property under management
- CoStar Group currently has close to 300,000 Matterport digital twins available in the CoStar product, Apartments.com and LoopNet marketplaces
- Revenue for the year ending December 31, 2023 was \$158 million, with a five-year revenue compounded annual growth rate of 31%. 60% of revenue is subscription based, renewing at high annual rates
- Transaction is subject to shareholder approval and customary closing conditions and is expected to be completed during the year







First Quarter 2024 Results

	First Quarter
Revenue	\$656 million 12% year-over-year growth
Adjusted EBITDA	\$12 million
Net new bookings	\$86 million
Net income	\$7 million \$0.02 per diluted share
Non-GAAP net income	\$42 million \$0.10 per diluted share





2024 Outlook

	Second Quarter	Full Year
Revenue	\$674 million to \$679 million 11% to 12% year-over-year growth	\$2.76 billion to \$2.77 billion 12% to13% year-over-year growth
Adjusted EBITDA	\$5 million to \$10 million 1% margin	\$185 million to \$205 million 7% margin
Net income	\$1 million to \$5 million \$0.00 to \$0.01 per diluted share	\$97 million to \$112 million \$0.24 to \$0.27 per diluted share
Non-GAAP net income	\$36 million to \$39 million \$0.09 to \$0.10 per diluted share	\$238 million to \$253 million \$0.58 to \$0.62 per diluted share



CoStar Group™

Company Overview

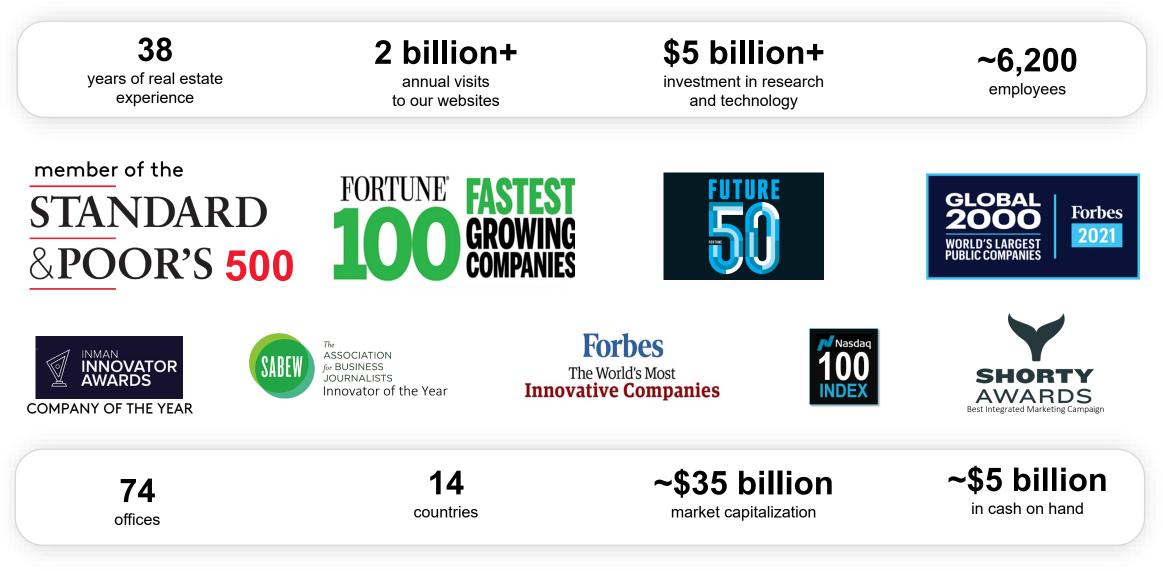


MISSION STATEMENT

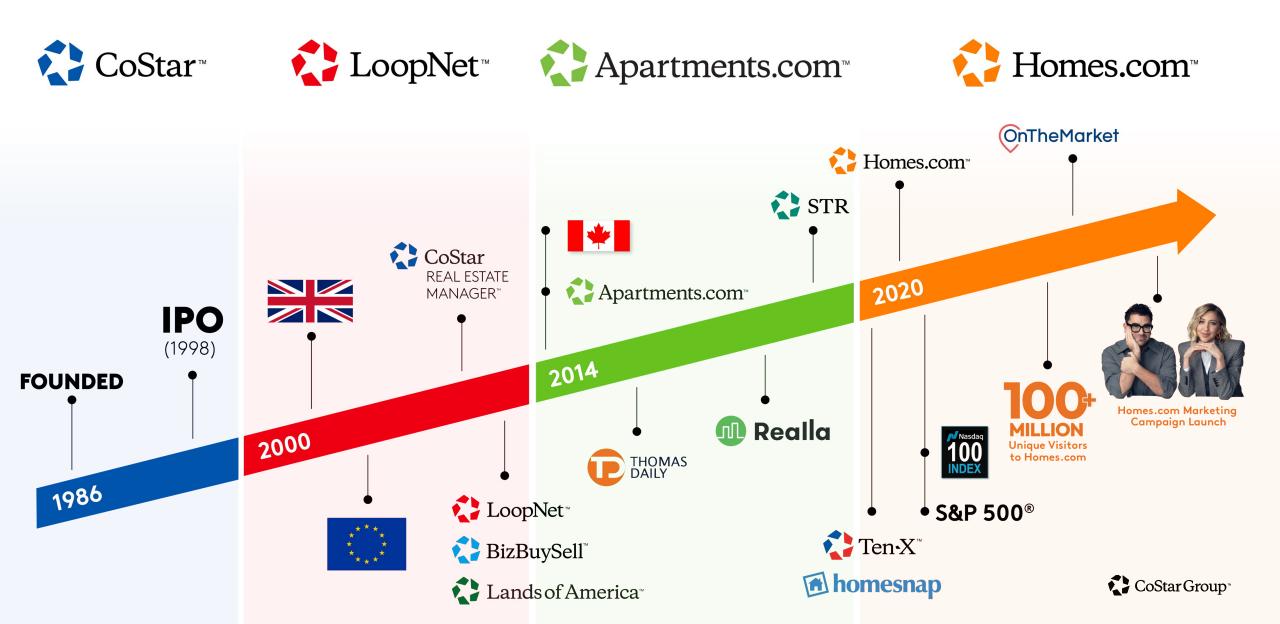
We are digitizing the world's real estate, empowering all people to discover properties, insights, and connections that improve their businesses and lives.



CoStar Group is the Global Leader in Digitizing Real Estate



38 Years of Growth and Innovation



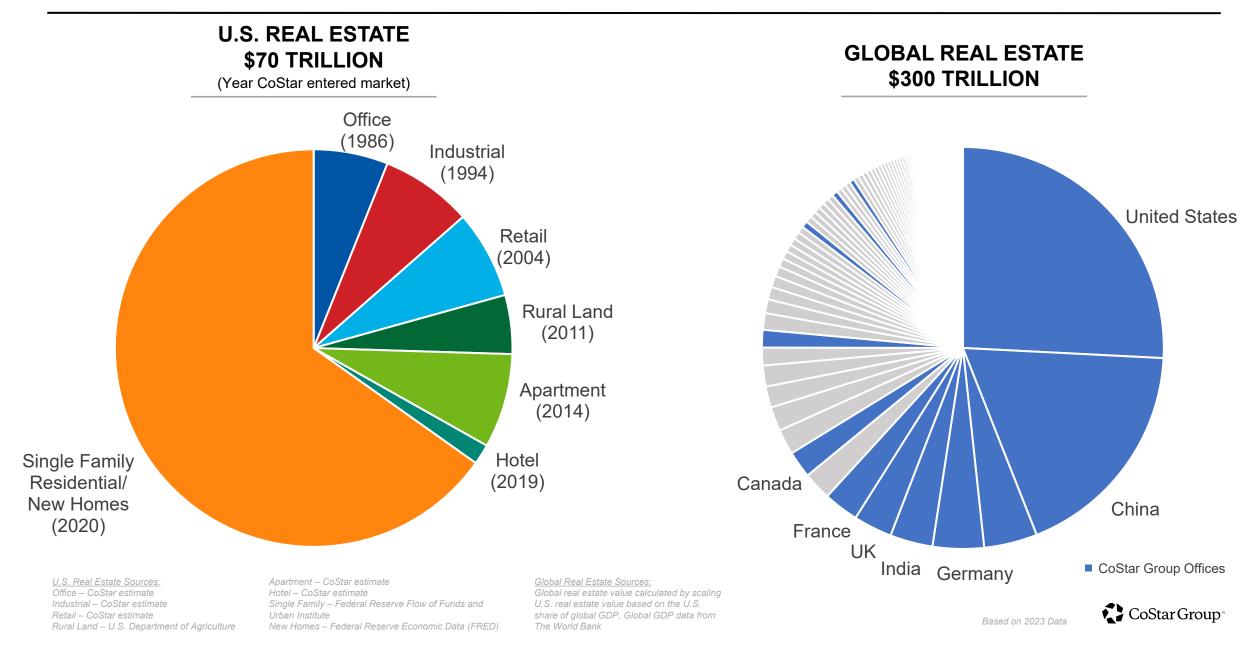
A Global Leader in the Digital Transformation of the \$300+ Trillion Real Estate Industry

- Long growth runway: Global addressable market for real estate information and marketplaces estimated at > \$100 billion.
- **Strong competitive position**: Massive proprietary dataset built over 38 years with > \$5 billion invested in research.
- Leading Property Marketplaces: Hundreds of millions shop our online real estate marketplaces.
- Successful growth track record: 52 consecutive quarters of doubledigit revenue growth, both organic and through acquisitions.
- Attractive financial model: 96% subscription revenue. 90% renewal rates. Strong margins, high free cash flow and a fortress balance sheet.

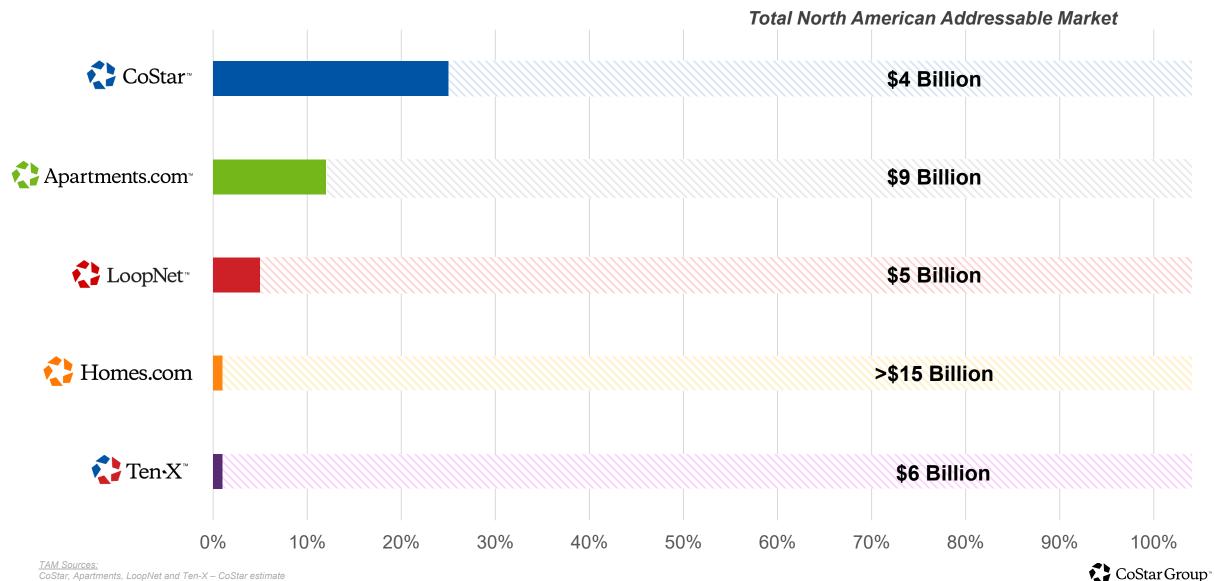
*All data as of March 31, 2024. Subscription revenue includes all contracts regardless of term. Renewal rate is for the trailing twelve months as of March 31, 2024, for contracts with 12 month or longer terms.



Global Real Estate: A \$300 Trillion Asset Class

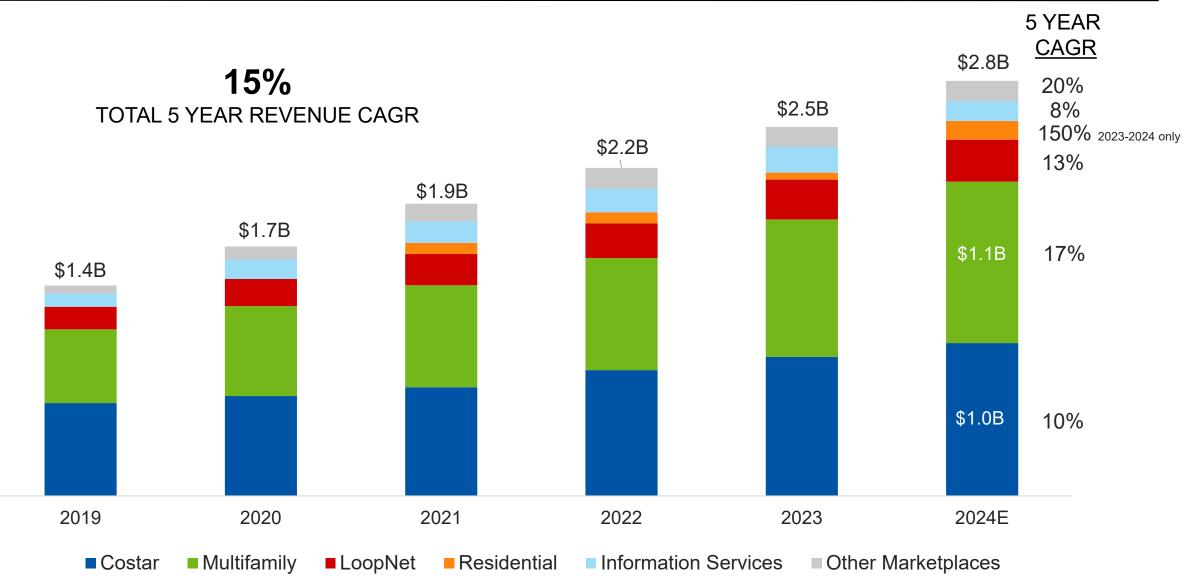


~\$40B North American Addressable Market, Global Market > \$100B



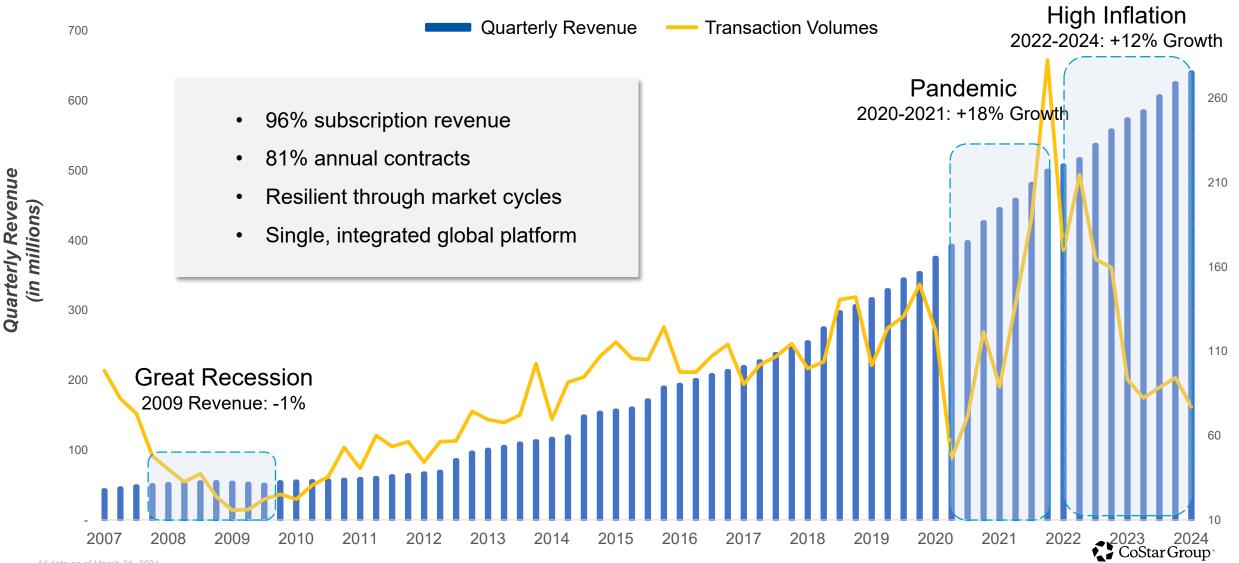
Homes.com – extrapolation of Borrell Associates "2019 Real Estate Advertisement Outlook" combined with CoStar estimate

Strong Double-Digit Growth with Two Brands Over \$1 Billion

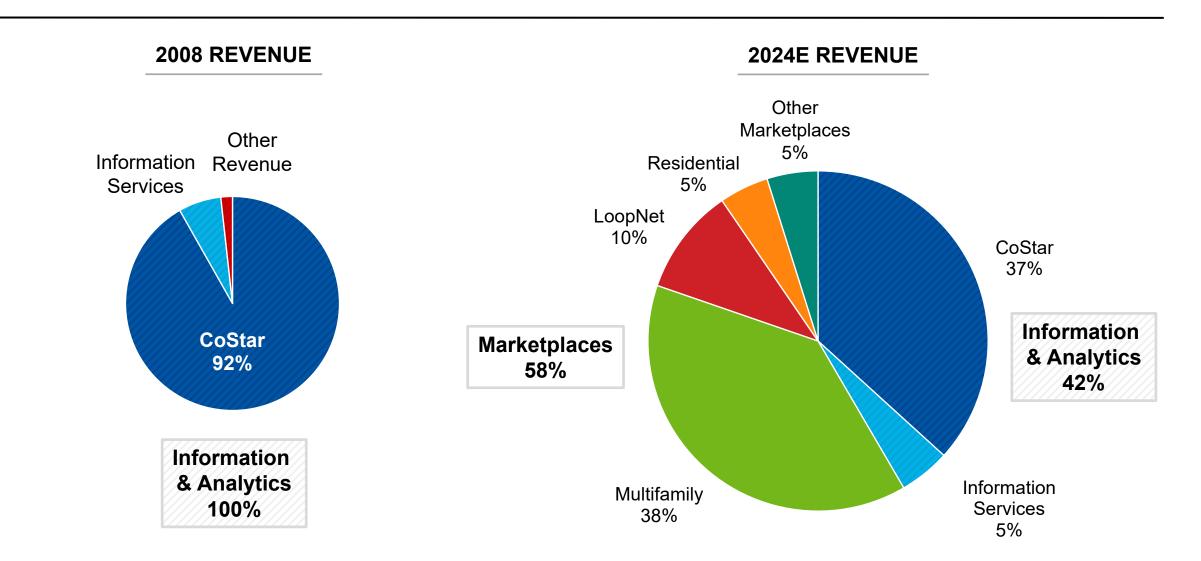




52 Consecutive Quarters of Double-Digit Revenue Growth Regardless of Commercial Property Transaction Volumes

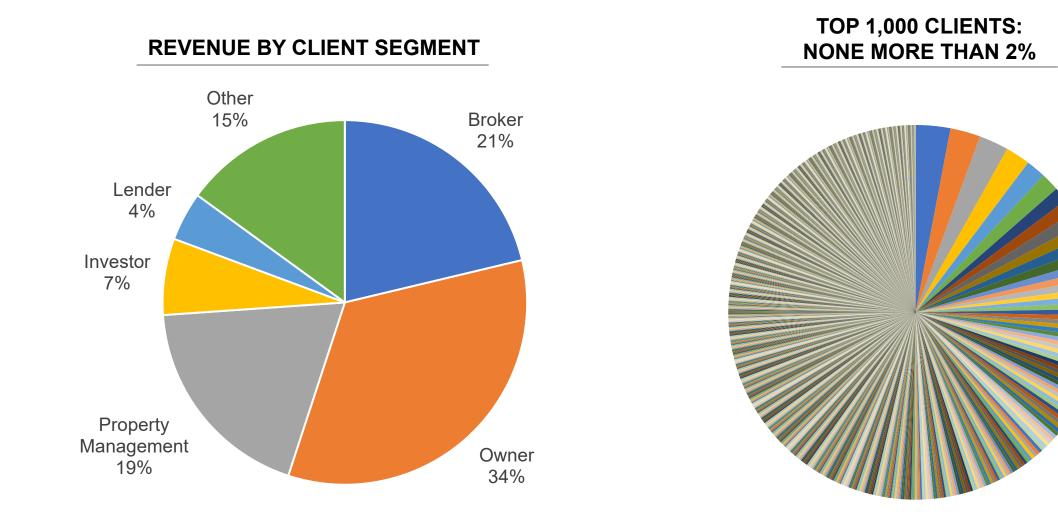


More Diversified with More Countercyclical Business Mix Since the Great Recession



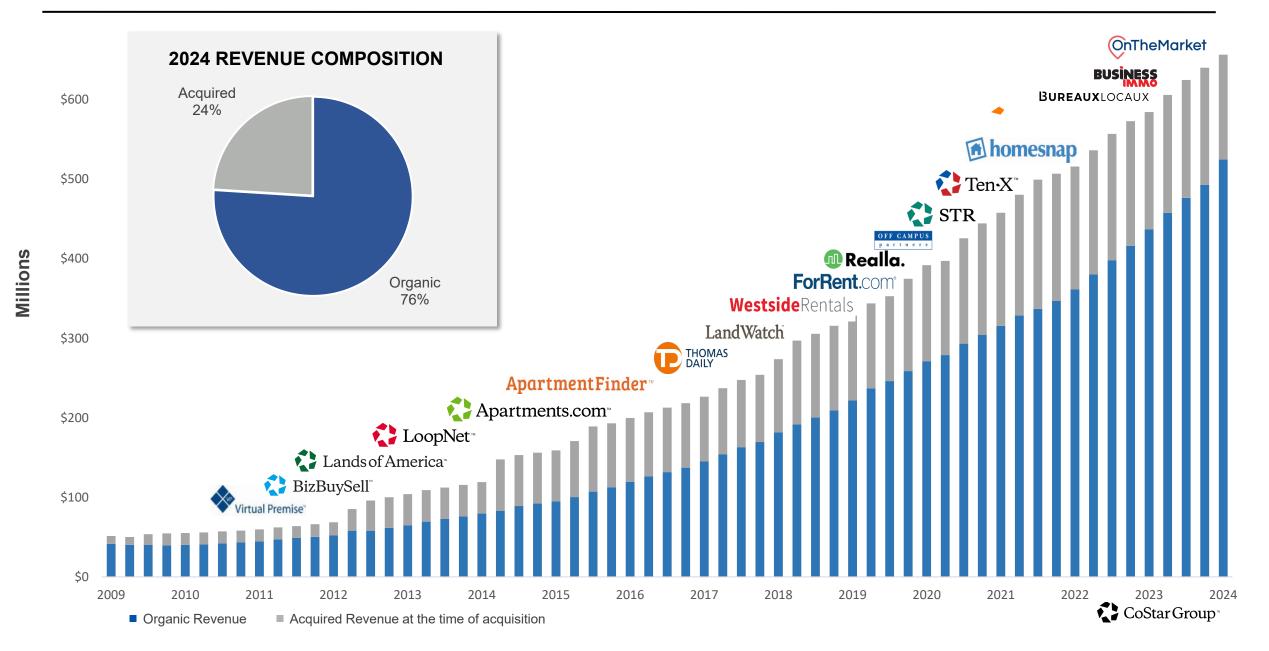


Diversified Client Base with Minimal Concentration





Successful Acquisition and Integration Track Record



High Growth, High Margin Subscription Business Model

	23% Revenue CAGR since IPO 24 years ago	
Double-Digit Revenue Growth	CoStar and Apartments.com reached \$1 billion in annual run rate revenue	
	 Apartments.com revenue growth of 20%+ for five consecutive quarters 	
Predictable Subscription Services Revenue	✓ 96% subscription revenue with 81% annual contracts	
	✓ 94% renewal rate for clients > 5 years	
	 Double-digit revenue growth for 52 straight quarters 	
Strong Operating Leverage		
	 ✓ 78% gross margin 	
	 Commercial information and marketplace businesses 40%+ margins 	
Highly Cash Generative with Strong Balance Sheet	 Net cash provided by operating activities of \$490 million for 2023 	
	✓ ~\$5 billion cash versus \$1 billion of debt	



The fastest growing U.S. residential marketplace



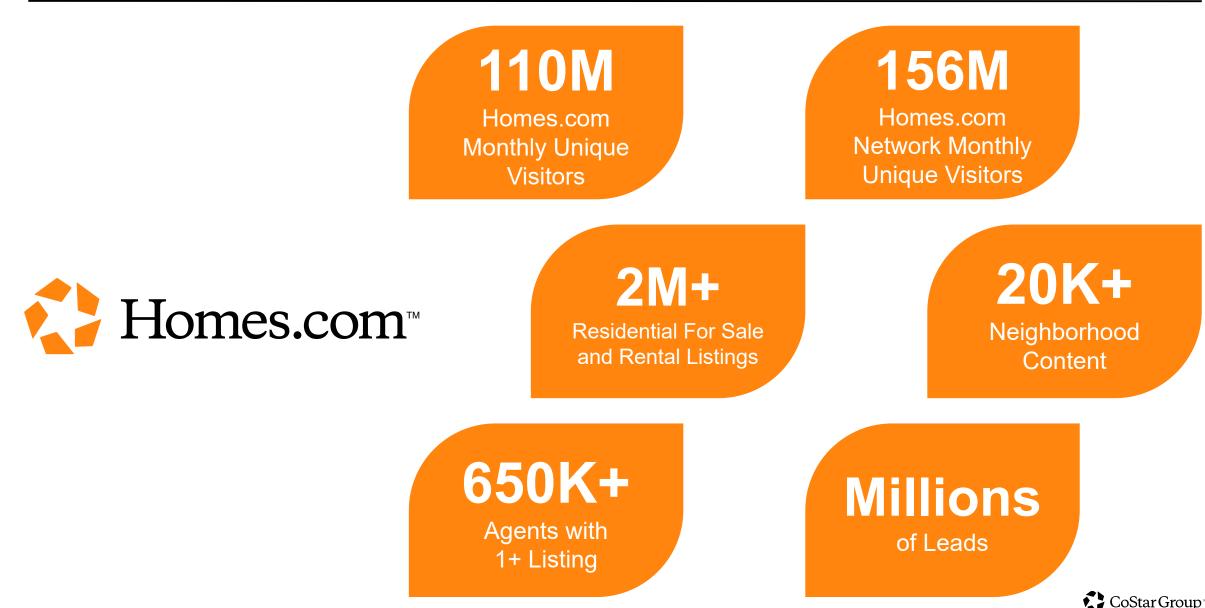
Our Vision

Establish Homes.com as the #1 residential real estate marketplace





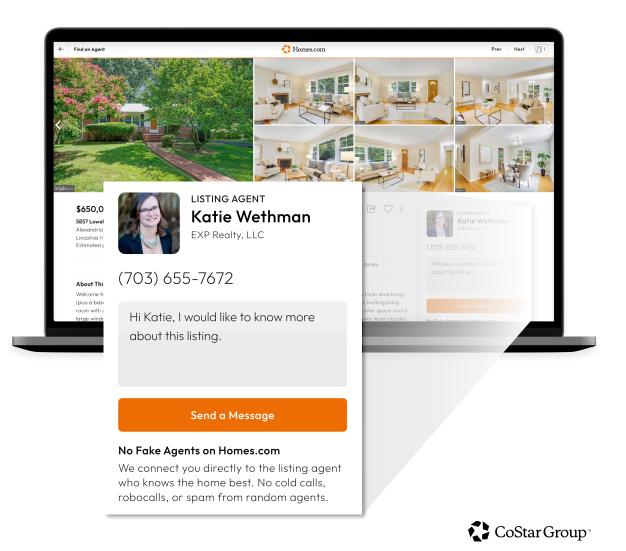
Homes.com by the Numbers



* Sources: The Homes.com site surpassed 110 million monthly unique visitors and the Homes.com Network exceeded 156M, according to Google Analytics for March 2024. All other based on Internal data as of April 2024.

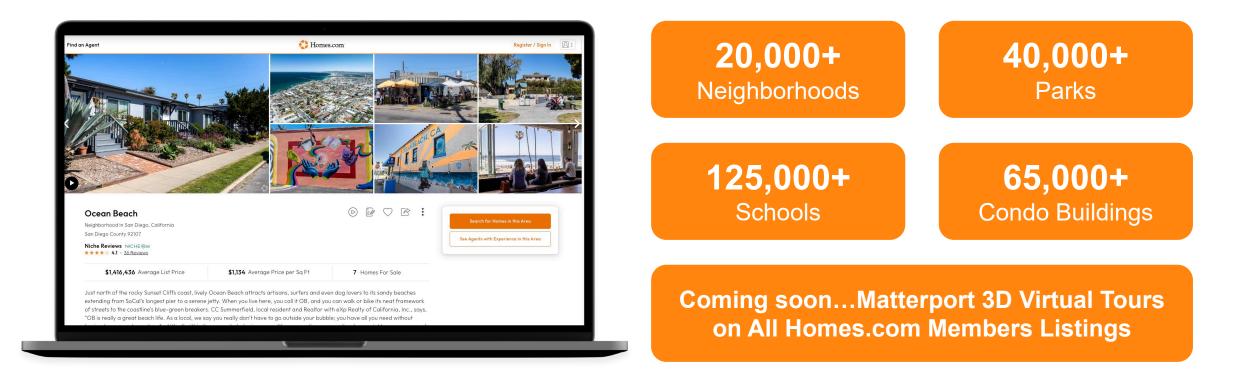
A Better Business Model – "Your Listing, Your Lead"

- Only Homes.com connects you to the listing agent who knows the home best
- No cold calls, robocalls, or spam from random agents
- Competitor models monetize buyer agency, taking one third of agent's commissions
- Homes.com is providing millions of leads to listing agents to help sell the home



Our Proprietary Content Sets Us Apart. Consumers Aren't Just Looking for a Home, They're Looking for a Community.

Homes.com is digitizing rich content for communities across the U.S.





The Real Estate Portals Adhering to the Your Listing Your Lead Principal are the Most Successful



Billions in Net income (loss) for 10-year period from 2014-2023 from publicly filed financial statements. When full year 2023 was not available, trailing twelve months was used.



"We've done your home work."



2024 Supercharged Marketing Campaign

BIGGEST Real Estate Campaign Ever

Working on behalf of the industry to help agents sign more buyer and seller agreements, drive demand for their listings and close more transactions.

80

BILLION

impressions

Over a BILLION DOLLARS invested Reaching 90% of households

4

Homes.com is *EVERYWHERE*.

No other competitors come close to our investment to drive leads to <u>all agents</u>





Homes.com Unaided Brand Awareness up 6x in 6 Months to 24%





Investing to Create the #1 Residential Portal in the UK

- Average monthly unique visitors up 107% year-over-year
- ✓ Listings up 40% year-over-year
- ✓ Agent advertisers now over 15,000
- ✓ Leads have grown 50% year-over-year



Apartments.com[™]

Discover your new home. Helping 100 million renters find their perfect fit.

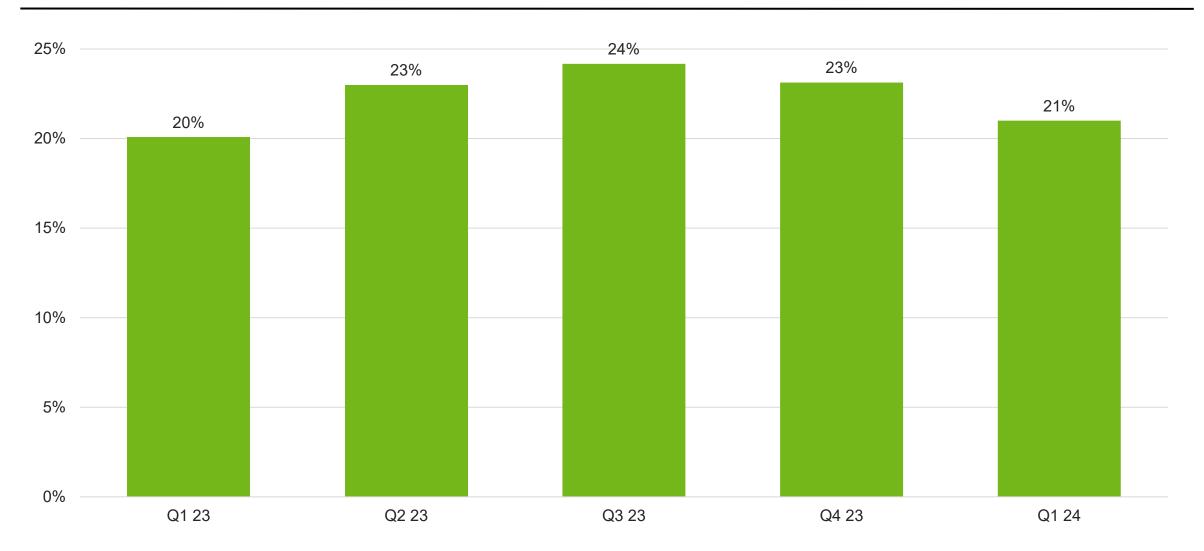


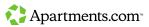
Apartments.com by the Numbers



*All data as of 3/31/24. Revenue Run Rate based on first quarter 2024 annualized.. Traffic data for Apartments.com Network from Google Analytics 1Q24.

Apartments.com delivers five straight quarters of 20%+ organic growth







Our Biggest Customer Count Ever!

123

1. Harris

Colorado Marine

12-375

Sugar

13-156

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NO UNON COM

60x # \$104x 3.50

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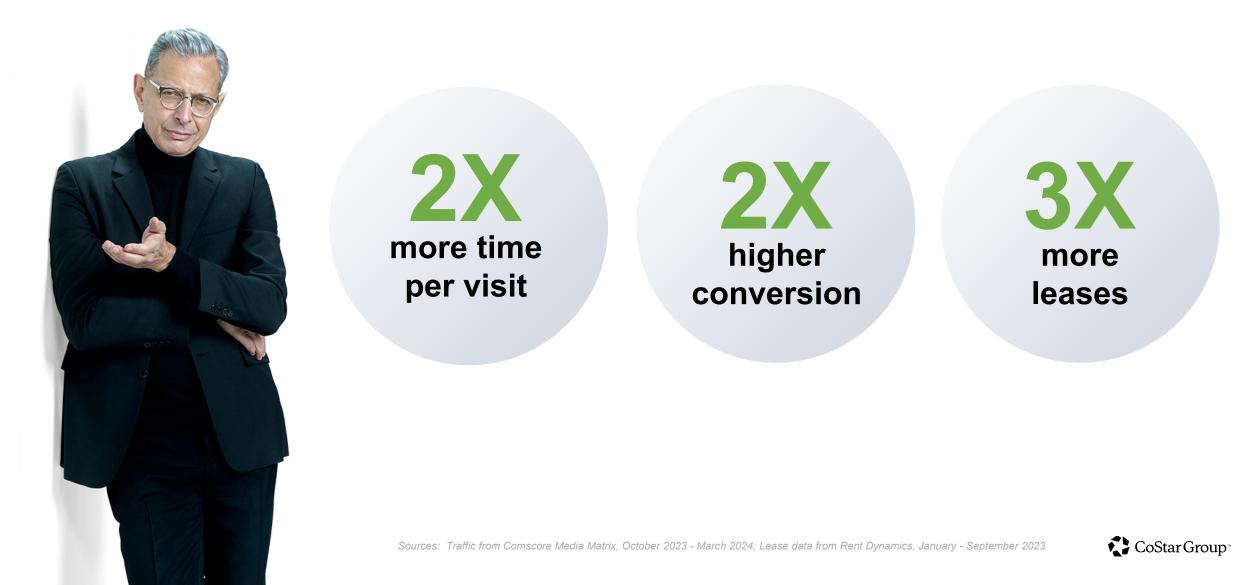
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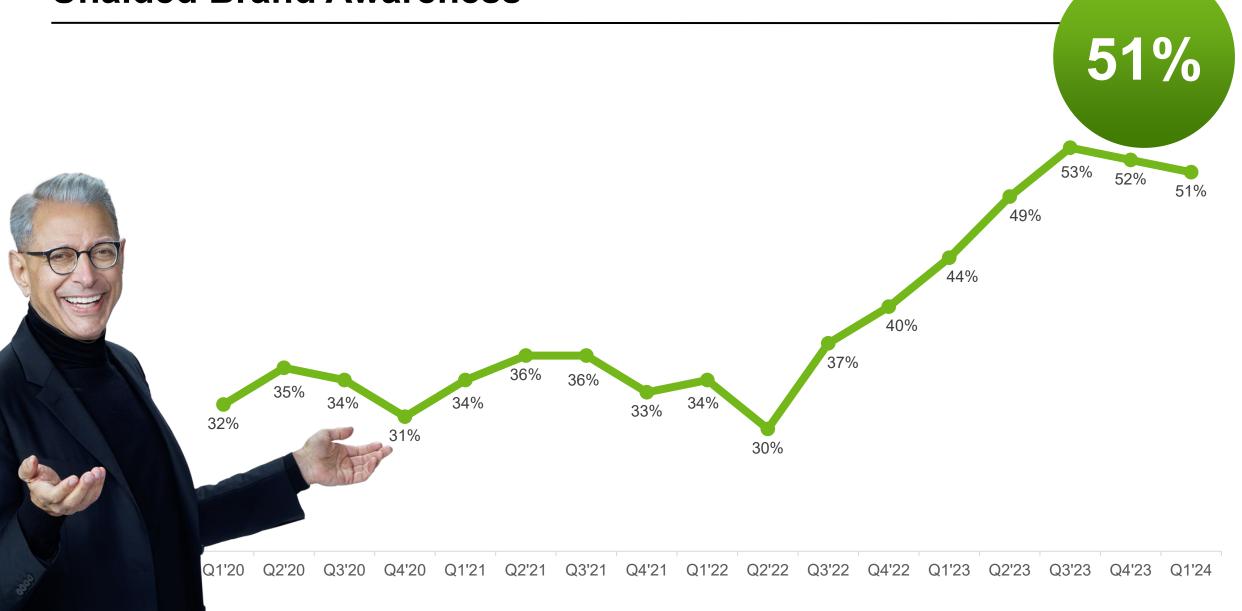


now advertise on Apartments.com

Apartments.com Beats Competition on the Metrics That Matter to Advertisers



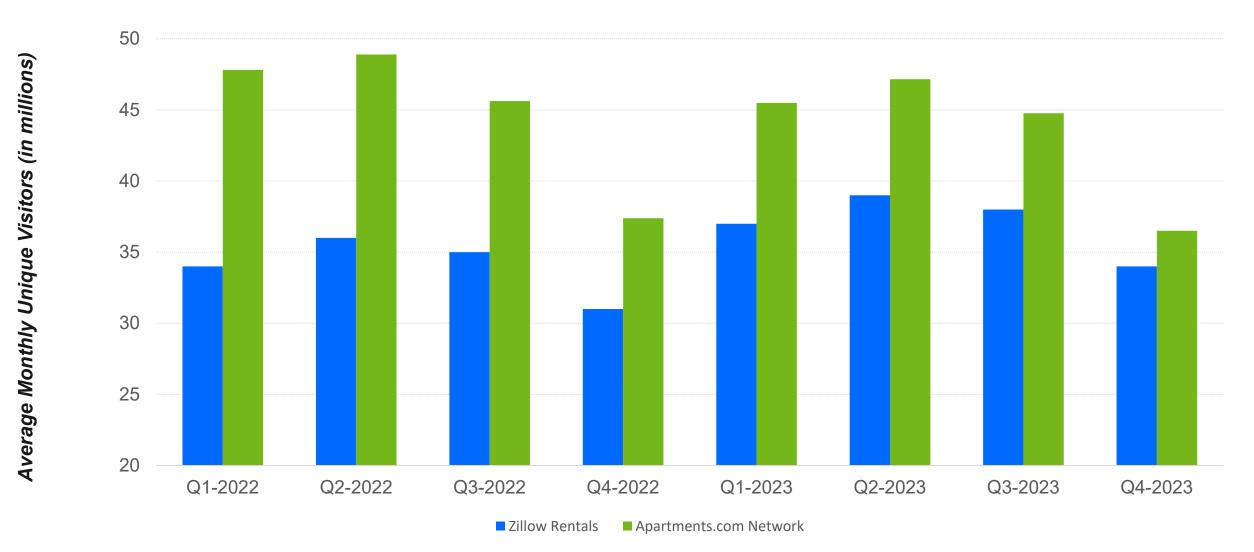
Unaided Brand Awareness



Source: Dynata a leading market research sampling provider



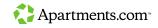
Apartments Network Traffic Leads Zillow Eight Consecutive Quarters





Tremendous Opportunity Ahead in the Small to Medium Property Space

Unit Range	Universe (Properties)	Clients (Properties)	Annual Subscription Revenue Run Rate (\$M)	Revenue Penetration	TAM (\$M)	
1-49	23M	18K	\$64M	1%	\$6B	\$7B
50-99	69K	11K	\$116M	11%	\$1B	opportunity
100+	104K	44K	\$832M	40%	\$2B	
Grand Total	23M	73K	\$1B	12%	\$9B	



Data as of March 2024 based on CoStar internal estimates. Annual revenue run rate based on annualized March 2024. Excludes transactional revenue for Independent Owners.

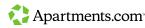


Ten Years of Success for Apartments.com

THE WALL STREET JOURNAL. CoStar to Acquire Apartments.com for \$585 Million

Growth Since Acquisition

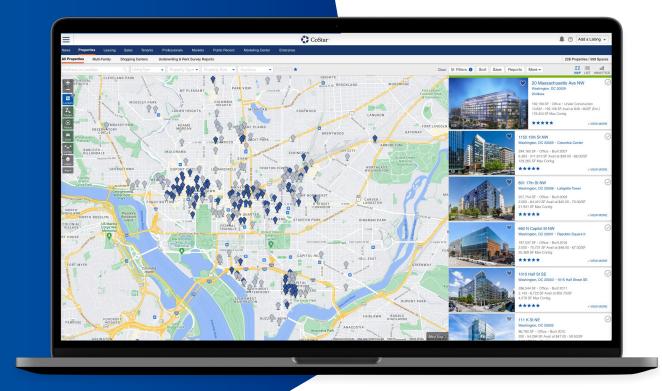
	2014	2024	
Industry Rank	5 th place in highly fragmented online rental search industry	The leading online rental marketplace	#1
Revenue	\$75 million	\$1 billion revenue run rate	13X
Traffic	4 million average monthly unique visitors	43 million monthly unique visitors	11X
Customers	18,000 communities	73,000 communities	4X





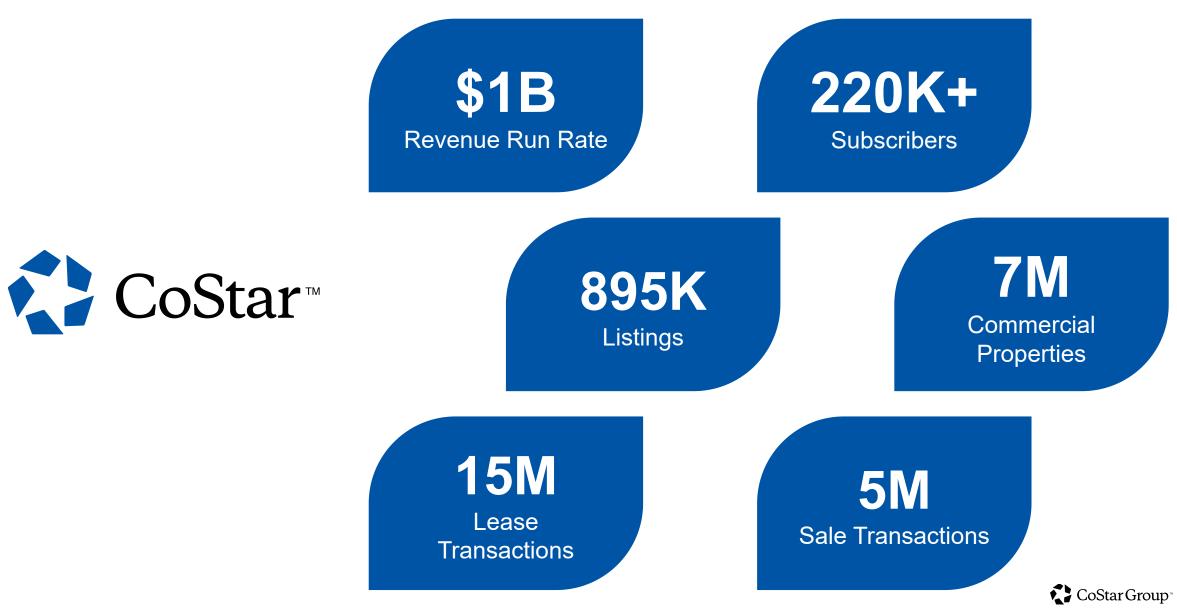


A global leader in commercial real estate information, analytics, and data-driven news



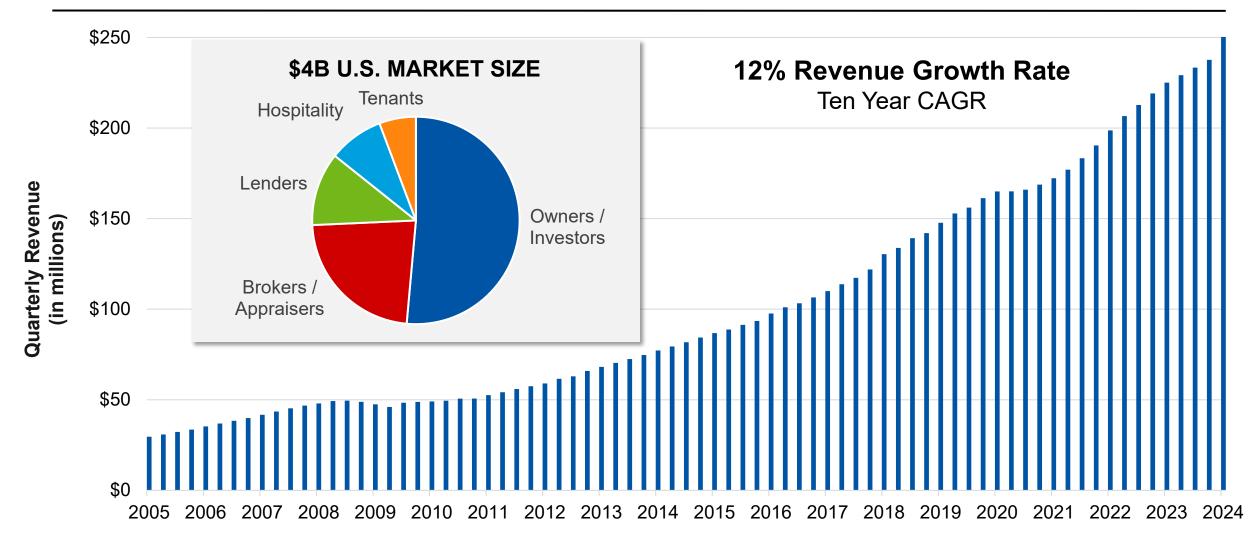


CoStar by the Numbers



Revenue Run Rate based on March 24 annualized. All other data from CoStar internal database as of March 2024.

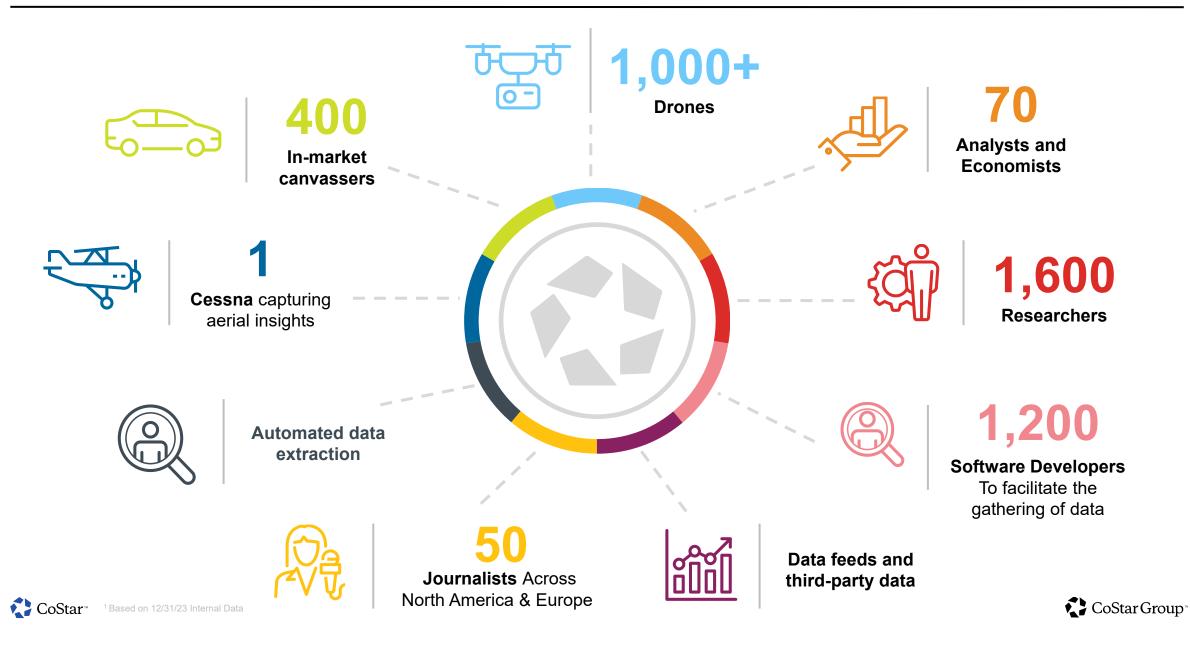
CoStar Product Investments Expand the Market Size, Resulting in Long-Term Double-Digit Growth



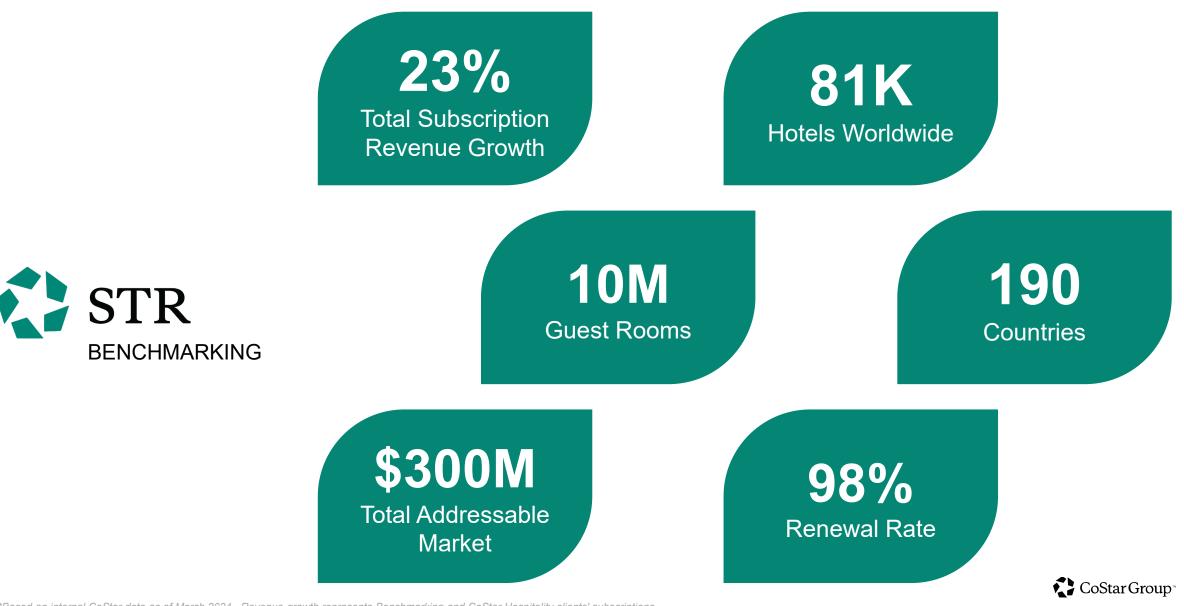




Unparalleled Research Methodology

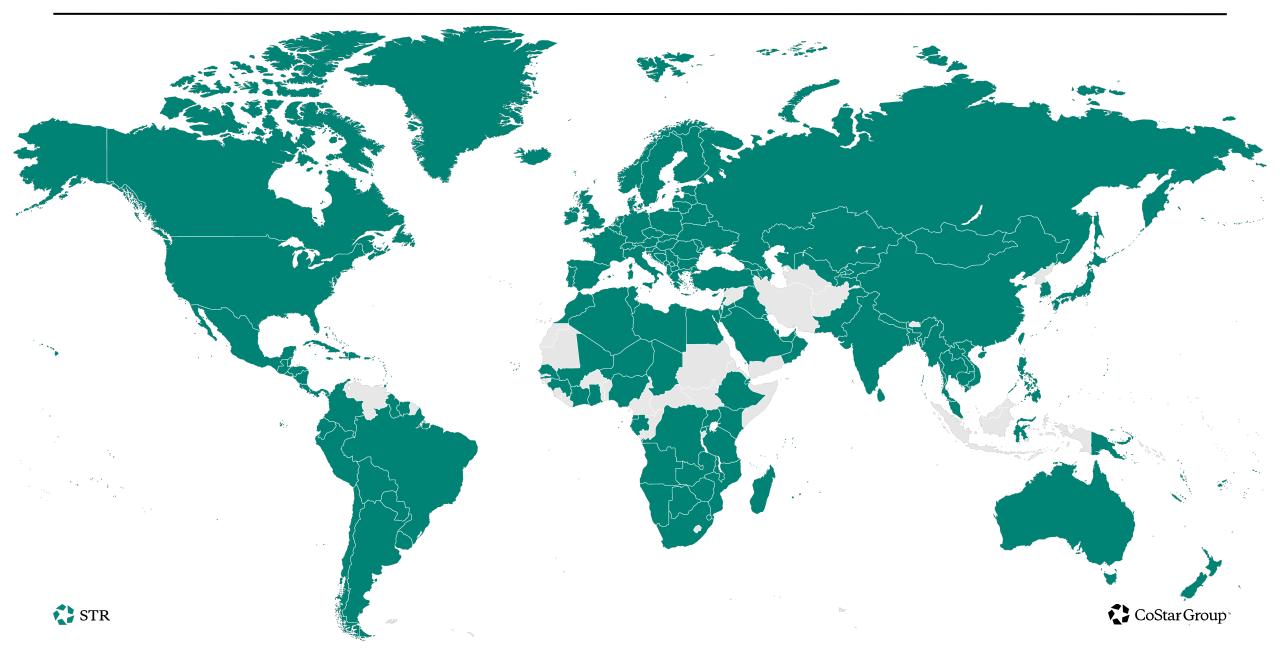


CoStar Hospitality – STR Benchmarking by the Numbers



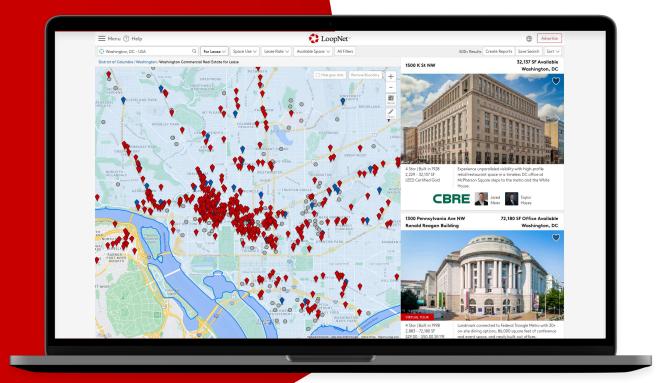
*Based on internal CoStar data as of March 2024.. Revenue growth represents Benchmarking and CoStar Hospitality clients' subscriptions.

STR Data Includes 81,000+ Hotels Across ~190 Countries



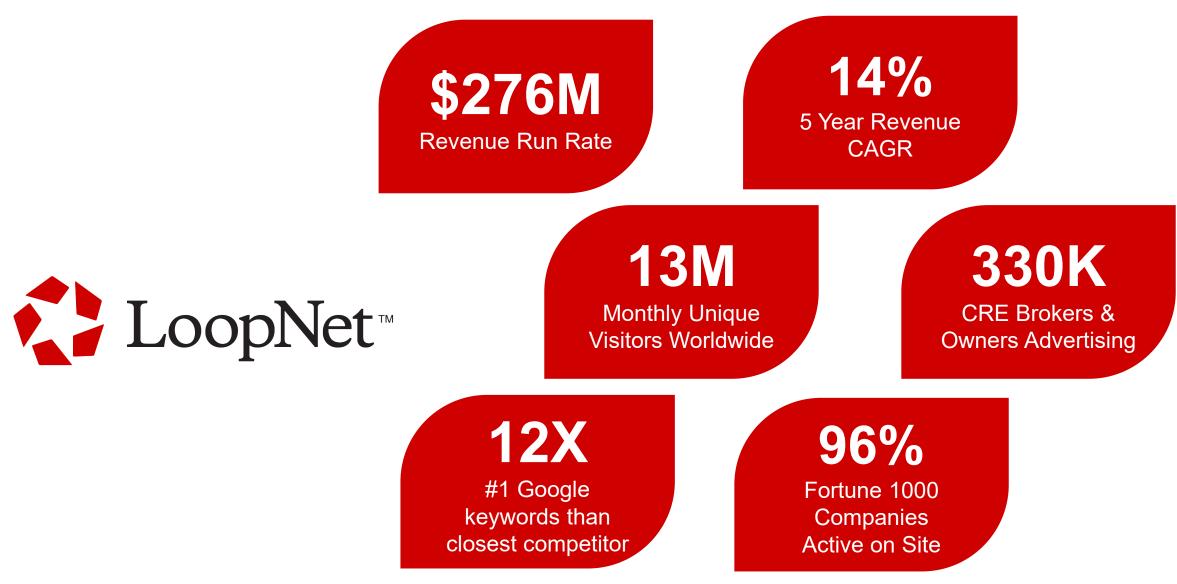


The #1 global commercial real estate marketplace





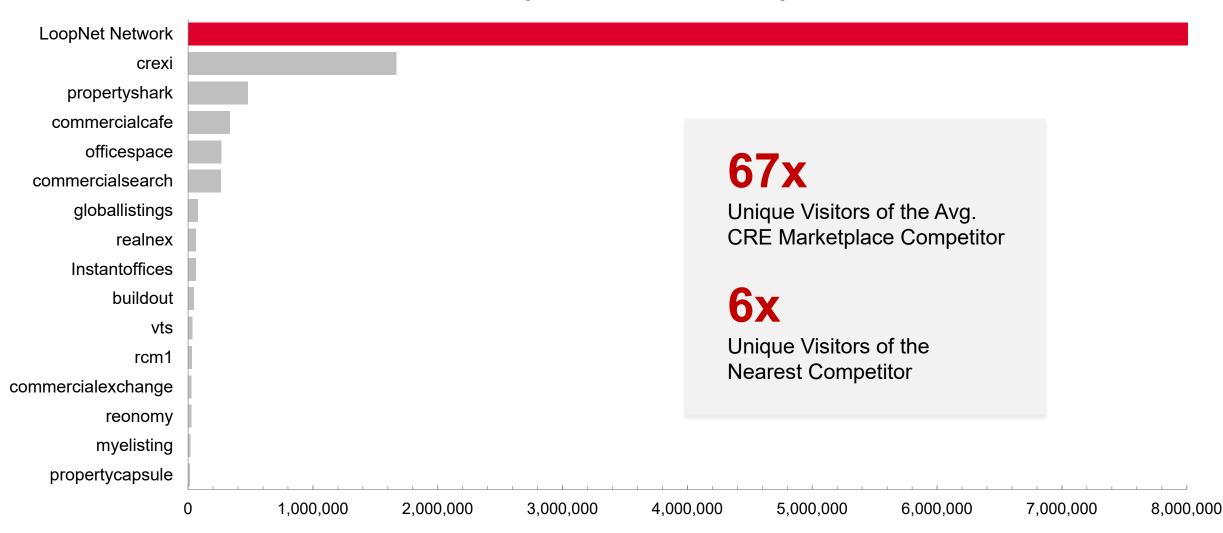
LoopNet by the Numbers



*All data as of March 2024. Run Rate based on 1Q24 annualized. Traffic data from Google Analytics.

CoStar Group

Commanding Share of Traffic vs. Marketplace Competitors



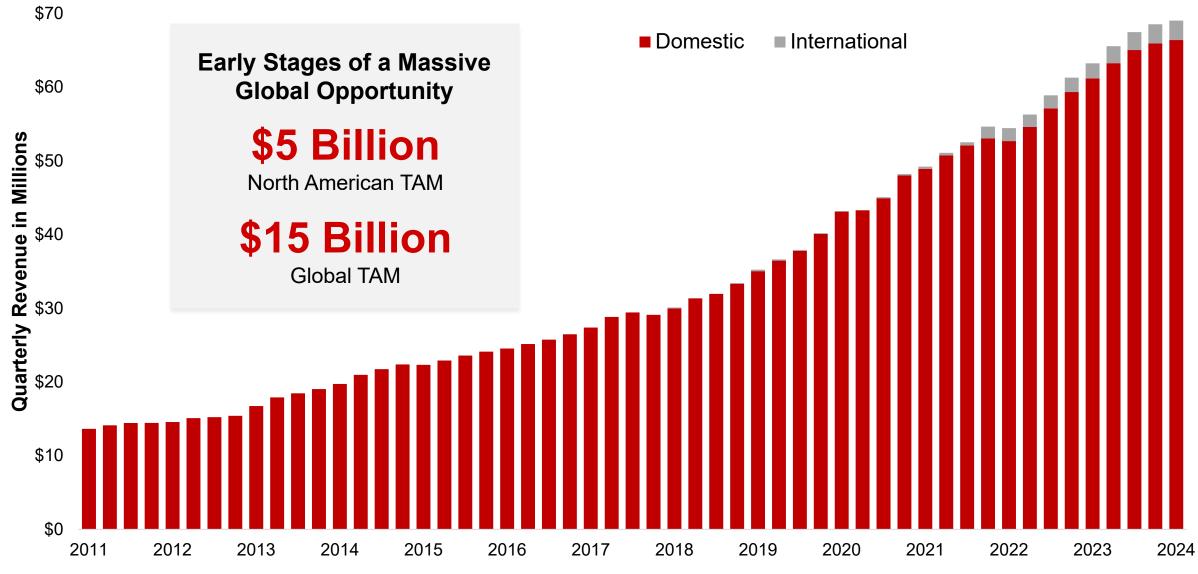
LoopNet Network vs. Competitors

Source: SEMRush unique visitors for calendar month ending 3/31/24; U.S. market

LoopNet^{**}



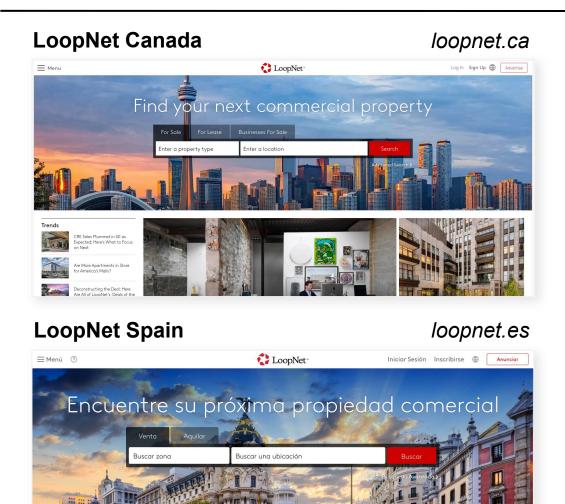
LoopNet Revenue Up 5x Since Acquisition



LoopNet*



LoopNet International Expansion Underway



Tendencias

LoopNet^{**}

Clínicas de fertilidad, spas para

scotas y otros conceptos

LoopNet UK loopnet.co.uk Log In Sign Up 🌐 Advertise LoopNet nter a property type Enter a location



LoopNet France

<u></u> ■ Menu

loopnet.fr



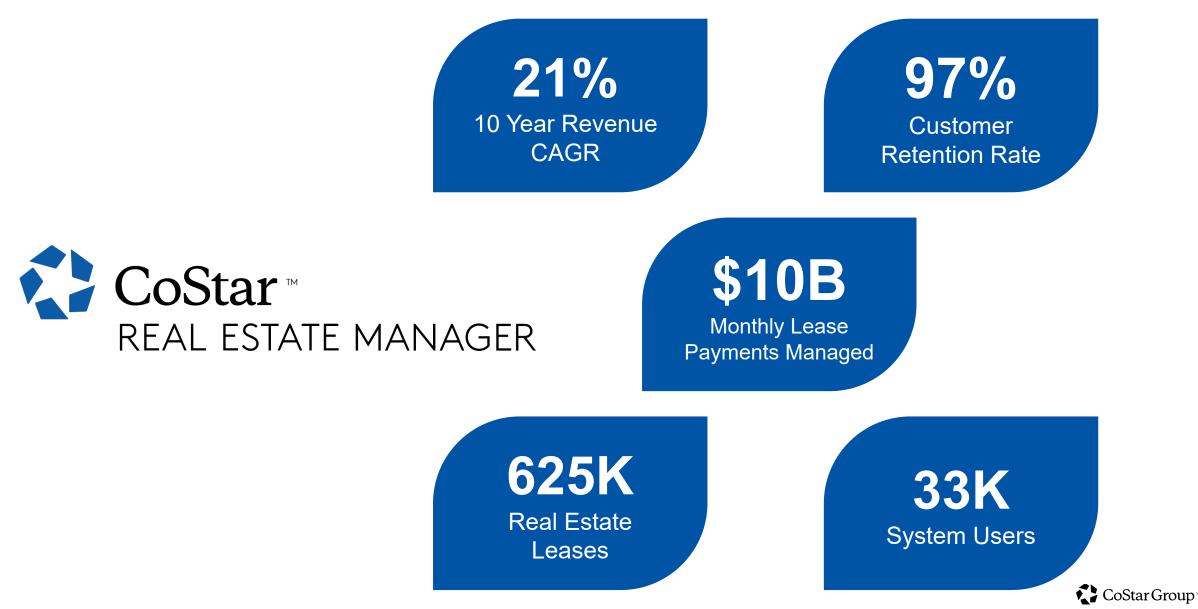


CoStar REAL ESTATE MANAGER™

The leading platform for lease accounting and management



Real Estate Manager by the Numbers



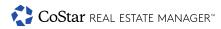
Platform for Managing the Tenant's Entire Lease Lifecycle

The Most Comprehensive Portfolio Management Platform with Integrated CoStar Real Estate Data

Drive Cost Savings Optimize Real Estate Portfolios Achieve Lease Accounting Compliance









The SMARTER, BETTER, FASTER way to transact commercial real estate

CoStar Group

Ten-X by the Numbers



Assets sold since inception in 2009. Trade rate since acquisition in 2020. Close rate, time to close and non-distressed assets sold are for the the first quarter of 2024.

Ten-X Platform Closes Deals 2-3x Faster than Offline Transactions

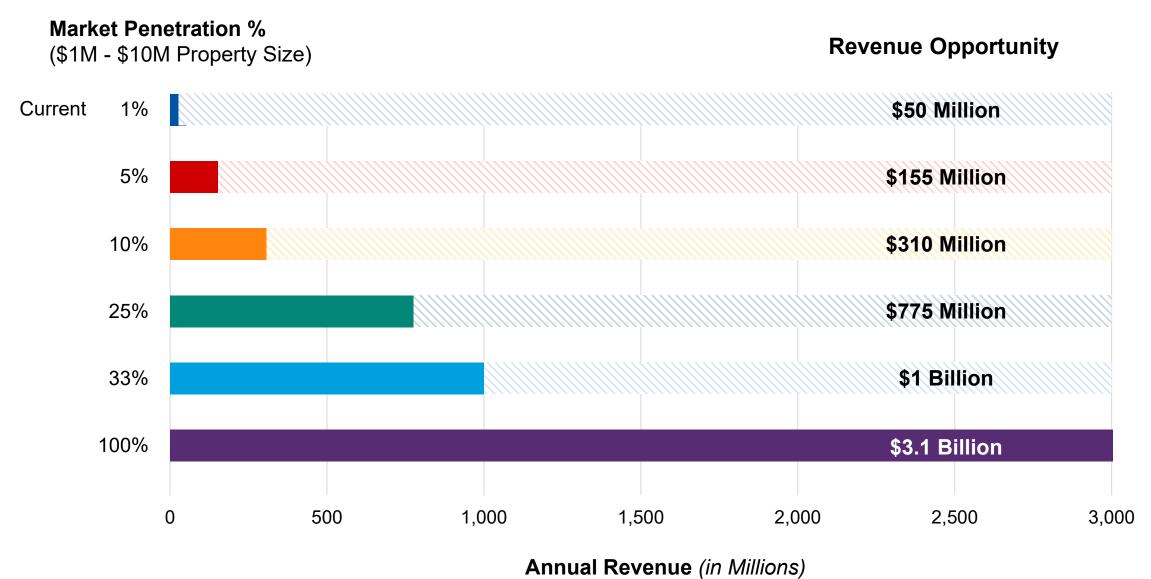


terminal termina





Ten-X Revenue Opportunity is >\$3 Billion at Current Transaction Levels



Ten-X[™] Revenue opportunity based on CoStar estimates

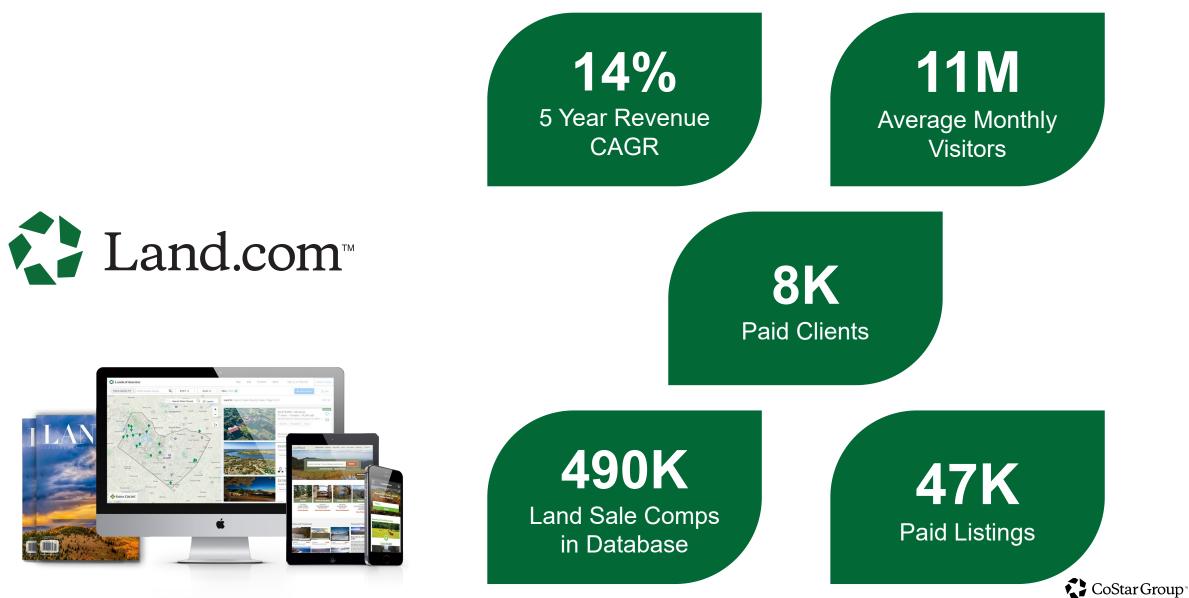
CoStar Group



The largest rural real estate marketplace in the country

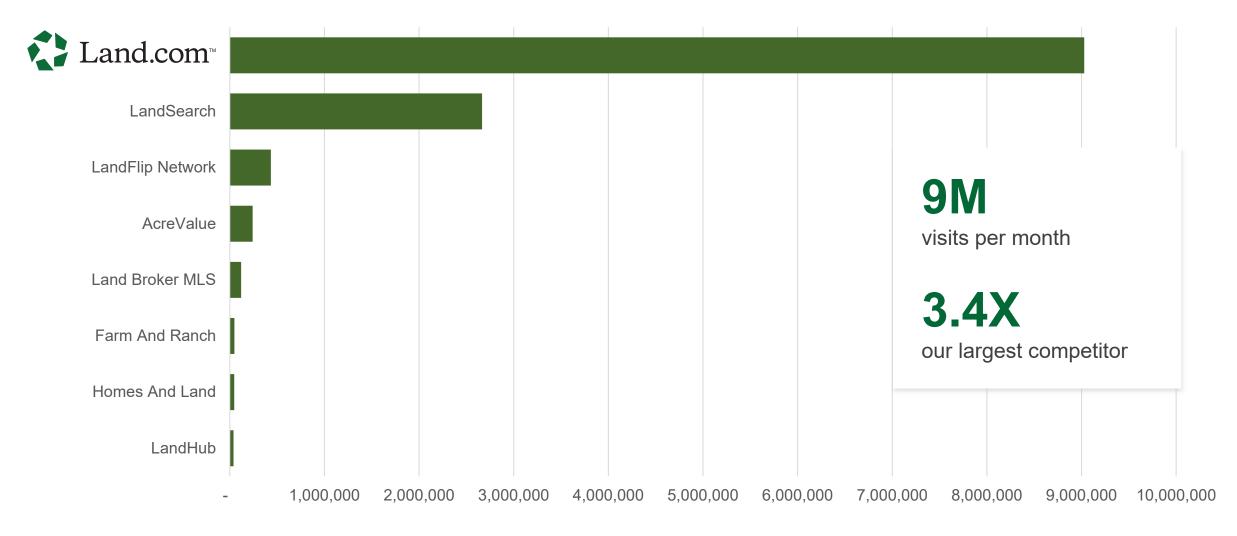


Land.com by the Numbers



*Traffic data for the Land.com network from Google Analytics for Q1 24 Paid listing, comps and client data from internal database as of 3/31/24.

Land.com Leads All Competitors in Traffic Share







BizBuySell[™]

The largest business-for-sale marketplace in the U.S.

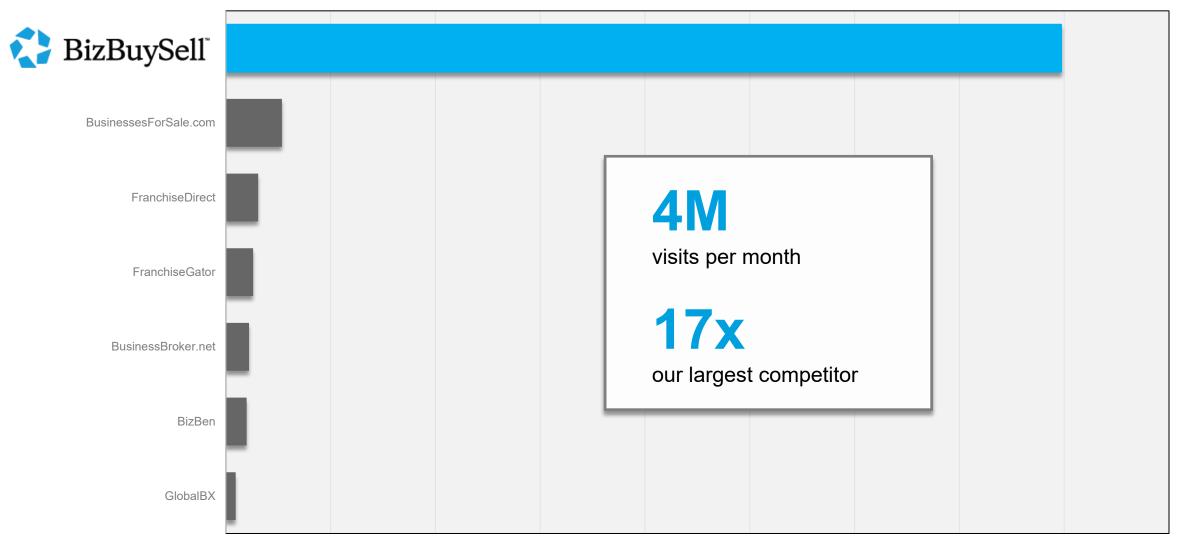


EVERY

BizBuySell by the Numbers



More Traffic Than All Competitors Combined







Appendix

CoStar Group

CoStar Group

C.

CoStar Group





Non-GAAP Measures

For information regarding the purpose for which management uses the non-GAAP financial measures disclosed in this release and why management believes they provide useful information to investors regarding the CoStar Group Inc.'s (the "Company" of "CoStar Group") financial condition and results of operations, please refer to the Company's latest periodic report filed with the Securities and Exchange Commission at <u>www.sec.gov</u>.

EBITDA is a non-GAAP financial measure that represents GAAP net income attributable to CoStar Group before interest income or expense, net and other income or expense, net; loss on debt extinguishment; income taxes; depreciation and amortization.

Adjusted EBITDA is a non-GAAP financial measure that represents EBITDA before stock-based compensation expense, acquisition- and integration-related costs, restructuring costs, and settlements and impairments incurred outside the Company's ordinary course of business. Adjusted EBITDA margin represents adjusted EBITDA divided by revenues for the period.

Non-GAAP net income is a non-GAAP financial measure determined by adjusting GAAP net income attributable to CoStar Group for stock-based compensation expense, acquisition- and integration-related costs, restructuring costs, settlement and impairment costs incurred outside the Company's ordinary course of business and loss on debt extinguishment, as well as amortization of acquired intangible assets and other related costs, and then subtracting an assumed provision for income taxes. In 2024, the Company is assuming a 26% tax rate in order to approximate its statutory corporate tax rate excluding the impact of discrete items.

Non-GAAP net income per diluted share is a non-GAAP financial measure that represents non-GAAP net income divided by the number of diluted shares outstanding for the period used in the calculation of GAAP net income per diluted share. For periods with GAAP net losses and non-GAAP net income, the weighted average outstanding shares used to calculate non-GAAP net income per share includes potentially dilutive securities that were excluded from the calculation of GAAP net income per share as the effect was anti-dilutive.

Organic revenues and acquired revenues are non-GAAP measures for reporting financial performance of the business. Organic revenues represent total company revenues excluding net revenues from acquired companies for the first four full quarters since the entities' acquisition date. Acquired revenues represents revenues from acquired companies for the first four full quarters since the entities' acquisition date. Acquired revenues represents revenues of acquired is treated as organic for future periods. For products discontinued after an acquisition, the lesser of the reported revenues or the actual revenues reported is included in acquired revenues.



Reconciliation of Net Income to Non-GAAP Net Income - Unaudited

The following table presents a reconciliation of CoStar Group's, Non-GAAP Net Income, including forward-looking guidance Non-GAAP Net Income, to the most directly comparable GAAP financial measure, net income.

	For the Year Ended December 31,					For the Three Months Ended					
(in millions) except per share amounts	202	2024 Low ⁽¹⁾		2024 High ⁽¹⁾		June 30, 2024 - Low ⁽¹⁾		June 30, 2024 - High ⁽¹⁾		March 31, 2024	
Net income	\$	97.0	\$	112.0	\$	1.0	\$	5.0	\$	6.7	
Income tax (benefit) expense		52.0		57.0		3.0		4.0		4.8	
Income before income taxes		149.0		169.0		4.0		9.0		11.5	
Amortization of acquired intangible assets		71.0		71.0		17.0		17.0		19.8	
Stock-based compensation expense		98.0		98.0		25.0		25.0		22.8	
Acquisition and integration related costs		4.0		4.0		2.0		2.0		2.3	
Other income (expense), net		-		-		-		-		-	
Non-GAAP income before income taxes		322.0		342.0		48.0		53.0		56.4	
Asssumed rate for income tax expense ⁽²⁾		26%		26%		26%		26%		26%	
Assumed provision for income tax expesne		(83.7)		(88.9)		(12.5)		(13.8)		(14.7)	
Non-GAAP net income	\$	238.3	\$	253.1	\$	35.5	\$	39.2	\$	41.7	
Net income per share - diluted	\$	0.24	\$	0.27	\$	-	\$	0.01	\$	0.02	
Non-GAAP net income per share - diluted	\$	0.58	\$	0.62	\$	0.09	\$	0.10	\$	0.10	
Weighted average outstanding shares - diluted		408.8		408.8		409.0		409.0		407.3	

⁽¹⁾ Represents forward-looking guidance.



Reconciliation of Net Income to Adjusted EBITDA - Unaudited

The following table presents a reconciliation of CoStar Group's Adjusted EBITDA, including forward-looking guidance range Adjusted EBITDA, to the most directly comparable GAAP financial measure, net income.

	For the Year Ending December 31,				For the Three Months Ended June 30, 2024 -		For the Three Months Ended June 30, 2024 -		For the Three Months Ended	
(in millions)	2024 - Low ⁽¹⁾		2024 - High ⁽¹⁾		Low ⁽¹⁾		High ⁽¹⁾		March 31, 2024	
Net income	\$	97.0	\$	112.0	\$	1.0	\$	5.0	\$	6.7
Amortization of acquired intangible assets		71.0		71.0		17.0		17.0		19.8
Depreciation and other amortization		54.0		54.0		14.0		14.0		10.3
Interest income, net	iterest income, net (198		(198.0)		(51.0)		(51.0)		(56.2)	
Other (income) expense, net		7.0		7.0		(6.0)		(6.0)		1.9
Income tax expense		52.0		57.0		3.0		4.0		4.8
EBITDA		83.0		103.0		(22.0)		(17.0)		(12.7)
Stock-based compensation expense		98.0		98.0		25.0		25.0		22.8
Acquisition and integration related costs		4.0		4.0		2.0		2.0		2.3
Adjusted EBITDA	\$	185.0	\$	205.0	\$	5.0	\$	10.0	\$	12.4

⁽¹⁾ Represents forward-looking guidance.



Use of Operating Metrics and Other Definitions

CoStar Group reviews a number of operating metrics to evaluate its business, measure performance, identify trends, formulate business plans and make strategic decisions. This presentation includes Net New Bookings. Going forward, CoStar Group expects to use these operating metrics on a periodic basis to evaluate and provide investors with insight into the performance of the Company's subscription-based services.

Net New Bookings are calculated based on the annualized amount of change in the Company's sales bookings, resulting from new subscription-based contracts, changes to existing subscription-based contracts and cancellations of subscription-based contracts for the period reported. Information regarding net new bookings is not comparable to, nor should it be substituted for, an analysis of the Company's revenues over time.

Other Definitions

References to "commercial information and marketplace businesses" refer to our consolidated financial position and results excluding the impact of our Residential brands, which are Homes.com and OnTheMarket, plc.

Our "Homes.com Network" consists of the following list of U.S. only brands: Apartments.com, ApartmentFinder, FinderSites, ApartmentHomeLiving, WestSideRentals, ForRent, After55, CorporateHousing, ForRentUniversity, Cozy.com, Off Campus Partners, Homes.com, Homesnap, CitySnap, Land.com, Landandfarm.com, and LandWatch.com

