



## Investor Presentation

August 2021 Update



# Disclaimer



## About this Presentation

This investor presentation (this “Presentation”) relates to a proposed business combination (the “Business Combination”) between Supernova Partners Acquisition Company, Inc. (“Supernova”) and OfferPad, Inc. (the “Company”). The information contained herein does not purport to be all-inclusive and none of Supernova, the Company or their respective affiliates or representatives makes any representation or warranty, express or implied, as to the accuracy, completeness or reliability of the information contained in this Presentation.

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## Forward-Looking Statements

Certain statements in this Presentation may be considered forward-looking statements. Forward-looking statements generally relate to future events or Supernova’s or the Company’s future financial or operating performance. For example, statements regarding the Company’s outlook for the third quarter and full year 2021, and projections of, the Company’s future financial results and other metrics and ownership of the combined company following the Business Combination, anticipated growth in demand for the Company’s services, anticipated growth in the industry in which the Company operates and the anticipated timing of the proposed Business Combination are forward-looking statements. In some cases, you can identify forward-looking statements by terminology such as “pro forma,” “may,” “should,” “could,” “might,” “plan,” “possible,” “project,” “strive,” “budget,” “forecast,” “expect,” “intend,” “will,” “estimate,” “anticipate,” “believe,” “predict,” “potential” or “continue,” or the negatives of these terms or variations of them or similar terminology. Such forward-looking statements are subject to risks, uncertainties, and other factors which could cause actual results to differ materially from those expressed or implied by such forward-looking statements.

These forward-looking statements are based upon estimates and assumptions that, while considered reasonable by Supernova and its management, and the Company and its management, as the case may be, are inherently uncertain. Factors that may cause actual results to differ materially from current expectations include, but are not limited to: the occurrence of any event, change or other circumstances that could give rise to the termination of definitive agreements with respect to the Business Combination; the outcome of any legal proceedings that may be instituted against Supernova, the Company, the combined company or others following the announcement of the Business Combination and any definitive agreements with respect thereto; the inability to complete the Business Combination due to the failure to obtain approval of the stockholders of Supernova or to satisfy other conditions to closing; changes to the proposed structure of the Business Combination that may be required or appropriate as a result of applicable laws or regulations or as a condition to obtaining regulatory approval of the Business Combination; the ability to meet stock exchange listing standards following the consummation of the Business Combination; the risk that the Business Combination disrupts current plans and operations of the Company as a result of the announcement and consummation of the Business Combination; the ability to recognize the anticipated benefits of the Business Combination, which may be affected by, among other things, competition, the ability of the combined company to grow and manage growth profitably, maintain relationships with customers and suppliers and retain its management and key employees; costs related to the Business Combination; changes in applicable laws or regulations; the ability to respond to general economic conditions; the health of the U.S. residential real estate industry; the ability to grow market share in existing markets or any new markets; the impact of the COVID-19 pandemic; the ability to manage growth effectively; the ability to accurately value and manage inventory, and to maintain an adequate and desirable supply of inventory; the ability to successfully launch new product and service offerings, and to manage, develop and refine the technology platform; and other risks and uncertainties set forth in the sections entitled “Risk Factors” and “Cautionary Note Regarding Forward-Looking Statements” in the registration statement on Form S-4 and proxy statement/prospectus discussed below and other documents filed by Supernova from time to time with the Securities and Exchange Commission (SEC).

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## Financial Information; Non-GAAP Financial Measures

This Presentation also includes certain financial measures not presented in accordance with generally accepted accounting principles (“GAAP”) including, but not limited to, Contribution Margin, Adjusted EBITDA and certain ratios and other metrics derived therefrom. Contribution Margin means net sale proceeds less holding and selling costs, plus other services. Adjusted EBITDA includes adjustments for amortization of share based compensation, impairments and other non-cash expense. These non-GAAP financial measures are not measures of financial performance in accordance with GAAP and may exclude items that are significant in understanding and assessing the Company’s financial results. Therefore, these measures should not be considered in isolation or as an alternative to net income, cash flows from operations or other measures of profitability, liquidity or performance under GAAP. You should be aware that the Company’s presentation of these measures may not be comparable to similarly-titled measures used by other companies. Supernova and the Company believe these non-GAAP measures of financial results provide useful information to management and investors regarding certain financial and business trends relating to the Company’s financial condition and results of operations. Supernova and the Company believe that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends in and in comparing the Company’s financial measures with other similar companies, many of which present similar non-GAAP financial measures to investors. These non-GAAP financial measures are subject to inherent limitations as they reflect the exercise of judgments by management about which expense and income are excluded or included in determining these non-GAAP financial measures.

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# Disclaimer (cont'd)

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This Presentation contains financial forecasts for the Company with respect to certain financial results for the Company. Neither Supernova's nor Company's independent auditors have audited, studied, reviewed, compiled or performed any procedures with respect to the projections for the purpose of their inclusion in this Presentation, and accordingly, they did not express an opinion or provide any other form of assurance with respect thereto for the purpose of this Presentation. These projections are forward-looking statements and should not be relied upon as being necessarily indicative of future results. In this Presentation, certain of the above-mentioned projected information has been provided for purposes of providing comparisons with historical data. The assumptions and estimates underlying the prospective financial information are inherently uncertain and are subject to a wide variety of significant business, economic and competitive risks and uncertainties that could cause actual results to differ materially from those contained in the prospective financial information. Accordingly, there can be no assurance that the prospective results are indicative of the future performance of the Company or that actual results will not differ materially from those presented in the prospective financial information. Inclusion of the prospective financial information in this Presentation should not be regarded as a representation by any person that the results contained in the prospective financial information will be achieved.

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In this Presentation, Supernova and the Company rely on and refer to certain information and statistics obtained from third-party sources which they believe to be reliable. Neither Supernova nor the Company has independently verified the accuracy or completeness of any such third-party information.

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## **Additional Information**

Supernova has filed a registration statement on Form S-4 with the Securities and Exchange Commission (the "SEC"), which includes a proxy statement/prospectus, that is both the proxy statement that was distributed to holders of Supernova's common stock in connection with its solicitation of proxies for the vote by Supernova's stockholders with respect to the proposed Business Combination and other matters as described in the registration statement, as well as the prospectus relating to the offer and sale of the securities to be issued in the Business Combination. Supernova has mailed the definitive proxy statement/prospectus and other relevant documents to its stockholders. This Presentation does not contain all the information that should be considered concerning the proposed Business Combination and is not intended to form the basis of any investment decision or any other decision in respect of the Business Combination. Supernova's stockholders and other interested persons are advised to read the definitive proxy statement/prospectus and other documents filed in connection with the proposed Business Combination, as these materials will contain important information about the Company, Supernova and the Business Combination. Stockholders are also able to obtain copies of the definitive proxy statement and other documents filed with the SEC, without charge, at the SEC's website at [www.sec.gov](http://www.sec.gov), or by directing a request to Supernova's secretary at 4301 50th Street NW, Suite 300 PMB 1044, Washington, D.C. 20016, (202) 918-7050.

## **Participants in the Solicitation**

Supernova and its directors and executive officers may be deemed participants in the solicitation of proxies from Supernova's stockholders with respect to the proposed Business Combination. A list of the names of those directors and executive officers and a description of their interests in connection with the proposed Business Combination is contained in Supernova's registration statement on Form S-4, which is available free of charge at the SEC's website at [www.sec.gov](http://www.sec.gov). To the extent such holdings of Supernova's securities may have changed since that time, such changes have been or will be reflected on Statements of Change in Ownership on Form 4 filed with the SEC.

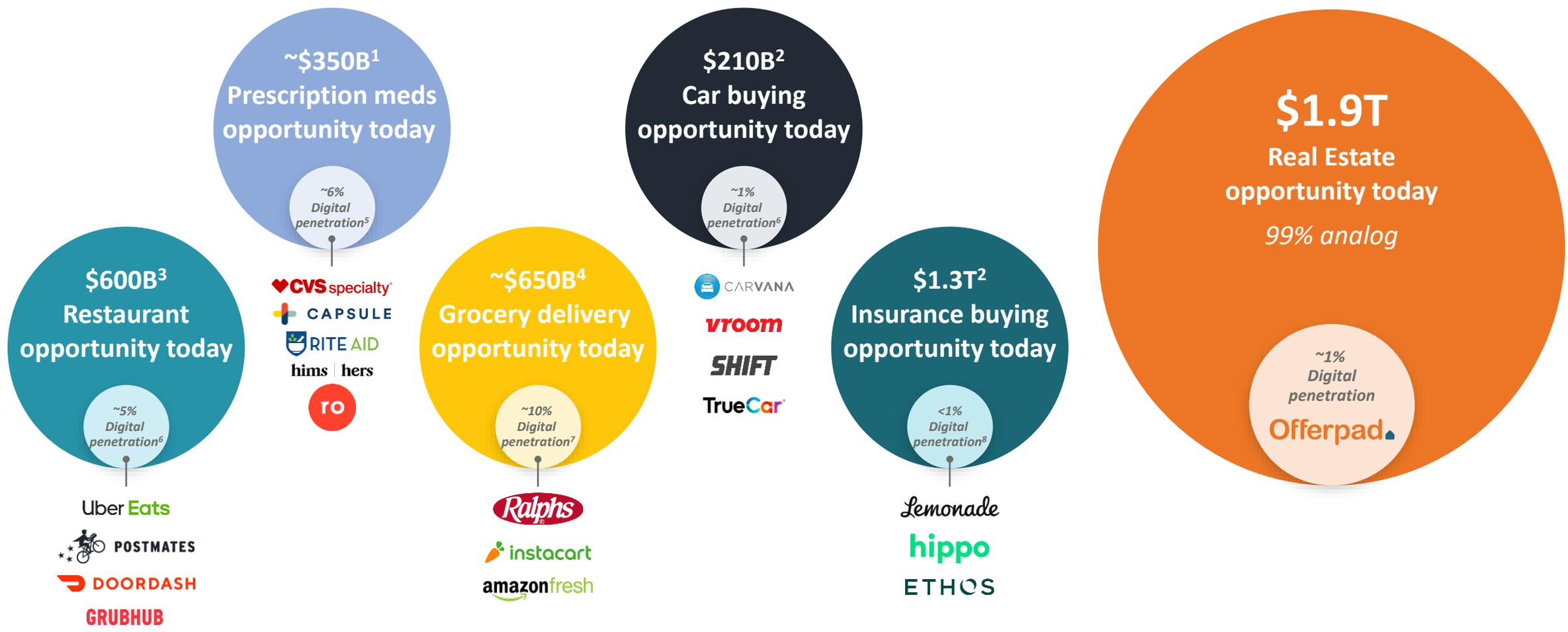
The Company and its directors and executive officers may also be deemed to be participants in the solicitation of proxies from the stockholders of Supernova in connection with the proposed Business Combination. A list of the names of those directors and executive officers and information regarding their interests in the proposed Business Combination is contained in Supernova's registration statement on Form S-4, which is available free of charge at the SEC's website at [www.sec.gov](http://www.sec.gov).

**Offerpad** 

move freely

**Our mission is to provide the best way to buy and sell a home. Period.**

# Online penetration in real estate is nascent compared to other industries but following a similar trajectory



# Offerpad – A Perfect Match For Supernova



## Supernova's Acquisition Criteria

## Offerpad Meets All Of Supernova's Acquisition Criteria

1 Large addressable market	✓ Large and growing TAM ripe for disruption \$850 billion Offerpad "Buy Box" immediate opportunity
2 Robust business model	✓ Offerpad is a leading iBuyer platform with a highly efficient business model Proprietary tech platform + hybrid local market experts
3 Competitive differentiation	✓ Significant capital efficiency at similar revenue levels compared to Zillow and Opendoor Achieved more with less capital
4 Attractive growth profile	✓ Attractive financial profile, growth, and unit economics \$1.7 - \$1.85 billion 2021E revenue, 67% YoY growth at the midpoint
5 Proven management team	✓ World-class management with deep industry expertise Led by Brian Bair, Founder & CEO, supported by exceptional senior management team
6 Fundamental value with significant upside	✓ Compelling valuation & ability to enhance value through partnership with Supernova Deliver synergies through leveraging broad network and proven operational expertise

# Partnering with Offerpad to create meaningful shareholder value



*Full commitment of Supernova team, working hand in hand with board of directors and management, to create the leading next-generation real estate technology platform*

## Internally

- ✓ Assist in attracting the best talent through our broad and deep network
- ✓ Support Offerpad's high class profile with our operating expertise
- ✓ Assemble a top tier public company Board consistent with Offerpad's caliber
- ✓ Leverage our network to drive diversity across the organization and position the company for tremendous success

## Externally

- ✓ Become the most well known, well respected real estate technology brand
- ✓ Effectively positioning the company's story for a successful public debut
- ✓ Supplementing value creation through our experience with inorganic growth
- ✓ Leverage our networks for expert assistance

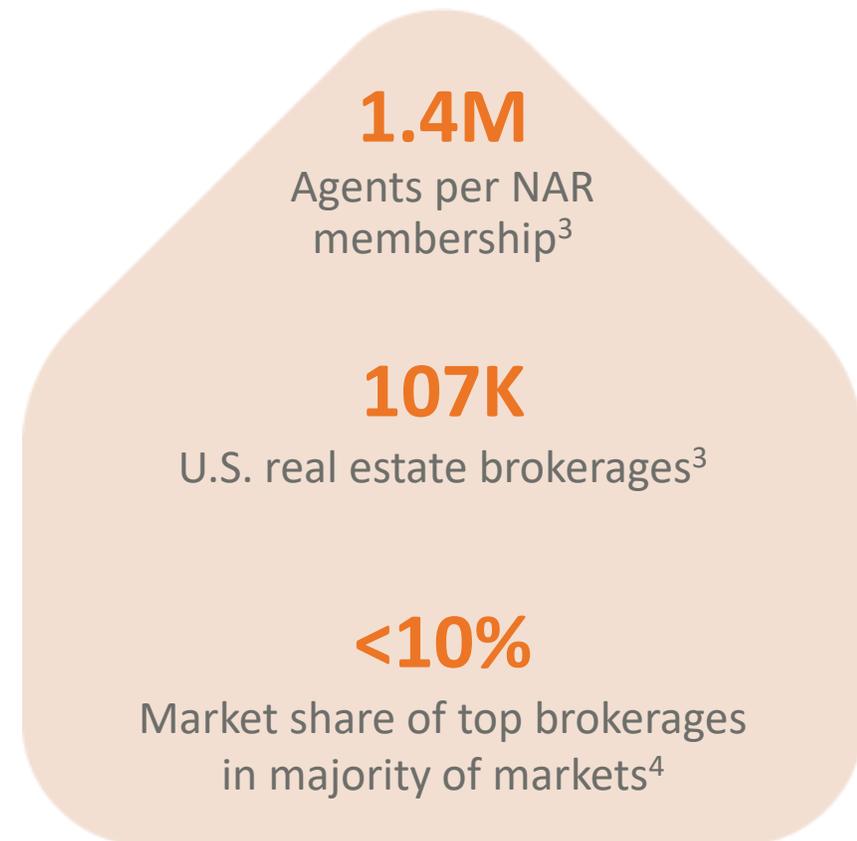
# We are transforming the largest asset class: real estate



## Market opportunity



## Highly fragmented market



# Our differentiated approach



## Selling services

- Competitive cash offer in 24 hours
- No showings or open houses
- Pick your closing day
- Free local move\*

### Sell to Offerpad

Cash offer within 24hrs, no showings, choose your closing date

### Free list-ready home services

Personalized listing service including free maintenance, renovation advances, and concierge coordinator



## Buying services

- Self-tour Offerpad homes
- Bundle and Save
- Closing cost incentives
- Early access to Offerpad homes

### Buy with Offerpad

Customizable buying process, access to local experts and guided support, and flexible closing solutions.

## Additional ancillary services

- Title
- Moving services
- Mortgage
- Remodel services
- Energy efficiency
- Smart home
- Insurance
- Home warranty

Today Future

# A simple, tech-enabled solution for our customers



## Request a cash Offer

3-minute request form and offer will be delivered within 24 hours

## Search Offerpad & Non-Offerpad Homes Online

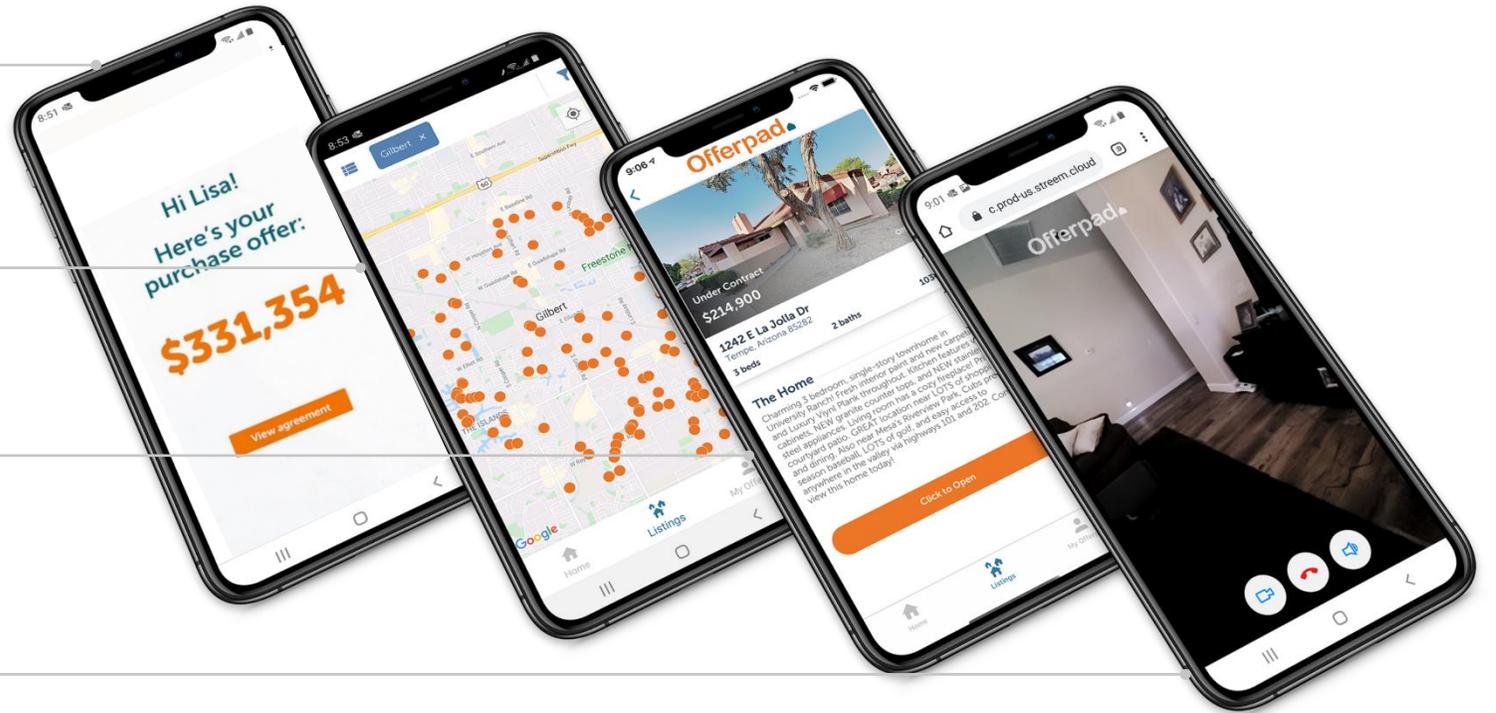
Research all homes on the market as well as Offerpad coming soon homes

## Access Vacant Offerpad Homes via Mobile App

Visit Offerpad homes on your own time in a safe, socially distant manner

## Complete Inspection, Virtual Closings

Utilize virtual tools to complete closing process if desired



# Our customers are our best reference



**95%**

Customer Satisfaction  
Rating <sup>1</sup>

**81**

Net Promoter Score (NPS) <sup>1</sup>

**9 out of 10**

Recommend to a Friend <sup>1</sup>

# Operational expertise that maximizes value



## Best-in-Class Renovations

### Workforce optimization

Internal / external workforce mix

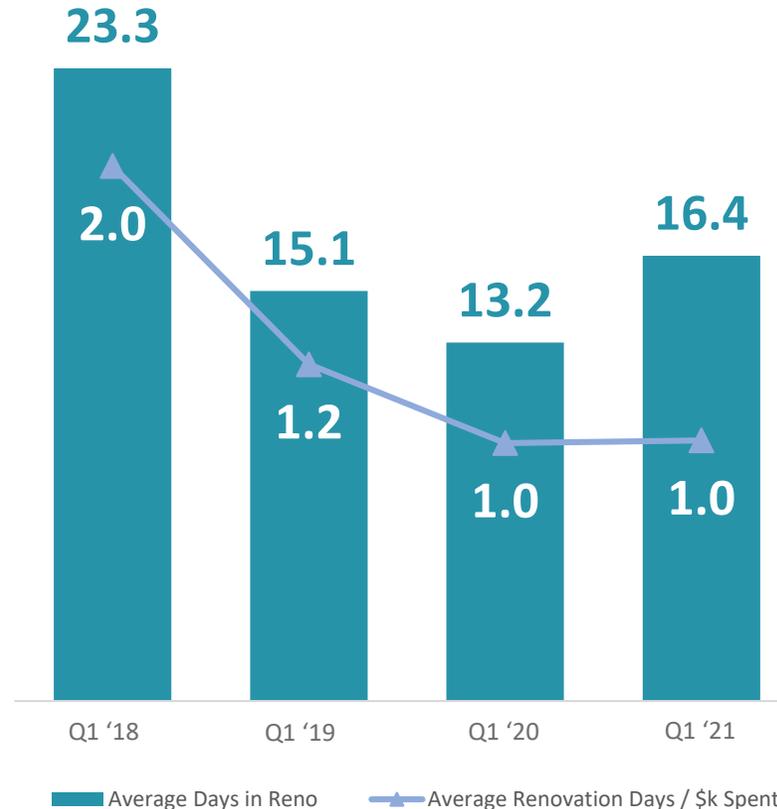
### Local project managers

Offerpad employees who oversee each renovation from start to finish

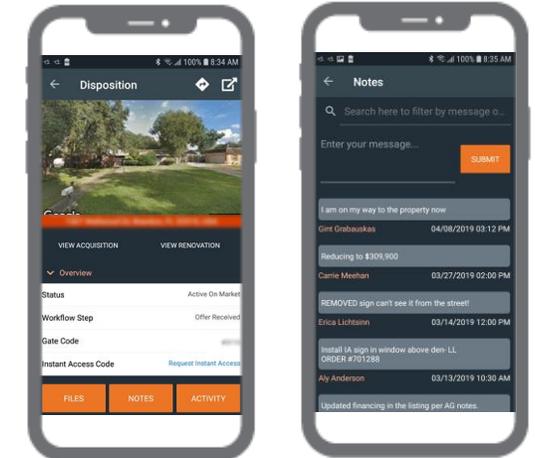
### Project standardization

Market-by-market, to ensure quality, cost and time efficiency

## Renovation Time Efficiencies



## Helix GO Field Automation



- Labor and material tracking
- Work-order dispatch & management
- Live inspections / progress reporting

*16K+ renovations completed since inception, \$15K average renovation during 2020*

# Renovation before and after



Tempe, AZ: \$62k Renovation, \$81k Contribution Margin/Home

BEFORE



AFTER



BEFORE



AFTER



BEFORE



AFTER



BEFORE



AFTER



# Offerpad by the numbers

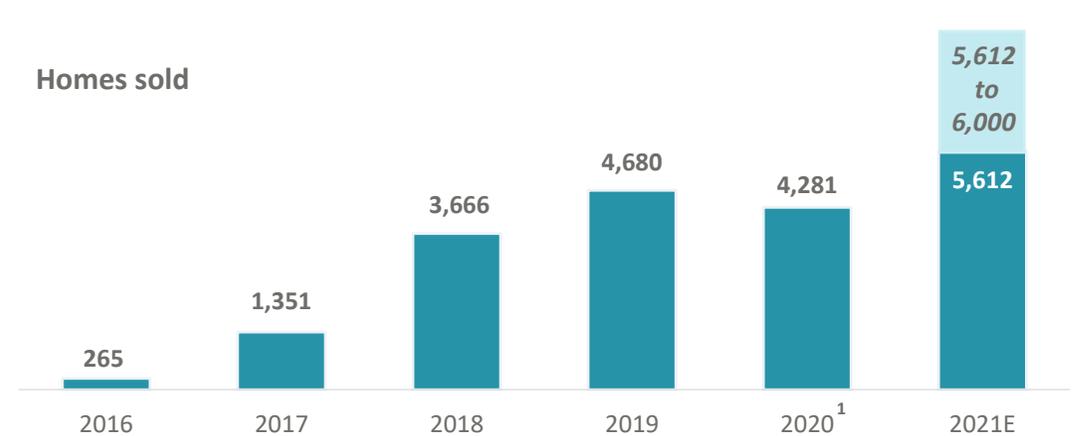
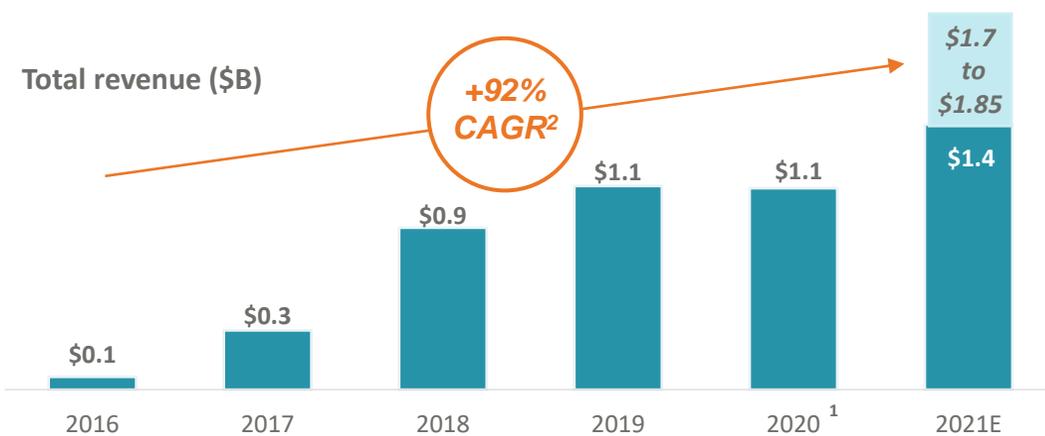
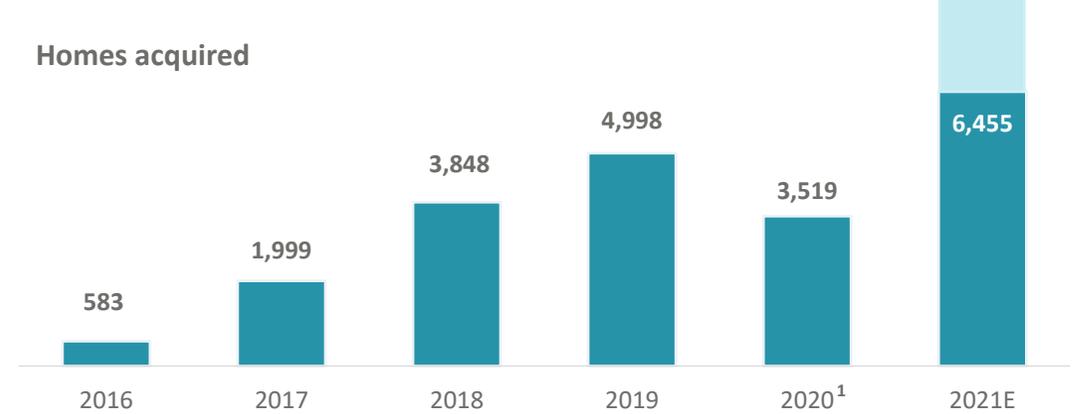
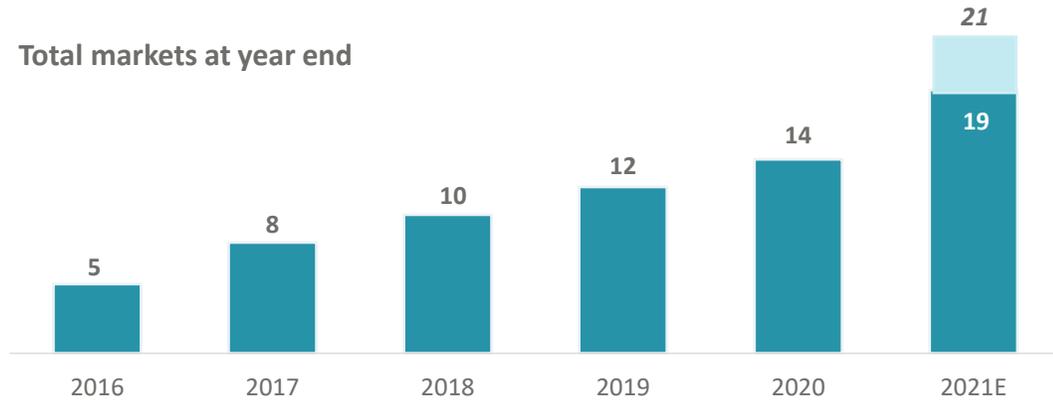


- **~1,000** Cities and towns
- **17** Markets<sup>1</sup>
- **~16,000**  
Renovations to date

- **~\$8.7B** Transactions to date<sup>2</sup>
- **\$1.7-\$1.85B** Revenue in  
2021E
- Positive contribution margins  
per home since **2016**

- **95%** customer satisfaction<sup>3</sup>
- **81** Net promote score (NPS)<sup>3</sup>
- **9 out of 10** recommend  
to a friend<sup>3</sup>

# We have achieved rapid growth and scale

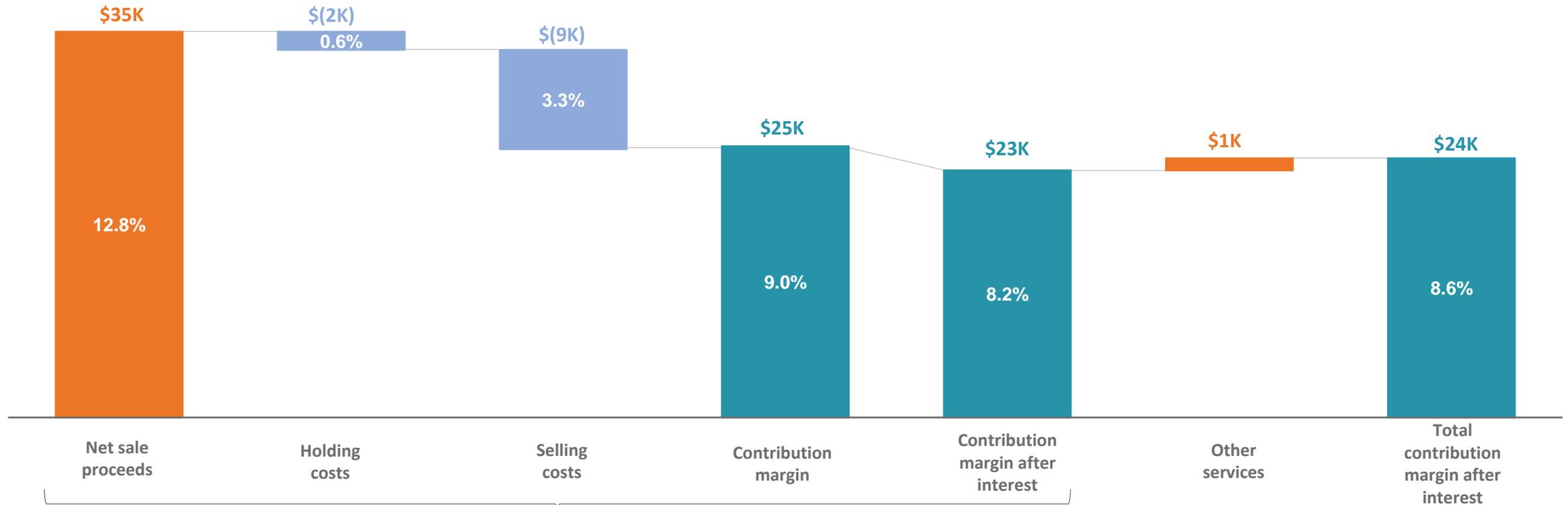


**Significant scale with <\$200M equity capital raised to date**

# Highly attractive unit economics



TTM as of Q2'21 contribution margin per home after interest



Express

# Q2'21 Financial and Operational Highlights



Revenue	\$379M	+32% YoY
Homes acquired	2,025	+340% YoY
Homes sold	1,259	+22% <i>avg. revenue per home sold YoY</i>
Net Income	\$9.2M	+16.6M YoY
Adj. EBITDA	\$13.1M	+16.8M YoY
Contribution Profit after Interest per Hold Sold	\$31.5K	+30.1K YoY

## Key Q2'21 Milestones

- Announced planned expansion into 4 additional markets, bringing anticipated end of year market count target up to 21
- Launched Offerpad bundled reward program, allowing customers to save by utilizing multiple Express, Flex, and Mortgage services

# 2021 guidance



<b>Homes sold</b>	5,612 – 6,000
<b>Revenue</b>	\$1.7 – 1.85B
<b>Gross profit</b>	\$170 – 180M
<b>Adjusted EBITDA</b>	(\$15) – (6)M

*“We’re thrilled with the record number of acquisitions and the extraordinary contribution margin we achieved in the second quarter. At Offerpad, we celebrate the wins, such as our performance this quarter, while also staying focused on keeping our business model adaptable. For the balance of the year, we expect continued growth and high customer satisfaction levels as we further our mission to provide the best way to buy and sell a home” – Brian Bair, CEO*

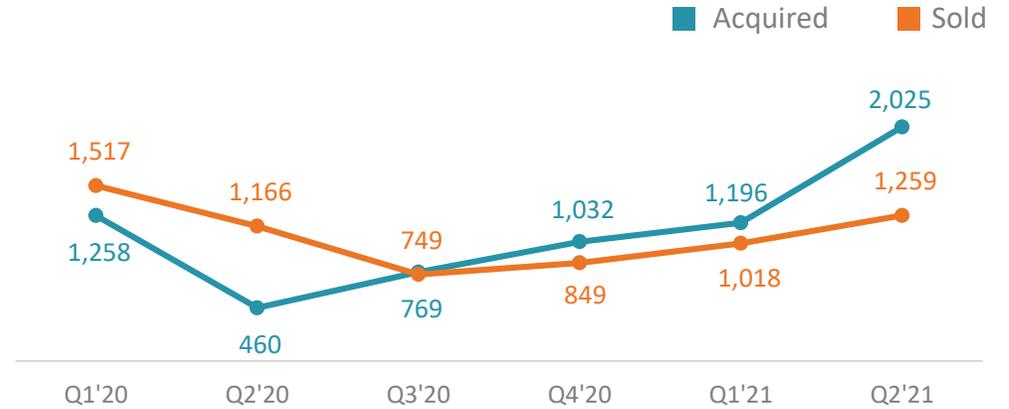
# Improving KPIs Post-COVID-19



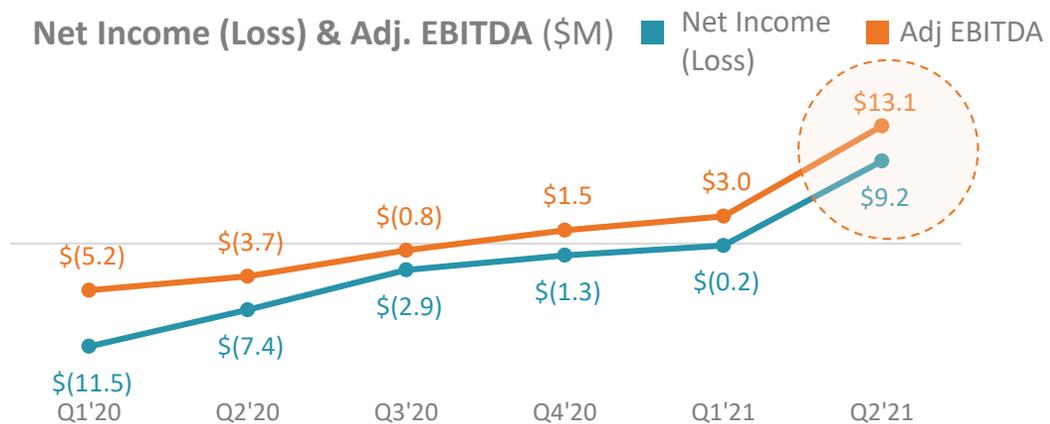
Revenue (\$M)



Homes Acquired & Homes Sold



Net Income (Loss) & Adj. EBITDA (\$M)



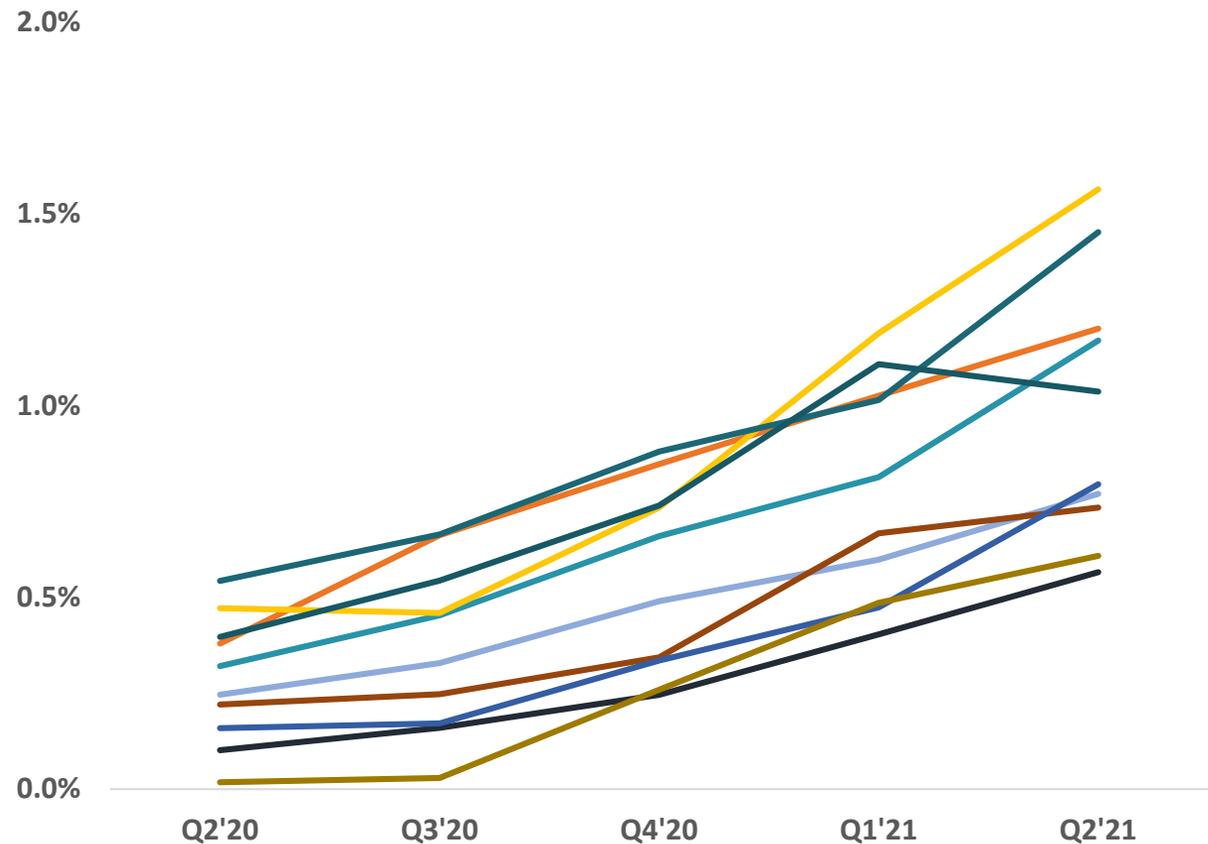
Contribution Profit after Interest Per Home Sold (\$K)



# Our traction has been accelerating in top markets



Market share in top 10 markets  
(as % of total home transactions in each market)



**>5x market share improvement in our fastest growing market over the last year<sup>1</sup>**

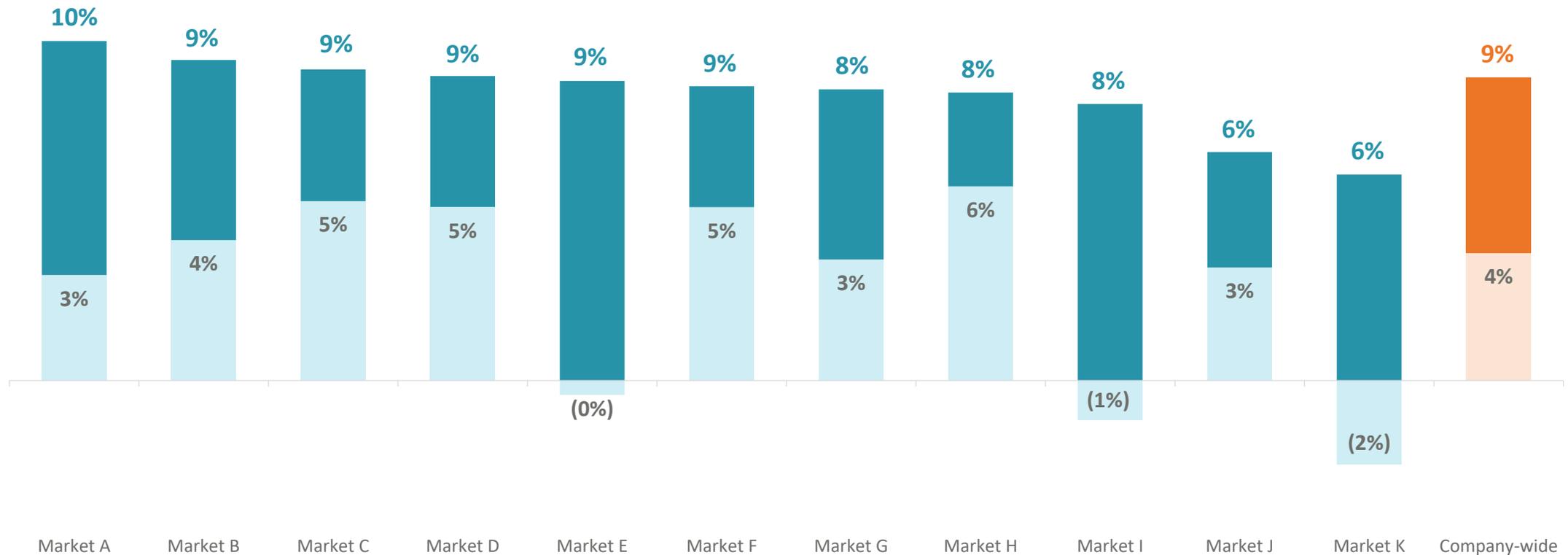
**>3.5x average market share improvement in our top 10 markets over the last year<sup>1</sup>**

# Market level contribution continues to expand

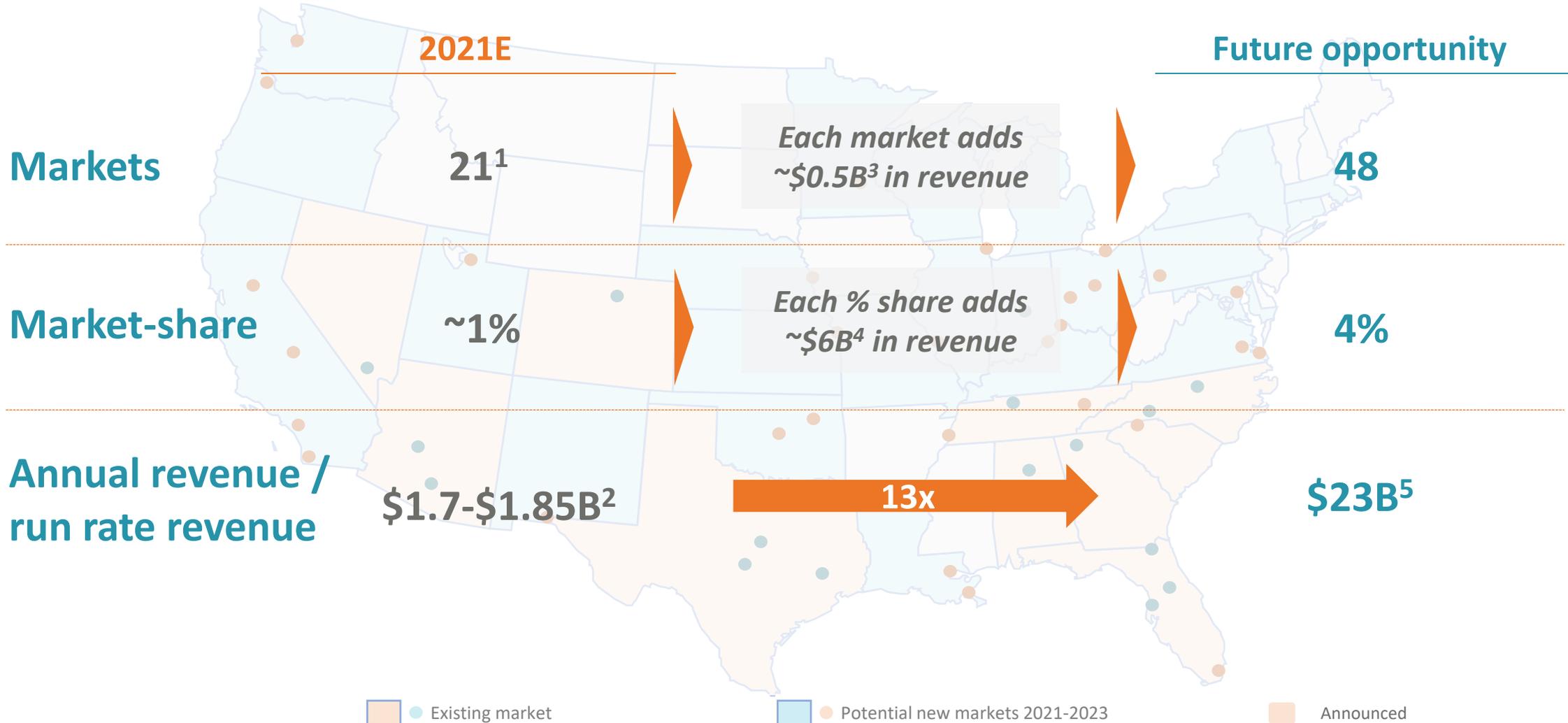


## Contribution Margin After Interest<sup>1</sup>

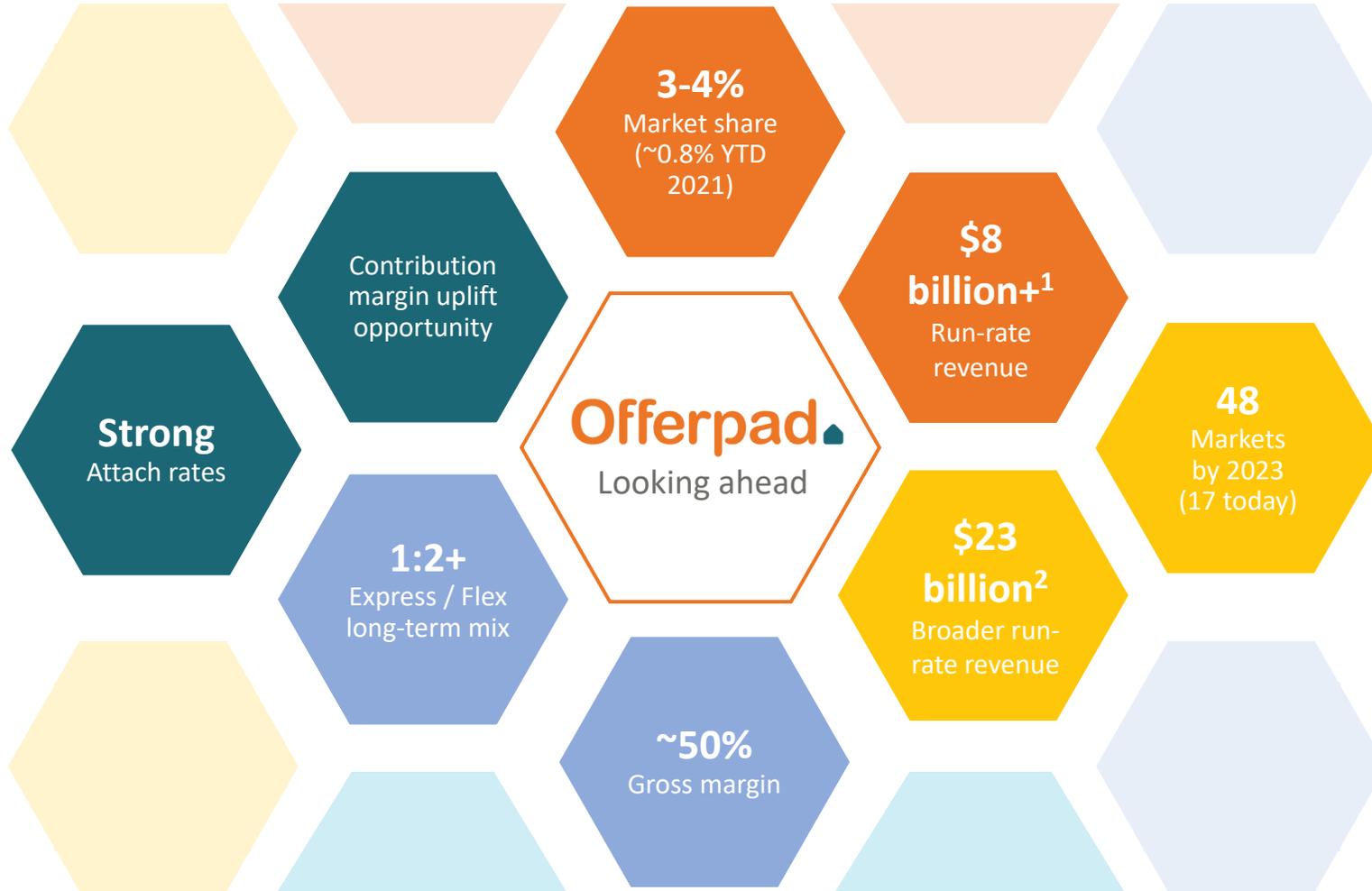
■ LTM as of 6/30/2021  
■ Full Year 2020



# Significant untapped growth potential



# We are in early innings in our growth story



**A Increase penetration**

**B Grow new markets**

**C Flex offering**

**D Ancillary services**

# Founder-led & experienced team across real estate and tech



**Brian Bair**  
Founder & Chief Executive Officer



**Mike Burnett**  
Chief Financial Officer



**Steve Johnson**  
Chief Operating Officer



**Ben Aronovitch**  
Chief Legal Officer



**Vaughn Bair**  
Chief Real Estate Officer



**Casey Bair**  
Chief Acquisition Officer



**Darrin Shamo**  
Chief Marketing Officer



**Gint Grabauskas**  
Chief Technology Officer



**Heather Baily**  
Chief Human Resources Officer



**Dan Mayes**  
Chief of Tactical Real Estate Operations



**Jaidip Singh**  
Chief Data & Analytics Officer

Morgan Stanley



**David Connelly**  
Chief Growth Officer



# Transaction overview



# Overview of Supernova Partners Acquisition Company



## Deep industry expertise and strong sponsorship

- Supernova Partners Acquisition Company, Inc. ("Supernova"), a publicly traded company (NYSE: SPNV) raised \$402.5 million at IPO in October 2020
- Diverse management team and board with deep sector expertise and decades of operational, investment and acquisition experience



**Spencer Rascoff**  
Co-Chair

ZILLOW GROUP

Pacaso

hotwire



**Alexander Klabin**  
Co-Chair



ancient

SENATOR



**Robert Reid**  
CEO

Blackstone



**Michael Clifton**  
CFO

THE CARLYLE GROUP

## Delivering on Supernova's acquisition criteria

**Offerpad**

Large addressable market



Attractive growth profile



Proven management team



Competitive differentiation



Robust business model



Ability to scale



Transparent and strong corporate culture



Fundamental value with significant upside



Affiliates of Supernova are committed to this transaction by personally investing \$50M of capital

# Transaction summary

(\$ Millions)

## Transaction highlights

- Pro Forma Enterprise Value of \$2.4B based on 1.0x 2022E Revenue of \$2.4B
- Existing Offerpad equity holders will roll 100% of their equity and will own 67% of the pro forma company
- Founder Brian Bair will receive high vote stock for approximately 34% of the voting power of the pro forma company<sup>1</sup>
- Affiliates of Supernova are committed to this transaction by personally committing \$50M of capital

## Sources of funds

Sources	
Cash Held in Trust <sup>1</sup>	403
Issuance of Shares	2,250
Supernova FPA	50
Proceeds from PIPE	200
Cash on Balance Sheet	106
<b>Total</b>	<b>\$ 3,008</b>

## Uses of funds

Uses	
Offerpad Equityholder Stock Consideration	2,250
Secondary Proceeds	-
Est. Transaction Fees & Expenses <sup>2</sup>	60
Cash to Balance Sheet	635
Debt paydown	63
<b>Total</b>	<b>\$ 3,008</b>



(1) Assumes no shareholder redemption; (2) Transaction expenses are estimates; (3) Total shares includes 225 million shares, 40 million SPNV public shares, 20 million shares from PIPE, 10 million SPNV founder shares and 5 million Supernova FPA shares. Assumes no shareholder redemption and does not include impact of dilution from warrants; (4) Shares subject to vesting are included in the ownership percentages presented; (5) No grants have been made under the incentive plan or ESPP  
 Note: 20% of Sponsor promote subject to vesting; Vests in full if, at any time during the 5 year period post-closing, the VWAP of pubco shares is greater than or equal to \$12/share for any 20 trading days within a 30 consecutive trading day window; Also vests in full upon a change of control of the pubco; If and when the shares vest, they are entitled to receive back dividends

## Pro forma valuation

### Pro Forma Valuation Calculation

Offerpad Illustrative Share Price		\$10.00
Pro Forma Shares Outstanding (M) <sup>3</sup>		300
<b>Equity Value</b>	<b>\$</b>	<b>3,003</b>
(Less) Cash		635
<b>Enterprise Value</b>	<b>\$</b>	<b>2,368</b>

TEV / 2022E Revenue	\$ 2,417	1.0x
TEV / 2023E Revenue	\$ 3,943	0.6x

## Pro forma ownership % @ \$10.00 / share<sup>4</sup>

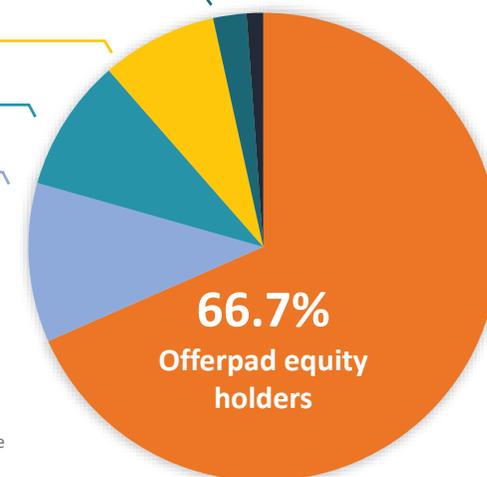
1.5% FPA

3.0% Supernova Sponsor

5.9% PIPE investors

11.9% Public equity holders

11.0% Equity Incentive Plan + ESPP<sup>5</sup>



# Valuation highlights



## Large and growing iBuying opportunity with penetration rates estimated to grow 30%+ CAGR<sup>1</sup> over the next decade

\$850 billion Offerpad “Buy Box” immediate opportunity  
Penetration rates expected to continue to increase from current ~1%



## Offerpad is a leading iBuyer platform with a highly efficient business model

Proprietary tech platform + hybrid local market experts allows for efficient operations of logistically complex model  
Proven expansion strategy in target markets



## Attractive financial profile, growth, and unit economics

\$1.7 - \$1.85 billion 2021E revenue, 67% YoY growth at the midpoint  
Posted quarterly net profit Q2 2021



## Disciplined, high-ROI operating approach that is best-in-class among peers

Achieved significant scale with <\$200M equity capital raised to-date  
\$635M pro forma cash balance<sup>2</sup> + \$700M in warehouse facilities capacity to fuel future investment



## World-class management with deep industry expertise

Led by Brian Bair, Founder & CEO, supported by exceptional senior management team  
Deep real estate expertise with experience operating through multiple cycles

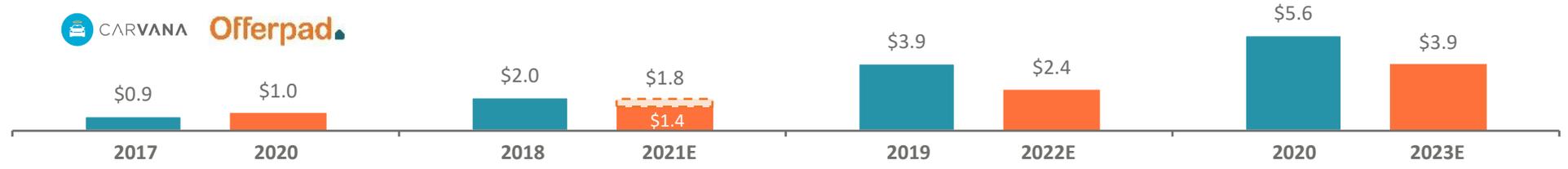
# We are closely tracking to Carvana's proven execution



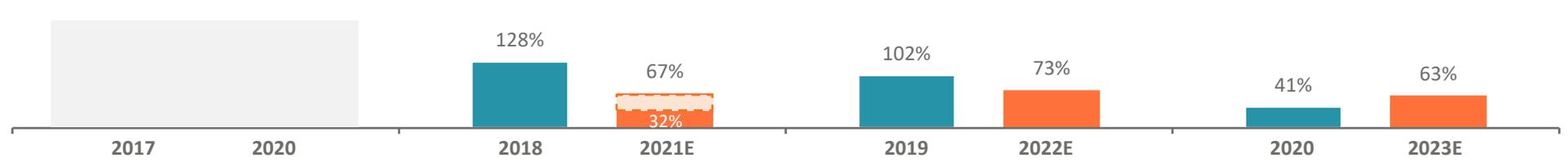
Actual 2020, management projections as of 03/18/21 : 2021E guidance midpoint

CARVANA Offerpad

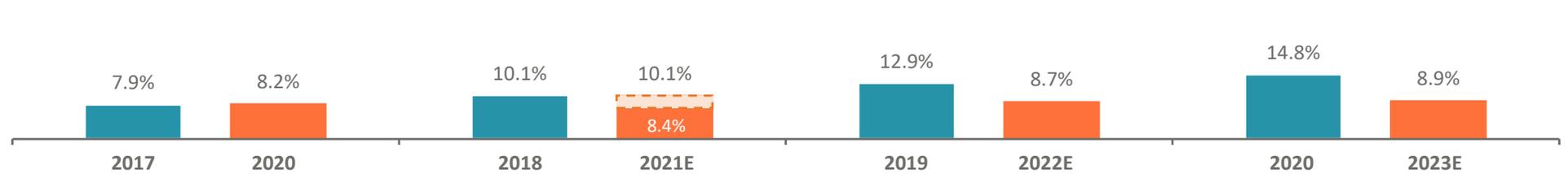
Revenue (\$B)



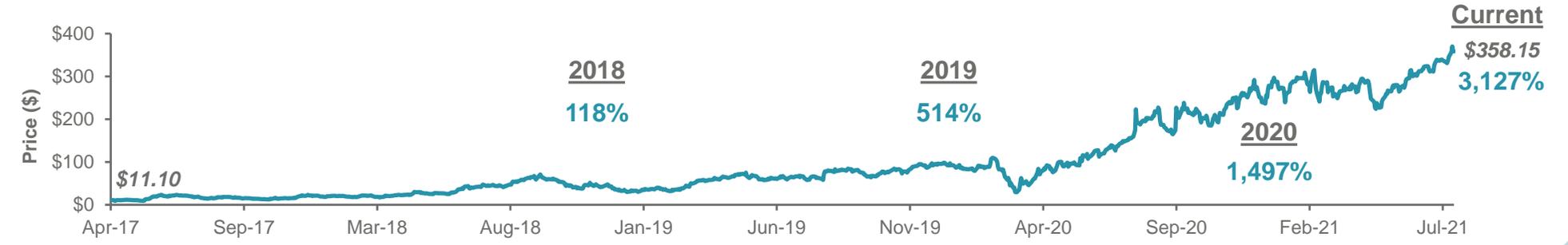
Revenue growth



Gross profit margin



Carvana stock performance (since IPO)



Source: Company filings and Management estimates; FactSet as of 08/12/2021

# Capital-efficient model with high returns on investment

Illustrative ROI based on 2020 metrics



*91% Annualized ROI in Q2 2021*

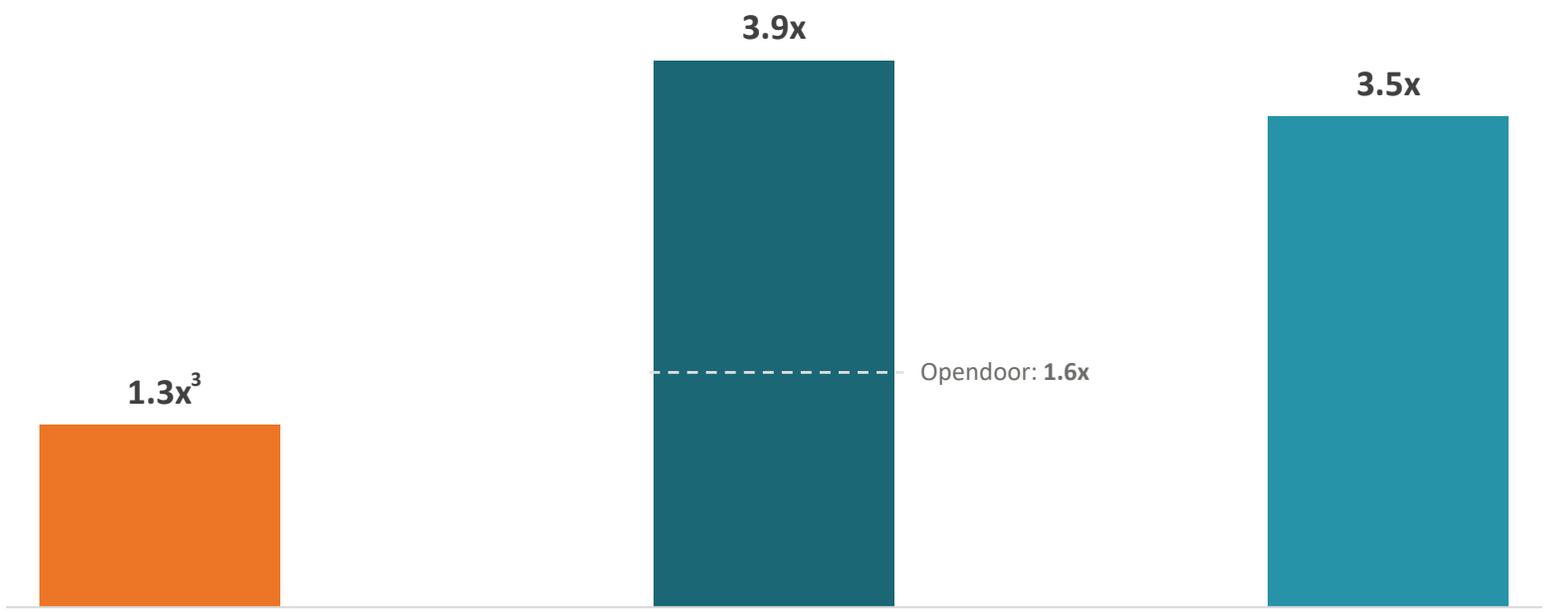
# Attractive valuation entry point compared to peers



EV / 2021E revenue multiple

Digital real estate platforms median<sup>1</sup>

Vehicle iBuyers median<sup>2</sup>



**19%**  
discount to Opendoor

**66%**  
discount to Digital real estate platforms

**62%**  
discount to Vehicle iBuyers

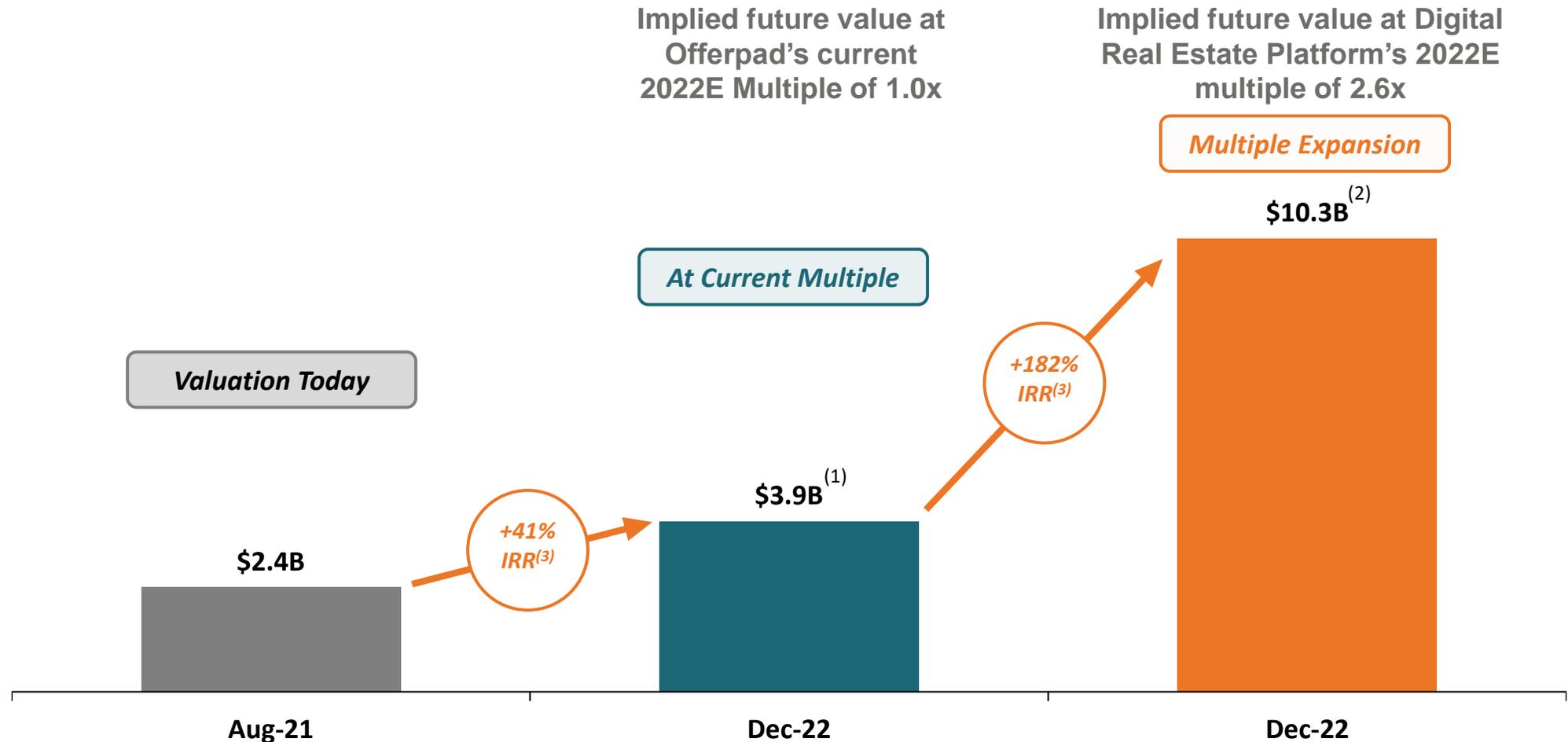
Gross profit margin



Source: Company guidance, FactSet as of 08/12/21 and Wall Street research; % discounts based on EV / 2021E revenue comparison  
 (1) Includes Opendoor, Redfin and Zillow; (2) Includes Carvana and Vroom; (3) Based on \$3.0B valuation and revised guidance midpoint

# Offerpad is poised to deliver attractive returns to investors

Illustrative calculations based on current management projections



# Appendix



# Offerpad driving significant change in “sell-side” real estate transactions



**Traditional**



**As long as 6 months or more to buy or sell a home**  
*Lacks transparency, multiple counterparties, time-consuming, stressful, uncertain*

VS.

Broker search

Prepare listing & marketing

Showing / Open house

Closing

**Offerpad**



**24 hrs for sellers to receive certainty and move on their own schedule**

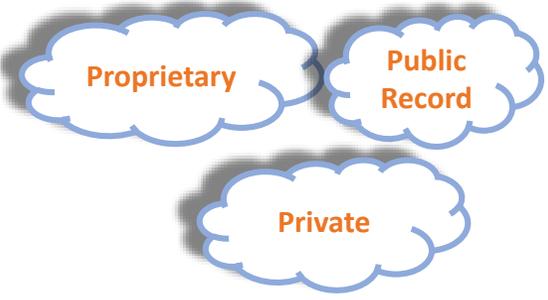
# Offerpad is the new way to buy a home



- ✓ See a home **at your own schedule** – not only when it works for the seller
- ✓ Get **access to a home with your phone** – no agent needed
- ✓ **Use an agent or not** at your own discretion
- ✓ Buy a home that has been **refurbished by a skilled experienced team**
- ✓ Offers can be **submitted online**

<p>Instant Access</p> <p>For Sale</p> <p><b>\$349,900</b></p> <p>7418 W Cameron Dr Peoria, Arizona 85345</p> <p>3 beds 2 baths 1,653 sqft</p>	<p>Instant Access</p> <p>For Sale</p> <p><b>\$469,900</b></p> <p>702 E Coral Gables Dr Phoenix, Arizona 85022</p> <p>4 beds 2 baths 2,066 sqft</p>	<p>For Sale</p> <p><b>\$359,900</b></p> <p>5521 W Calavar Rd Glendale, Arizona 85306</p> <p>3 beds 2 baths 1,876 sqft</p>
<p>Instant Access</p> <p>For Sale</p> <p><b>\$569,900</b></p> <p>620 E Fairmont Dr Tempe, Arizona 85282</p> <p>4 beds 2 baths 2,317 sqft</p>	<p>Under Contract</p> <p><b>\$309,900</b></p> <p>7371 W Ian Dr Laveen, Arizona 85339</p> <p>3 beds 2 baths 1,666 sqft</p>	<p>Under Contract</p> <p><b>\$194,900</b></p> <p>3302 N 7th St Unit 117 Phoenix, Arizona 85014</p> <p>1 bed 1 bath 760 sqft</p>
<p>Under Contract</p> <p><b>\$235,000</b></p> <p>930 S DOBSON RD, UNIT 8 MESA, Arizona 85202</p> <p>3 beds 2 baths 1,419 sqft</p>	<p>Under Contract</p> <p><b>\$390,000</b></p> <p>14449 S 41st Pl Phoenix, Arizona 85044</p> <p>3 beds 2.5 baths 1,661 sqft</p>	<p>Under Contract</p> <p><b>\$255,000</b></p> <p>2014 N 77th Dr Phoenix, Arizona 85035</p> <p>3 beds 3.5 baths 1,383 sqft</p>

# Local expertise supercharges our proprietary technology



Robust data sources

Advantaged combination of machine evaluation & human review

OFFERCO



Offer request

Data collection

500+ data points per home from 14 sources

Automated verification, valuation & renovation modeling

120K+ Property valuations per year

Real estate expert review & communications CRM

10 min Median time spent per asset review<sup>1</sup>  
300+ Offers sent per underwriter per month

Offer delivered

99% underwritten to actual sales price accuracy<sup>2</sup>

Knowledge Distillation and Feedback Loop

(1) As of January 2021; (2) Based on homes acquired in 2019

# Attractive conversion metrics with significant continued upside



**10-15k**

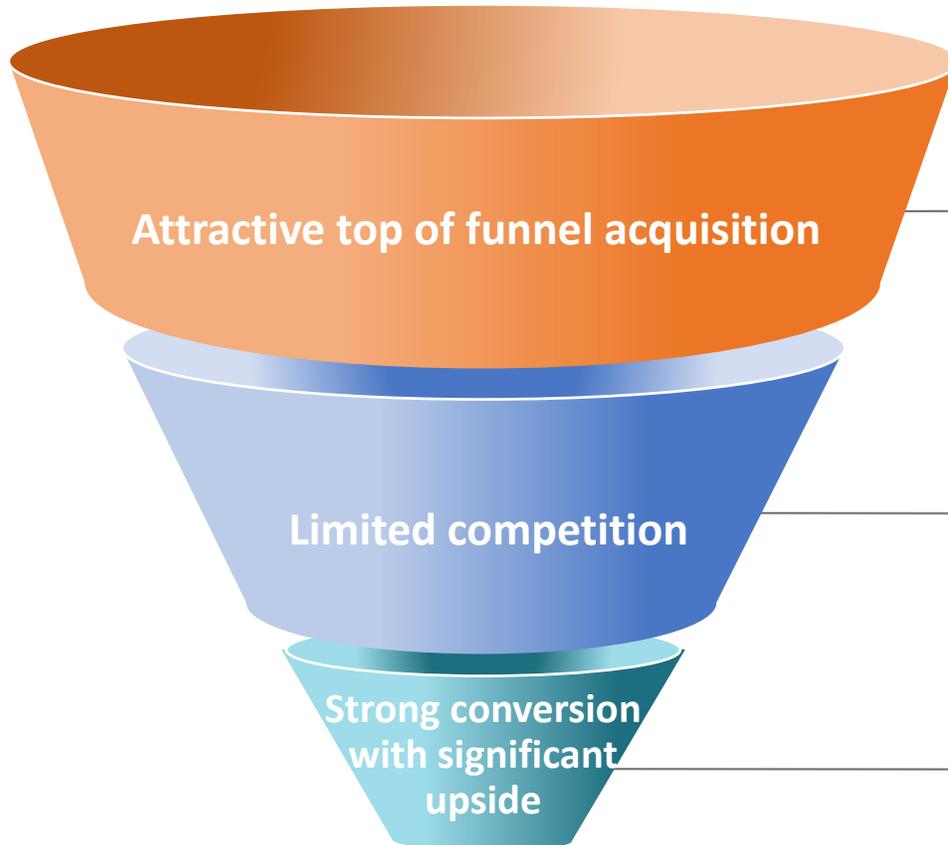
Requests per month

**17<sup>(1)</sup>**

Markets

**99%**

Acquisitions sourced via Offerpad Platform



**20+%**

Organic

**\$3K**

Blended CAC of seller

**77%**

of sellers contacted

**1**

agent before selling<sup>2</sup>

**99%**

underwriting accuracy

**3.6%**

Gross request to close conversion<sup>3</sup>

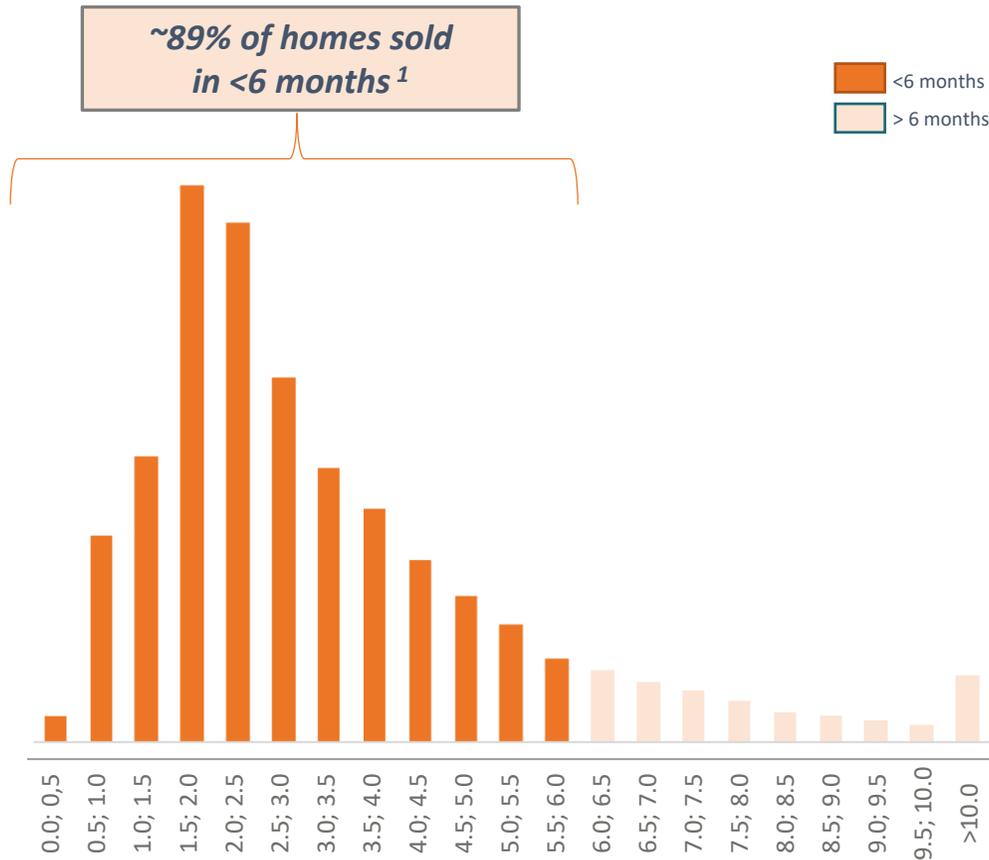
Flex has potential to increase conversion opportunity by

**2-3x**

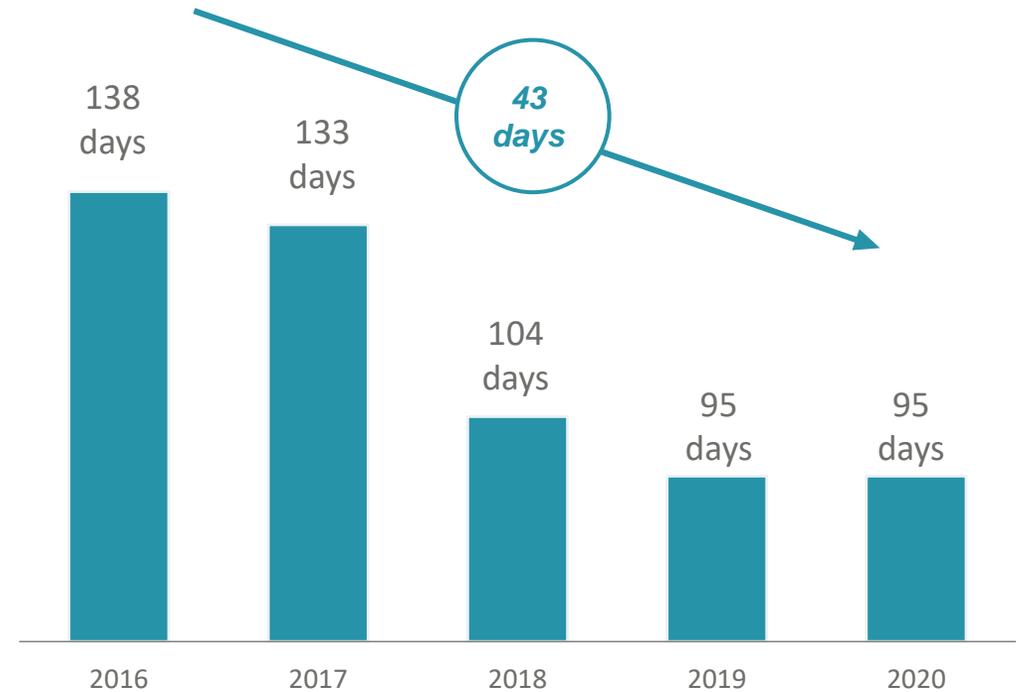
# While further improving cash conversion rates



## Time to sell distribution (months)



## Average time to cash

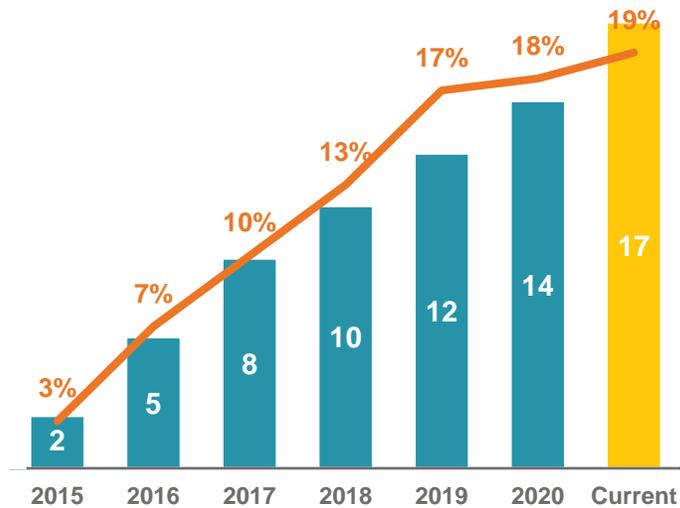


# Our current and planned footprint



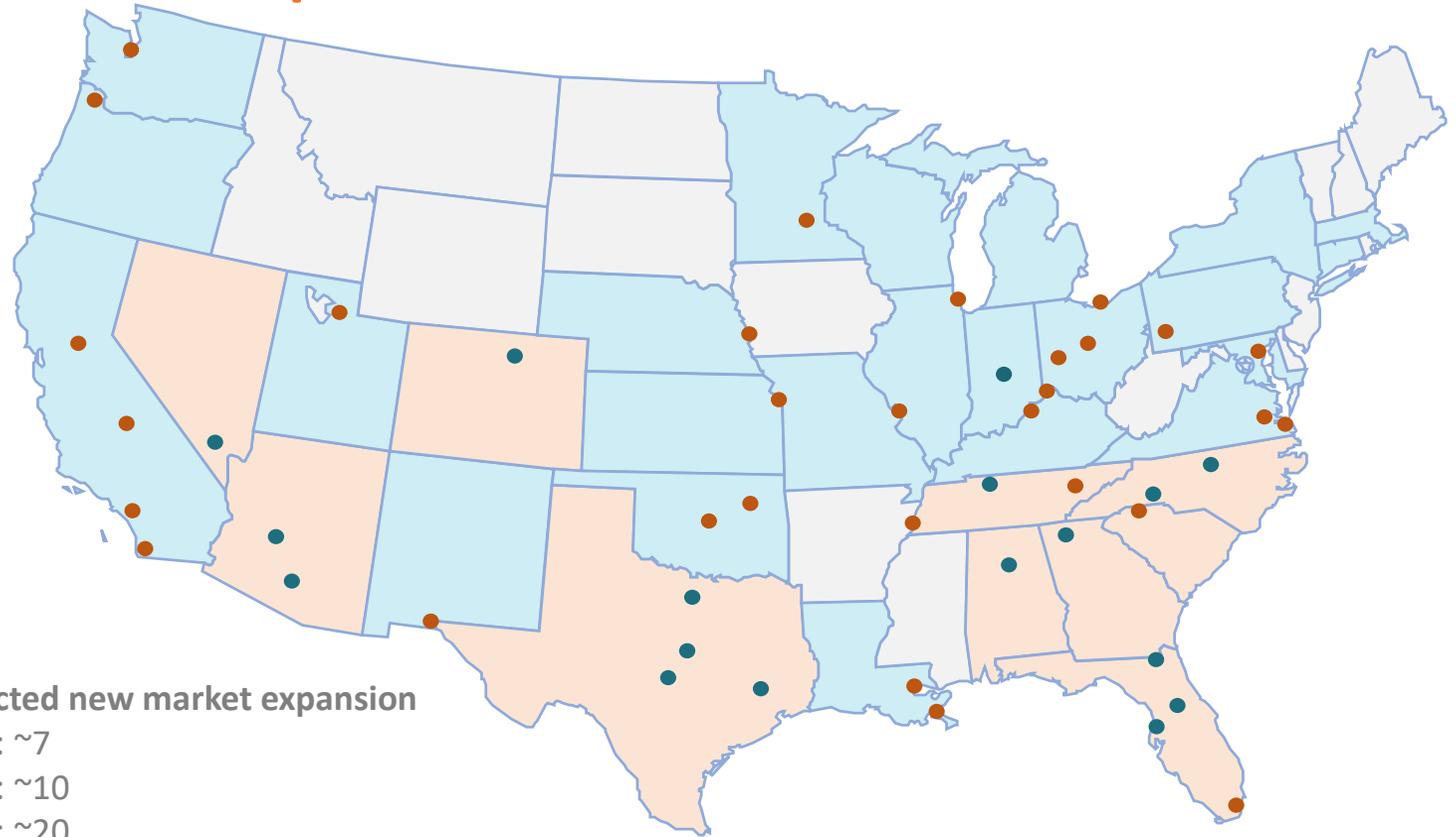
## Market Strategy

- Geographic Diversification
- High Population Growth Cities
- Affordable Median Sales Price
- Increasing Employment Characteristics
- Single Family Rental Buyer Presence



% of Total US Transactions Covered by Active Markets

**\$23B** in run-rate revenue from future markets<sup>1</sup>



### Expected new market expansion

- 2021: ~7
- 2022: ~10
- 2023: ~20

(1) Reflects annual, run-rate revenue based on 4% market share of 2019 transaction data for 48 markets

# Ancillary services opportunities



## Product Expansion Strategy

### Today

Core transaction services focused on maximizing organic conversion rate

### Mid-Term

Additional transaction services and entry into home personalization

### Long-Term

Full home ownership partnership: personal, efficient, hassle-free



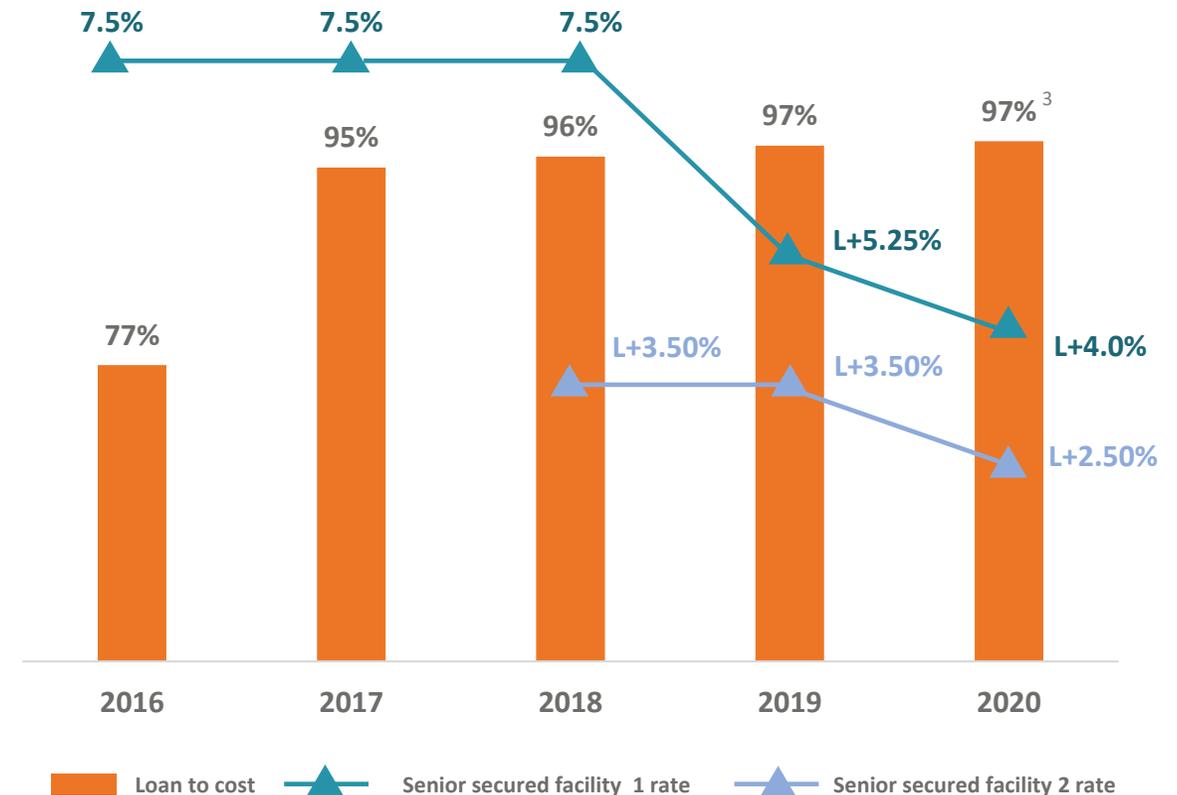
# Summary of our warehouse financing agreements



## Debt capitalization (as of Q2 '21)

	Capacity	Drawn
Senior secured facility 1 (Libor + 4.0%)	\$225	\$160
Senior secured facility 2 (Libor + 2.5%)	400 <sup>1</sup>	229
Mezzanine (13.0%) <sup>2</sup>	75	63
<b>Total</b>	<b>\$700</b>	<b>\$452</b>

## Loan to cost: Property debt / inventory



Greater advance rates and improving terms have been accretive to free cash flow

# Non-GAAP Reconciliations



(in thousands, except percentages and homes sold, unaudited)	Three Months Ended					
	June 30, 2021	March 31, 2021	December 31, 2020	September 30, 2020	June 30, 2020	March 31, 2020
<b>Gross profit</b>	\$ 50,864	\$ 33,537	\$ 25,254	\$ 19,766	\$ 17,861	\$ 24,898
<i>Gross margin</i>	13.4%	11.8%	11.3%	10.6%	6.2%	6.8%
<i>Homes sold</i>	1,259	1,018	849	749	1,166	1,517
<b>Gross profit per home sold</b>	<b>40.4</b>	<b>32.9</b>	<b>29.7</b>	<b>26.4</b>	<b>15.3</b>	<b>16.4</b>
<i>Adjustments:</i>						
Inventory impairment - current period	177	104	144	28	311	1,553
Inventory impairment - prior period	(95)	(138)	(46)	(398)	(1,696)	(579)
Interest expense capitalized	767	606	396	426	920	1,219
<b>Adjusted gross profit</b>	<b>51,713</b>	<b>34,109</b>	<b>25,748</b>	<b>19,822</b>	<b>17,396</b>	<b>27,091</b>
<i>Adjusted gross margin</i>	13.7%	12.0%	11.5%	10.6%	6.1%	7.4%
<i>Adjustments:</i>						
Direct selling costs	(8,787)	(8,036)	(5,981)	(5,599)	(8,853)	(10,445)
Holding costs on sales - current period	(533)	(461)	(434)	(489)	(865)	(1,261)
Holding costs on sales - prior period	(188)	(193)	(158)	(424)	(1,147)	(1,033)
Other income	7	241	47	289	269	230
<b>Contribution profit</b>	<b>42,212</b>	<b>25,661</b>	<b>19,221</b>	<b>13,599</b>	<b>6,800</b>	<b>14,581</b>
<i>Contribution margin</i>	11.1%	9.0%	8.6%	7.3%	2.4%	4.0%
<i>Homes sold</i>	1,259	1,018	849	749	1,166	1,517
<b>Contribution profit per home sold</b>	<b>33.5</b>	<b>25.2</b>	<b>22.6</b>	<b>18.2</b>	<b>5.8</b>	<b>9.6</b>
<i>Adjustments:</i>						
Interest expense capitalized	(767)	(606)	(396)	(426)	(920)	(1,219)
Interest expense on homes sold - current period	(1,345)	(1,117)	(916)	(742)	(1,506)	(2,565)
Interest expense on homes sold - prior period	(386)	(446)	(336)	(899)	(2,697)	(3,008)
<b>Contribution profit after interest</b>	<b>39,714</b>	<b>23,491</b>	<b>17,574</b>	<b>11,533</b>	<b>1,677</b>	<b>7,789</b>
<i>Contribution margin after interest</i>	10.5%	8.3%	7.9%	6.2%	0.6%	2.1%
<i>Homes sold</i>	1,259	1,018	849	749	1,166	1,517
<b>Contribution profit after interest per home sold</b>	<b>31.5</b>	<b>23.1</b>	<b>20.7</b>	<b>15.4</b>	<b>1.4</b>	<b>5.1</b>

# Non-GAAP Reconciliations, cont.



(in thousands, except percentages, unaudited)	Three Months Ended					
	June 30, 2021	March 31, 2021	December 31, 2020	September 30, 2020	June 30, 2020	March 31, 2020
<b>Net income (loss)</b>	<b>\$ 9,190</b>	<b>\$ (233)</b>	<b>\$ (1,321)</b>	<b>\$ (2,942)</b>	<b>\$ (7,390)</b>	<b>\$ (11,465)</b>
Interest expense	2,257	1,918	1,626	1,312	2,418	4,674
Amortization of capitalized interest	767	606	396	426	920	1,219
Income tax expense	89	0	163	-	-	-
Depreciation and amortization	146	130	125	104	102	102
Amortization of stock-based compensation	649	613	488	337	288	249
<b>Adjusted EBITDA</b>	<b>13,098</b>	<b>3,034</b>	<b>1,478</b>	<b>(763)</b>	<b>(3,662)</b>	<b>(5,221)</b>
<i>Adjusted EBITDA margin</i>	3.5%	1.1%	0.7%	(0.4%)	(1.3%)	(1.4%)

Offerpad 

move freely

Thank you