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.
## 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-over-year.

- 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.

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Homes.com Network traffic includes U.S. only Homes.com Network, Apartments.com Network and Lands.com Network per Google Analytics.
Traffic Growth Accelerating 93% Year over Year in Q1 2024

Source: Google Analytics Unique Visitors – All CoStar Sites. Growth rate based on 1Q24 vs 1Q23.
Traffic to our Homes.com Network Reaches 156M Unique Visitors in March

Average Unique Visitors

(in millions)

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 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

<table>
<thead>
<tr>
<th></th>
<th>First Quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>$656 million</td>
</tr>
<tr>
<td></td>
<td>12% year-over-year growth</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>$12 million</td>
</tr>
<tr>
<td><strong>Net new bookings</strong></td>
<td>$86 million</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>$7 million</td>
</tr>
<tr>
<td></td>
<td>$0.02 per diluted share</td>
</tr>
<tr>
<td><strong>Non-GAAP net income</strong></td>
<td>$42 million</td>
</tr>
<tr>
<td></td>
<td>$0.10 per diluted share</td>
</tr>
</tbody>
</table>
## 2024 Outlook

<table>
<thead>
<tr>
<th></th>
<th>Second Quarter</th>
<th>Full Year</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>$674 million to $679 million</td>
<td>$2.76 billion to $2.77 billion</td>
</tr>
<tr>
<td></td>
<td>11% to 12% year-over-year growth</td>
<td>12% to 13% year-over-year growth</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>$5 million to $10 million</td>
<td>$185 million to $205 million</td>
</tr>
<tr>
<td></td>
<td>1% margin</td>
<td>7% margin</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>$1 million to $5 million</td>
<td>$97 million to $112 million</td>
</tr>
<tr>
<td></td>
<td>$0.00 to $0.01 per diluted share</td>
<td>$0.24 to $0.27 per diluted share</td>
</tr>
<tr>
<td><strong>Non-GAAP net income</strong></td>
<td>$36 million to $39 million</td>
<td>$238 million to $253 million</td>
</tr>
<tr>
<td></td>
<td>$0.09 to $0.10 per diluted share</td>
<td>$0.58 to $0.62 per diluted share</td>
</tr>
</tbody>
</table>
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 real estate experience
- 2 billion+ annual visits to our websites
- $5 billion+ investment in research and technology
- ~6,200 employees

- Member of the STANDARD & POOR’S 500
- FORTUNE 100 FASTEST GROWING COMPANIES
- FUTURE 50
- global 2000: World’s Largest Public Companies
- Forbes 2021
- Inman Innovator Awards: Company of the Year
- 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
- ~$35 billion market capitalization
- ~$5 billion in cash on hand

*All numerical data as of March 31, 2024
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 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 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

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

GLOBAL REAL ESTATE
$300 TRILLION

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

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

Based on 2023 Data
~$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

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**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

15%
Totals 5 Year Revenue CAGR

Costar
Multifamily
LoopNet
Residential
Information Services
Other Marketplaces

2019: $1.4B
2020: $1.7B
2021: $1.9B
2022: $2.2B
2023: $2.5B
2024E: $2.8B

5 Year CAGR:
2019-2024: 8%
2023-2024 only: 150%
52 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

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 from December 2023 and revenue by client extrapolated from March 2024 internal CoStar data.
Successful Acquisition and Integration Track Record

2024 REVENUE COMPOSITION

- Acquired 24%
- Organic 76%

Organic Revenue vs. Acquired Revenue at the time of acquisition

Company Acquisitions:
- OnTheMarket
- BUREAUX LOCAUX
- homesnap
- Ten-X
- STR
- ForRent.com
- Realla
- Westside Rentals
- LandWatch
- Apartments.com
- LoopNet
- ApartmentFinder
- Lands of America
- BizBuySell
- Virtual Premiere
- Thomas DAILY

Track Record:
- Successful Acquisition and Integration
**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  
✓ 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 |

Note: All data as of 3/31/24 unless otherwise noted.
The fastest growing U.S. residential marketplace
Our Vision

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

110M
Homes.com Monthly Unique Visitors

156M
Homes.com Network Monthly Unique Visitors

2M+
Residential For Sale and Rental Listings

20K+
Neighborhood Content

650K+
Agents with 1+ Listing

Millions
of Leads

* 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.

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

Coming soon…Matterport 3D Virtual Tours on All Homes.com Members Listings
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.

- CoStar Group
- Rightmove
- REA Group
- Scout24
- Lifull

Net income (loss) for Your Listing Your Lead:
- $2.0
- $1.5
- $1.0
- $0.5
- $0.0

Net income (loss) for Not Your Listing Your Lead:
- ($2.0)
- ($1.5)
- ($1.0)
- ($0.5)
- ($0.0)
“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 6x in 6 Months to 24%

Sept '23: 4%
Mar '24: 24%

UP 6X

CoStar Group
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
Discover your new home.
Helping 100 million renters find their perfect fit.
Apartments.com by the Numbers

- **$1B** Revenue Run Rate
- **21%** Year-over-Year Revenue Growth
- **#1** Rank in Brand Awareness
- **1M+** Rental Availabilities
- **1B** Annual Visits
- **43M** Average Monthly Unique Visitors

*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!

~73,000 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
Unaided Brand Awareness

Source: Dynata, a leading market research sampling provider.

Q1'20 Q2'20 Q3'20 Q4'20 Q1'21 Q2'21 Q3'21 Q4'21 Q1'22 Q2'22 Q3'22 Q4'22 Q1'23 Q2'23 Q3'23 Q4'23 Q1'24

32% 35% 34% 34% 31% 34% 36% 36% 33% 34% 30% 37% 40% 44% 49% 53% 52% 51%

51%
Apartments Network Traffic Leads Zillow Eight Consecutive Quarters

Average Monthly Unique Visitors (in millions)

Q1-2022 | Q2-2022 | Q3-2022 | Q4-2022 | Q1-2023 | Q2-2023 | Q3-2023 | Q4-2023

Zillow Rentals | Apartments.com Network

Source: Zillow.com from self reported internal UV's; Apartments.com Network from Google Analytics
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>18K</td>
<td>$64M</td>
<td>1%</td>
<td>$6B</td>
</tr>
<tr>
<td>50-99</td>
<td>69K</td>
<td>11K</td>
<td>$116M</td>
<td>11%</td>
<td>$1B</td>
</tr>
<tr>
<td>100+</td>
<td>104K</td>
<td>44K</td>
<td>$832M</td>
<td>40%</td>
<td>$2B</td>
</tr>
<tr>
<td>Grand Total</td>
<td>23M</td>
<td>73K</td>
<td>$1B</td>
<td>12%</td>
<td>$9B</td>
</tr>
</tbody>
</table>

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.
### 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>5th place in highly fragmented online rental search industry</td>
<td><strong>The leading</strong> online rental marketplace</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td>$75 million</td>
<td><strong>$1 billion</strong> revenue run rate</td>
</tr>
<tr>
<td><strong>Traffic</strong></td>
<td>4 million average monthly unique visitors</td>
<td><strong>43 million</strong> monthly unique visitors</td>
</tr>
<tr>
<td><strong>Customers</strong></td>
<td>18,000 communities</td>
<td><strong>73,000</strong> communities</td>
</tr>
</tbody>
</table>

#1 in Brand Awareness per Dynata for 2023. #1 in revenue in 2023 vs. competitors. Revenue Run Rate based on first quarter 2024 annualized including transactional revenue. 2014 ComScore traffic data. 03/24 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

$1B
Revenue Run Rate

220K+
Subscribers

895K
Listings

7M
Commercial Properties

15M
Lease Transactions

5M
Sale Transactions

*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

Total addressable market for CoStar – CoStar estimate.
CAGR based on trailing twelve-month revenue as of 3/3124.
Unparalled Research Methodology

- 400 In-market canvassers
- 1,000+ Drones
- 70 Analysts and Economists
- 1,600 Researchers
- 1,200 Software Developers
- 50 Journalists Across North America & Europe
- Automated data extraction
- Data feeds and third-party data

Cessna capturing aerial insights

1 Based on 12/31/23 Internal Data
CoStar Hospitality – STR Benchmarking by the Numbers

- 23% Total Subscription Revenue Growth
- 81K Hotels Worldwide
- 10M Guest Rooms
- 190 Countries
- $300M Total Addressable Market
- 98% Renewal Rate

*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

- **$276M** Revenue Run Rate
- **13M** Monthly Unique Visitors Worldwide
- **14%** 5 Year Revenue CAGR
- **330K** CRE Brokers & Owners Advertising
- **12X** #1 Google keywords than closest competitor
- **96%** Fortune 1000 Companies Active on Site

*All data as of March 2024. Run Rate based on 1Q24 annualized. Traffic data from Google Analytics.*
Commanding Share of Traffic vs. Marketplace Competitors

LoopNet Network vs. Competitors

- LoopNet Network
- crexi
- propertyshark
- commercialcafe
- officespace
- commercialexchange
- globallistings
- realnex
- Instantoffices
- buildout
- vts
- rcm1
- reonomy
- myelisting
- propertycapsule

**67x**
Unique Visitors of the Avg. CRE Marketplace Competitor

**6x**
Unique Visitors of the Nearest Competitor

Source: SEMRush unique visitors for calendar month ending 3/31/24; 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
The leading platform for lease accounting and management
Real Estate Manager by the Numbers

- **21%**
  10 Year Revenue CAGR

- **97%**
  Customer Retention Rate

- **$10B**
  Monthly Lease Payments Managed

- **625K**
  Real Estate Leases

- **33K**
  System Users

All data from internal database as of March 2024.
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
Ten-X by the Numbers

$31B
Assets Sold

92%
Properties Sold in 90 Days or Less

61%
Trade Rate Since 2020

95%
Close Rate

85%
Non-Distressed Assets

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 first quarter of 2024.
Ten-X Platform Closes Deals 2-3x Faster than Offline Transactions

- Asset Evaluation: ±10 days
- Asset Marketing & Bidder Qualification: ±45 days
- Contracts & Closing: ±30 days

Onboarding & Due Diligence: 2 days
Online Auction

List To Close In Under 100 Days
Ten-X Revenue Opportunity is >$3 Billion at Current Transaction Levels

Market Penetration %
($1M - $10M Property Size)

<table>
<thead>
<tr>
<th>Market Penetration %</th>
<th>Revenue Opportunity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current 1%</td>
<td>$50 Million</td>
</tr>
<tr>
<td>5%</td>
<td>$155 Million</td>
</tr>
<tr>
<td>10%</td>
<td>$310 Million</td>
</tr>
<tr>
<td>25%</td>
<td>$775 Million</td>
</tr>
<tr>
<td>33%</td>
<td>$1 Billion</td>
</tr>
<tr>
<td>100%</td>
<td>$3.1 Billion</td>
</tr>
</tbody>
</table>

Annual Revenue (in Millions)

Revenue opportunity based on CoStar estimates.
The largest rural real estate marketplace in the country
Land.com by the Numbers

14%  
5 Year Revenue CAGR

11M  
Average Monthly Visitors

8K  
Paid Clients

490K  
Land Sale Comps in Database

47K  
Paid Listings

Land.com Leads All Competitors in Traffic Share

Source: SimilarWeb, Monthly Visits, March 24

- Land.com: 9M visits per month
- LandSearch: 3.4X our largest competitor
The largest business-for-sale marketplace in the U.S.
BizBuySell by the Numbers

- 9% 5 Year Revenue CAGR
- 38M Annual Visits
- 2.8M Annual Leads Delivered
- 120K Annual Paid Listings
- 150K Sold Business Comps in Database

Traffic data for 1Q24 from Google Analytics. Listing, Lead and Comp data from internal database as of 3/31/24.
More Traffic Than All Competitors Combined

4M visits per month
17x our largest competitor

* BizBuySell Network traffic vs similar sites; BizBuySell is from Google Analytics; Competitor data from SimilarWeb, March 2024
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” or “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.

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.
## 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.

<table>
<thead>
<tr>
<th></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(1)</td>
<td>June 30, 2024 - Low(1)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>High(1)</td>
</tr>
<tr>
<td>Net income</td>
<td>$ 97.0</td>
<td>$ 112.0</td>
</tr>
<tr>
<td>Income tax (benefit) expense</td>
<td>52.0</td>
<td>57.0</td>
</tr>
<tr>
<td>Income before income taxes</td>
<td>149.0</td>
<td>169.0</td>
</tr>
<tr>
<td>Amortization of acquired intangible assets</td>
<td>71.0</td>
<td>71.0</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>98.0</td>
<td>98.0</td>
</tr>
<tr>
<td>Acquisition and integration related costs</td>
<td>4.0</td>
<td>4.0</td>
</tr>
<tr>
<td>Other income (expense), net</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Non-GAAP income before income taxes</td>
<td>322.0</td>
<td>342.0</td>
</tr>
<tr>
<td>Assumed rate for income tax expense(2)</td>
<td>26%</td>
<td>26%</td>
</tr>
<tr>
<td>Assumed provision for income tax expenses</td>
<td>(83.7)</td>
<td>(88.9)</td>
</tr>
<tr>
<td>Non-GAAP net income</td>
<td>$ 238.3</td>
<td>$ 253.1</td>
</tr>
<tr>
<td>Net income per share - diluted</td>
<td>$ 0.24</td>
<td>$ 0.27</td>
</tr>
<tr>
<td>Non-GAAP net income per share - diluted</td>
<td>$ 0.58</td>
<td>$ 0.62</td>
</tr>
<tr>
<td>Weighted average outstanding shares - diluted</td>
<td>408.8</td>
<td>408.8</td>
</tr>
</tbody>
</table>

(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.

<table>
<thead>
<tr>
<th>(in millions)</th>
<th>For the Year Ending December 31, 2024 - Low(1)</th>
<th>For the Year Ending December 31, 2024 - High(1)</th>
<th>For the Three Months Ended June 30, 2024 - Low(1)</th>
<th>For the Three Months Ended June 30, 2024 - High(1)</th>
<th>For the Three Months Ended March 31, 2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income</td>
<td>$97.0</td>
<td>$112.0</td>
<td>$1.0</td>
<td>$5.0</td>
<td>$6.7</td>
</tr>
<tr>
<td>Amortization of acquired intangible assets</td>
<td>71.0</td>
<td>71.0</td>
<td>17.0</td>
<td>17.0</td>
<td>19.8</td>
</tr>
<tr>
<td>Depreciation and other amortization</td>
<td>54.0</td>
<td>54.0</td>
<td>14.0</td>
<td>14.0</td>
<td>10.3</td>
</tr>
<tr>
<td>Interest income, net</td>
<td>(198.0)</td>
<td>(198.0)</td>
<td>(51.0)</td>
<td>(51.0)</td>
<td>(66.2)</td>
</tr>
<tr>
<td>Other (income) expense, net</td>
<td>7.0</td>
<td>7.0</td>
<td>(6.0)</td>
<td>(6.0)</td>
<td>1.9</td>
</tr>
<tr>
<td>Income tax expense</td>
<td>52.0</td>
<td>57.0</td>
<td>3.0</td>
<td>4.0</td>
<td>4.8</td>
</tr>
<tr>
<td>EBITDA</td>
<td>83.0</td>
<td>103.0</td>
<td>(22.0)</td>
<td>(17.0)</td>
<td>(12.7)</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>98.0</td>
<td>98.0</td>
<td>25.0</td>
<td>25.0</td>
<td>22.8</td>
</tr>
<tr>
<td>Acquisition and integration related costs</td>
<td>4.0</td>
<td>4.0</td>
<td>2.0</td>
<td>2.0</td>
<td>2.3</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>$185.0</td>
<td>$205.0</td>
<td>$5.0</td>
<td>$10.0</td>
<td>$12.4</td>
</tr>
</tbody>
</table>

(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