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.
Second Quarter 2024 Highlights
## Second Quarter 2024 Highlights

- Second quarter 2024 revenue of **$678 million** increased **12%** year-over-year and our two businesses with billion dollar run rates delivered **double-digit** revenue growth.

- Annualized net new bookings of **$67 million**, with commercial business bookings representing **79%** and residential bookings contributing **21%**.

- Homes.com net new bookings of **$55 million** in first two quarters. Apartments.com took two years to achieve and is now our largest business.

- Traffic to CoStar Group sites reached a record **183 million** average monthly unique visitors in the second quarter, an increase of **81%** year-over-year.

- Homes.com Network traffic reached **148 million** average monthly unique visitors in the second quarter, an increase of **73%** year-over-year.

---

*CoStar and Apartments.com are both billion dollar run rate businesses based on annualization of 1H24 revenue results. Traffic per Google Analytics.*
Year-over-Year Traffic Growth of 81% in Q2 2024

Unique Visitors (in millions)

Source: Google Analytics Unique Visitors – All CoStar Group Sites. Growth rate based on 2Q24 vs 2Q23.
<table>
<thead>
<tr>
<th></th>
<th>Second Quarter</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>$678 million</td>
<td>$1,334 million</td>
</tr>
<tr>
<td></td>
<td>12% year-over-year growth</td>
<td>12% year-over-year growth</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>$19 million</td>
<td>$26 million</td>
</tr>
<tr>
<td></td>
<td>$0.05 per diluted share</td>
<td>$0.06 per diluted share</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>$41 million</td>
<td>$53 million</td>
</tr>
<tr>
<td><strong>Net new bookings</strong></td>
<td>$67 million</td>
<td>$153 million</td>
</tr>
<tr>
<td><strong>Non-GAAP net income</strong></td>
<td>$61 million</td>
<td>$103 million</td>
</tr>
<tr>
<td></td>
<td>$0.15 per diluted share</td>
<td>$0.25 per diluted share</td>
</tr>
</tbody>
</table>
# 2024 Third Quarter and Full Year Outlook

<table>
<thead>
<tr>
<th></th>
<th>Third Quarter</th>
<th>Full Year</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>$692 million to $697 million 11% y-o-y growth</td>
<td>$2.735 billion to $2.745 billion 12% y-o-y growth</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>$22 million to $26 million $0.05 to $0.06 per diluted share</td>
<td>$107 million to $114 million $0.26 to $0.28 per diluted share</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>$47 million to $52 million 7% margin</td>
<td>$195 million to $205 million 7% margin</td>
</tr>
<tr>
<td><strong>Non-GAAP net income</strong></td>
<td>$63 million to $67 million $0.15 to $0.16 per diluted share</td>
<td>$263 million to $270 million $0.64 to $0.66 per diluted share</td>
</tr>
</tbody>
</table>
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 real estate experience
- 2 billion+ annual visits to our websites
- $5 billion+ investment in research and technology
- ~6,300 employees

- member of the STANDARD & POOR’S 500
- FORTUNE 100 FASTEST GROWING COMPANIES
- FUTURE 50
- GLOBAL 2000 WORLD’S LARGEST PUBLIC COMPANIES

- INMAN INNOVATOR AWARDS
- SABEW
  The ASSOCIATION for BUSINESS JOURNALISTS
  Innovator of the Year
- Forbes
  The World’s Most Innovative Companies
- NASDAQ 100 INDEX
- SHORTY AWARDS
  Best Integrated Marketing Campaign

- 74 offices
- 14 countries
- ~$31 billion market capitalization
- ~$5 billion in cash on hand

*All numerical data as of June 30, 2024
38 Years of Growth and Innovation

1986

CoStar™

1998

IPO

LoopNet™

2000

CoStar
REAL ESTATE
MANAGER™

2014

Apartments.com™

2020

Homes.com™

OnTheMarket

CoStar Group™

100 MILLION
Unique Visitors
to Homes.com

Homes.com Marketing Campaign Launch

100 INDEX

S&P 500®
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**: 53 consecutive quarters of double-digit 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 June 30, 2024. Subscription revenue includes all contracts regardless of term. Renewal rate is for the trailing 12 months as of June 30, 2024, for contracts with 12 month or longer terms.*
Global Real Estate: A $300 Trillion Asset Class

U.S. REAL ESTATE
$70 TRILLION
(Year CoStar entered market)

GLOBAL REAL ESTATE
$300 TRILLION

Based on 2023 Data

U.S. Real Estate Sources:
- Office – CoStar estimate
- Industrial – CoStar estimate
- Retail – CoStar estimate
- Rural Land – U.S. Department of Agriculture
- Single Family – Federal Reserve Flow of Funds and Urban Institute
- New Homes – Federal Reserve Economic Data (FRED)
- Hotel – CoStar estimate

Global Real Estate Sources:
- Global real estate value calculated by scaling U.S. real estate value based on the U.S. share of global GDP
- Global GDP data from The World Bank

CoStar Group Offices

United States
China
Canada
France
UK
India
Germany

Single Family Residential/New Homes (2020)
Hotel (2019)
Apartment (2014)
Retail (2004)
Rural Land (2011)
Industrial (1994)
Office (1986)
~$40B North American Addressable Market, Global Market > $100B

Total North American Addressable Market

- **CoStar**
  - $4 Billion

- **Apartments.com**
  - $9 Billion

- **LoopNet**
  - $5 Billion

- **Homes.com**
  - >$15 Billion

- **Ten-X**
  - $6 Billion

**TAM Sources:**
- CoStar, Apartments, LoopNet and Ten-X – CoStar estimate
- 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 in Revenue Run Rate

14%
TOTAL 5 YEAR REVENUE CAGR

2019 $1.4B
2020 $1.7B
2021 $1.9B
2022 $2.2B
2023 $2.5B
2024E $2.7B

Costar: 17%
Multifamily: 8%
LoopNet: 133% (2023-2024 only)
Information Services: 13%
Residential: 20%
Other Marketplaces: 10%

TOTAL 5 YEAR CAGR:
2019: $1.4B
2020: $1.7B
2021: $1.9B
2022: $2.2B
2023: $2.5B
2024E: $2.7B
53 Consecutive Quarters of Double-Digit Revenue Growth Regardless of Commercial Property Transaction Volumes

- 96% subscription revenue
- 81% annual contracts
- Resilient through market cycles
- Single, integrated global platform

Quarterly Revenue (in millions)

Great Recession
2009 Revenue: -1%

Pandemic
2020-2021: +18% Growth

High Inflation
2022-2024: +12% Growth

All data as of March 31, 2024.
More Diversified with More Countercyclical Business Mix Since the Great Recession

**2008 Revenue**
- CoStar: 92%
- Information Services: 100%

**2024E Revenue**
- CoStar: 37%
- Information & Analytics: 42%
- Marketplaces: 58%
- Residential: 5%
- LoopNet: 10%
- Multifamily: 39%
- Other Marketplaces: 5%
- Information Services: 5%

Based on internal CoStar data.
Diversified Client Base with Minimal Concentration

**REVENUE BY CLIENT SEGMENT**

- Broker: 21%
- Owner: 34%
- Property Management: 19%
- Investor: 7%
- Lender: 4%
- Other: 15%

**TOP 1,000 CLIENTS:**
NONE MORE THAN 2%

*Revenue by client segment and by client extrapolated from December 2023 CoStar billing data.*
Successful Acquisition and Integration Track Record

2024 REVENUE COMPOSITION

Organic Revenue: 77%
Acquired Revenue: 23%

Millions

Organic Revenue
Acquired Revenue at the time of acquisition

Years: 1999 to 2024

Acquisitions:
- OnTheMarket
- Homes.com
- Ten-X
- homesnap
- Westside
- ForRent.com
- Realla
- LandWatch
- ApartmentFinder
- Apartments.com
- LoopNet
- Lands of America
- BizBuySell
- VirtualPremise
- CoStarGroup
# High-Growth, High-Margin Subscription Business Model

| Double-Digit Revenue Growth | ✓ 23% Revenue CAGR since IPO 24 years ago  
|                           | ✓ CoStar and Apartments.com reached $1 billion in annual run rate revenue |
| Predictable Subscription Services Revenue | ✓ 96% subscription revenue with 81% annual contracts  
|                                          | ✓ 95% renewal rate for clients > 5 years  
|                                          | ✓ Double-digit revenue growth for 53 straight quarters |
| Strong Operating Leverage        | ✓ 80% 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 |

Note: All data as of 6/30/24 unless otherwise noted.
Homes.com™

The fastest growing U.S. residential marketplace
Our Vision

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

- **99M** Homes.com Average Monthly Unique Visitors
- **148M** Homes.com Network Average Monthly Unique Visitors
- **2M+** Residential For Sale and Rental Listings
- **$55M** Net New Annualized Bookings to Date
- **10K+** Member Agents
- **Millions** of Leads

*Sources: The Homes.com site reached 99 million average monthly unique visitors and the Homes.com Network had 148 million, according to Google Analytics for the second quarter of 2024. All other based on Internal data as of June 2024.*
Homes.com Network Traffic Reaches 148M Average Monthly Unique Visitors in Q2
A Better Business Model – “Your Listing, Your Lead”

• The most powerful real estate digital marketing solution to sell a home

• Agents are using Homes.com to sell homes faster, win more listings and grow their brands

• Only Homes.com prominently displays listing agent on the listing and connects you directly to the listing agent who knows the home best

• Competitor models divert leads from agents and their brands; taking buyer and seller leads from your listings
Homes.com Displays the Listing Agent, Firm & Buyer Agent Directory

Find an Agent

Jan Chavoya
LISTING AGENT
COMPASS
(469) 599-2389

Hi Jan, I would like to know more about this listing.

Send a Message

Talk to a knowledgeable agent, not a call center.

Listed by:
Jan Chavoya • 972-965-6689
Compass RE Texas, LLC
The Real Estate Portals Adhering to the Your Listing, Your Lead Principal are the Most Successful

<table>
<thead>
<tr>
<th>Company</th>
<th>2014-2023 Net Income (loss)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Zillow</td>
<td>($1.5)</td>
</tr>
<tr>
<td>Redfin</td>
<td>($1.0)</td>
</tr>
<tr>
<td>CoStar Group</td>
<td>$2.0</td>
</tr>
<tr>
<td>Rightmove</td>
<td>$2.0</td>
</tr>
<tr>
<td>REA Group</td>
<td>$1.5</td>
</tr>
<tr>
<td>Scout24</td>
<td>$0.0</td>
</tr>
<tr>
<td>Lifull</td>
<td>$0.0</td>
</tr>
</tbody>
</table>

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 12 months was used.
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.

- 20,000+ Neighborhoods
- 40,000+ Parks
- 125,000+ Schools
- 65,000+ Condo Buildings

Launched Matterport 3D Virtual Tours on Homes.com Members Listings in 100 cities
“We’ve done your home work.”

Homes.com™

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.

Over a BILLION DOLLARS invested
80 BILLION impressions
Reaching 90% of households
Homes.com is **EVERYWHERE**

No other competitors come close to our investment to drive leads to **all agents**
Homes.com Unaided Brand Awareness up 7x in 9 Months to 27%
Member Agent Listings Sell Homes Faster and For More Money Than Non-Member Agents

- 300% more listing shares
- 87% more favorites
- 20% more likely to go under contract within first 10 days
- $11K average higher sales price
- 51% more listings won in a month on average

Based on internal CoStar data of listings on Homes.com.
Investing to Create the #1 Residential Portal in the UK

- Average monthly unique visitors up 174% year-over-year
- Property listings reached 710,000, up 41% year-over-year
- Agent advertisers now ~17,000
- Leads have grown 56% year-over-year
Discover your new home.
Helping 100 million renters find their perfect fit.
Apartments.com by the Numbers

$1B
Revenue Run Rate

18%
Year-over-Year Revenue Growth

48%
Unaided Brand Awareness

1M+
Rental Availabilities

1B
Annual Visits

49M
Average Monthly Unique Visitors

*All data as of 6/30/24. Revenue Run Rate based on first half of 2024 annualized. Traffic data for Apartments.com Network from Google Analytics 2Q24.
Our Biggest Customer Count Ever!

~76,000 APARTMENT COMMUNITIES now advertise on Apartments.com
Apartments.com Beats Competition on the Metrics That Matter to Advertisers

- 2X more time per visit
- 2X higher conversion
- 3X more leases

Sources: Traffic from Comscore Media Matrix, October 2023 - March 2024; Lease data from Rent Dynamics, January - September 2023
## Tremendous Opportunity Ahead in the Small to Medium Property Space

<table>
<thead>
<tr>
<th>Unit Range</th>
<th>Universe (Properties)</th>
<th>Clients (Properties)</th>
<th>Annual Subscription Revenue Run Rate ($M)</th>
<th>Revenue Penetration</th>
<th>TAM ($M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-49</td>
<td>23M</td>
<td>19K</td>
<td>$68M</td>
<td>1%</td>
<td>$6B</td>
</tr>
<tr>
<td>50-99</td>
<td>69K</td>
<td>12K</td>
<td>$119M</td>
<td>17%</td>
<td>$1B</td>
</tr>
<tr>
<td>100+</td>
<td>104K</td>
<td>45K</td>
<td>$861M</td>
<td>44%</td>
<td>$2B</td>
</tr>
<tr>
<td><strong>Grand Total</strong></td>
<td><strong>23M</strong></td>
<td><strong>76K</strong></td>
<td><strong>$1B</strong></td>
<td><strong>12%</strong></td>
<td><strong>$9B</strong></td>
</tr>
</tbody>
</table>

## Ten Years of Success for Apartments.com

### Growth Since Acquisition

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2024</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Industry Rank</strong></td>
<td>5&lt;sup&gt;th&lt;/sup&gt; place</td>
<td>The leading</td>
</tr>
<tr>
<td></td>
<td>in highly fragmented</td>
<td>online rental</td>
</tr>
<tr>
<td></td>
<td>online rental search</td>
<td>marketplace</td>
</tr>
<tr>
<td></td>
<td>search industry</td>
<td></td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td>$75 million</td>
<td>$1 billion annual</td>
</tr>
<tr>
<td></td>
<td></td>
<td>revenue run rate</td>
</tr>
<tr>
<td><strong>Traffic</strong></td>
<td>4 million average</td>
<td>49 million</td>
</tr>
<tr>
<td></td>
<td>monthly unique visitors</td>
<td>monthly unique visitors</td>
</tr>
<tr>
<td><strong>Customers</strong></td>
<td>18,000 communities</td>
<td>~76,000 communities</td>
</tr>
</tbody>
</table>

#1 in revenue in 2023 and Q24 vs. competitors. Revenue Run Rate based on first half 2024 annualized including transactional revenue. 2014 ComScore traffic data. 06/24 Google Analytics traffic data. Customer data from internal database.
A global leader in commercial real estate information, analytics, and data-driven news
CoStar by the Numbers

Revenue Run Rate: $1B
Subscribers: 230K+
Listings: 930K
Commercial Properties: 7M
Lease Transactions: 15M
Sale Transactions: 5M

*Revenue Run Rate based on first half of 24 annualized. All other data from CoStar internal database as of June 2024.
CoStar Product Investments Expand the Market Size, Resulting in Long-Term Double-Digit Growth

$4B U.S. MARKET SIZE

Owners / Investors
Brokers / Appraisers
Lenders
Hospitality
Tenants

12% Revenue Growth Rate
Ten Year CAGR

Quarterly Revenue (in millions)


Unparalleled Research Methodology

- 400 In-market canvassers
- 1,000+ Drones
- 1 Cessna capturing aerial insights
- 70 Analysts and Economists
- 1,600 Researchers
- Automated data extraction
- 60 Journalists Across North America & Europe
- Data feeds and third-party data
- 1,200 Software Developers To facilitate the gathering of data

Based on 12/31/23 Internal Data
The #1 global commercial real estate marketplace
LoopNet by the Numbers

$279M
Revenue Run Rate

14%
5 Year Revenue CAGR

13M
Monthly Unique Visitors Worldwide

370K
CRE Brokers & Owners Advertising

12X
#1 Google keywords than closest competitor

96%
Fortune 1000 Companies Active on Site

*All data as of June 2024. Run Rate based on 1H24 annualized. Traffic data from Google Analytics.
Commanding Share of Traffic vs. Marketplace Competitors

LoopNet Network vs. Competitors

<table>
<thead>
<tr>
<th>Competitor</th>
<th>Unique Visitors of the Avg. CRE Marketplace Competitor</th>
<th>Unique Visitors of the Nearest Competitor</th>
</tr>
</thead>
<tbody>
<tr>
<td>LoopNet Network</td>
<td>71x</td>
<td></td>
</tr>
<tr>
<td>crexi</td>
<td></td>
<td></td>
</tr>
<tr>
<td>commercalsearch</td>
<td></td>
<td></td>
</tr>
<tr>
<td>propertyshark</td>
<td></td>
<td></td>
</tr>
<tr>
<td>commercialcafe</td>
<td></td>
<td></td>
</tr>
<tr>
<td>officepace</td>
<td></td>
<td></td>
</tr>
<tr>
<td>vts</td>
<td></td>
<td></td>
</tr>
<tr>
<td>rcm1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Instantoffices</td>
<td></td>
<td></td>
</tr>
<tr>
<td>buildout</td>
<td></td>
<td></td>
</tr>
<tr>
<td>commerciaexchange</td>
<td></td>
<td></td>
</tr>
<tr>
<td>propertycapsule</td>
<td></td>
<td></td>
</tr>
<tr>
<td>squarefoot</td>
<td></td>
<td></td>
</tr>
<tr>
<td>reonomy</td>
<td></td>
<td></td>
</tr>
<tr>
<td>catylist</td>
<td></td>
<td></td>
</tr>
<tr>
<td>realnex</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: SEMRush unique visitors for calendar month ending 6/30/24; U.S. market
LoopNet Revenue Up 5x Since Acquisition

Early Stages of a Massive Global Opportunity

$5 Billion
North American TAM

$15 Billion
Global TAM
LoopNet International Expansion Underway

LoopNet Canada: loopnet.ca
LoopNet UK: loopnet.co.uk
LoopNet Spain: loopnet.es
LoopNet France: loopnet.fr
Appendix
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 [www.sec.gov](http://www.sec.gov).

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. After the completion of four full fiscal quarters, changes in 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.
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.

<table>
<thead>
<tr>
<th>(in millions) except per share amounts</th>
<th>For the Year Ended December 31,</th>
<th>For the Three Months Ended</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2024 Low&lt;sup&gt;1)&lt;/sup&gt;</td>
<td>2024 High&lt;sup&gt;1)&lt;/sup&gt;</td>
</tr>
<tr>
<td>Net income</td>
<td>$107.0</td>
<td>$114.0</td>
</tr>
<tr>
<td>Income tax (benefit) expense</td>
<td>57.0</td>
<td>60.0</td>
</tr>
<tr>
<td>Income before income taxes</td>
<td>164.0</td>
<td>174.0</td>
</tr>
<tr>
<td>Amortization of acquired intangible assets</td>
<td>72.0</td>
<td>72.0</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>95.0</td>
<td>95.0</td>
</tr>
<tr>
<td>Acquisition and integration related costs</td>
<td>24.0</td>
<td>24.0</td>
</tr>
<tr>
<td>Non-GAAP income before income taxes</td>
<td>355.0</td>
<td>365.0</td>
</tr>
<tr>
<td>Assumed rate for income tax expense&lt;sup&gt;2)&lt;/sup&gt;</td>
<td>26%</td>
<td>26%</td>
</tr>
<tr>
<td>Assumed provision for income tax expense</td>
<td>(92.0)</td>
<td>(95.0)</td>
</tr>
<tr>
<td>Non-GAAP net income</td>
<td>$263.0</td>
<td>$270.0</td>
</tr>
<tr>
<td>Net income per share - diluted</td>
<td>$0.26</td>
<td>$0.28</td>
</tr>
<tr>
<td>Non-GAAP net income per share - diluted</td>
<td>$0.64</td>
<td>$0.66</td>
</tr>
</tbody>
</table>

Weighted average outstanding shares - diluted
- 2024 Low: 407.8
- 2024 High: 407.8
- September 30, 2024 - Low: 408.0
- September 30, 2024 - High: 408.0
- June 30, 2024: 407.4

<sup>1)</sup> 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.

<table>
<thead>
<tr>
<th>(in millions)</th>
<th>For the Year Ending December 31, 2024 - Low¹</th>
<th>For the Year Ending December 31, 2024 - High¹</th>
<th>For the Three Months Ended September 30, 2024 - Low¹</th>
<th>For the Three Months Ended September 30, 2024 - High¹</th>
<th>For the Three Months Ended June 30, 2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income</td>
<td>$107.0</td>
<td>$114.0</td>
<td>$22.0</td>
<td>$26.0</td>
<td>$19.2</td>
</tr>
<tr>
<td>Amortization of acquired intangible assets</td>
<td>72.0</td>
<td>72.0</td>
<td>17.0</td>
<td>17.0</td>
<td>18.1</td>
</tr>
<tr>
<td>Depreciation and other amortization</td>
<td>41.0</td>
<td>41.0</td>
<td>10.0</td>
<td>10.0</td>
<td>10.1</td>
</tr>
<tr>
<td>Interest income, net</td>
<td>(208.0)</td>
<td>(208.0)</td>
<td>(50.0)</td>
<td>(50.0)</td>
<td>(53.5)</td>
</tr>
<tr>
<td>Other (income) expense, net</td>
<td>7.0</td>
<td>7.0</td>
<td>2.0</td>
<td>2.0</td>
<td>1.5</td>
</tr>
<tr>
<td>Income tax expense</td>
<td>57.0</td>
<td>60.0</td>
<td>13.0</td>
<td>14.0</td>
<td>16.7</td>
</tr>
<tr>
<td>EBITDA</td>
<td>76.0</td>
<td>86.0</td>
<td>14.0</td>
<td>19.0</td>
<td>12.1</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>95.0</td>
<td>95.0</td>
<td>25.0</td>
<td>25.0</td>
<td>22.7</td>
</tr>
<tr>
<td>Acquisition and integration related costs</td>
<td>24.0</td>
<td>24.0</td>
<td>8.0</td>
<td>8.0</td>
<td>6.0</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>$195.0</td>
<td>$205.0</td>
<td>$47.0</td>
<td>$52.0</td>
<td>$40.8</td>
</tr>
</tbody>
</table>

¹ Represents forward-looking guidance.
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.

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.

Our “Apartments.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, rental-only listings on Homes.com.