



PITCH DECK

Opendoor Technologies, Inc.





OUR MISSION

To empower everyone with the freedom to move. We envision a future where buying and selling homes can be as simple as booking a flight.



OUR STORY

The reimaged way to buy and sell your home

Opendoor is a leading digital platform for residential real estate. In 2014, we set out to reinvent life's most important transaction with a new, simple way to buy and sell your home. We have rebuilt the entire consumer real estate experience and have made buying and selling possible on a mobile device. We've served tens of thousands of customers who have come to Opendoor to make their moves easier. Whether it's getting married, starting a family, taking a new job or simply making a life change, we help people get to their next chapter in one simple, seamless transaction. Our mission is to empower everyone with the freedom to move.

Opendoor currently operates in a growing number of cities and neighborhoods across the country. A full view of the markets we serve can be found here. Headquartered in San Francisco, we are a team of problem solvers, innovators and operators building the largest, most trusted platform for residential real estate.

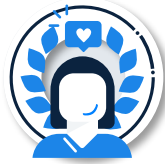
www.opendoor.com





OPERATING PRINCIPLES

Our core principles are the foundation for everything we build.



Start & End with the Customer



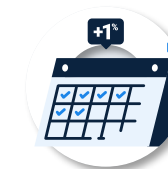
Act from Ownership



Build Openness



BPS for Breakfast



1% Better Every Day



Startup Mentality



One Team, One Dream



Results Matter



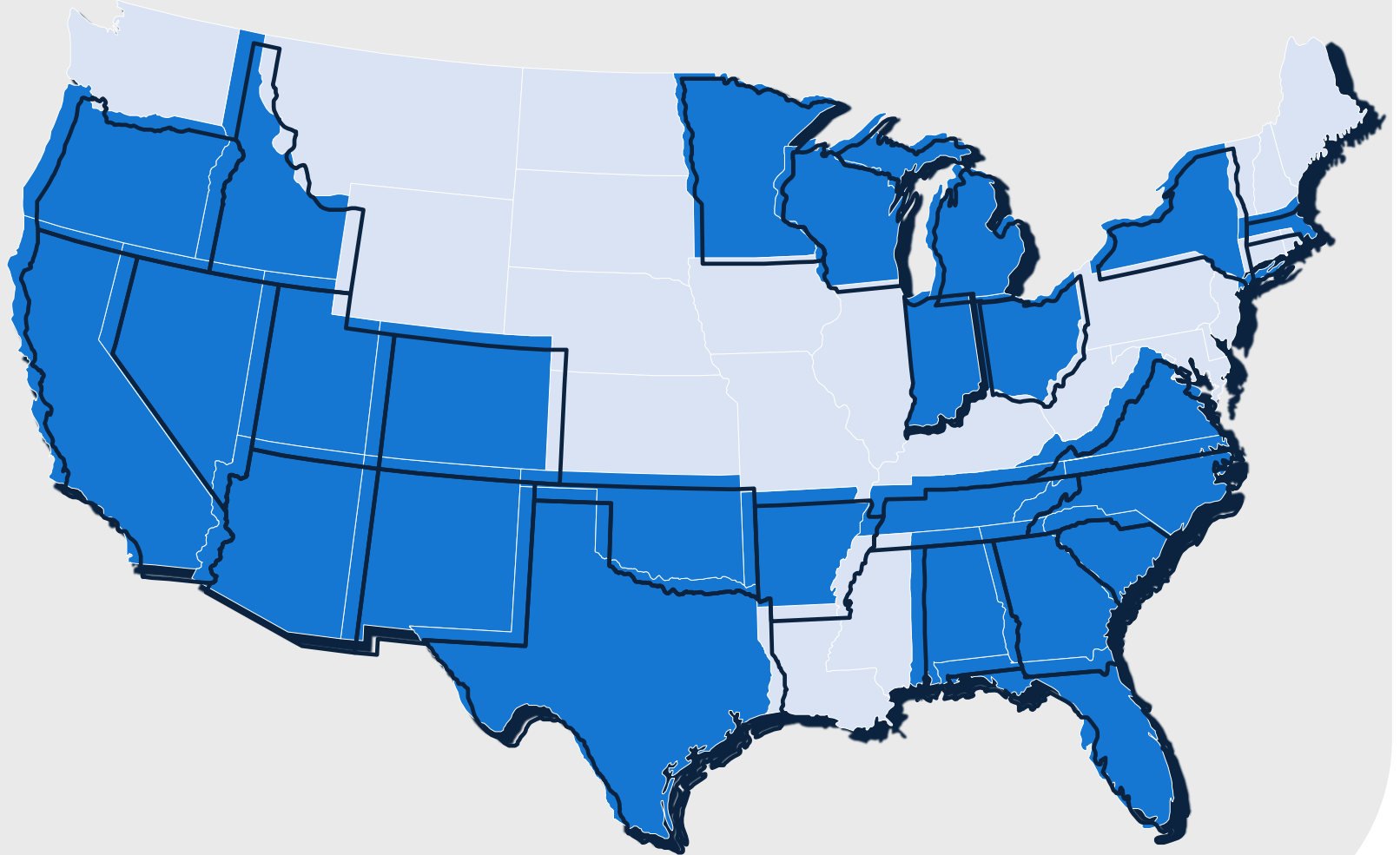
Celebrate Moments





OUR MARKETS

**In what cities
does Opendoor
buy and sell
homes?**



■ Current Market

www.opendoor.com/w/faq/cities-opendoor-buy-sell-homes





Carrie Wheeler
Chief Executive Officer



Amelia Generalis
Chief People Officer



Shelia Tran
Chief Communications Officer



Sydney Schaub
Chief Legal Officer



Raji Subramanian
Chief Technology Officer



Christy Schwartz
Chief Financial Officer



Megan Meyer Toolson
President, Sell Direct



Dod Fraser
President, OX and Capital



Eric Wu
President, Marketplace



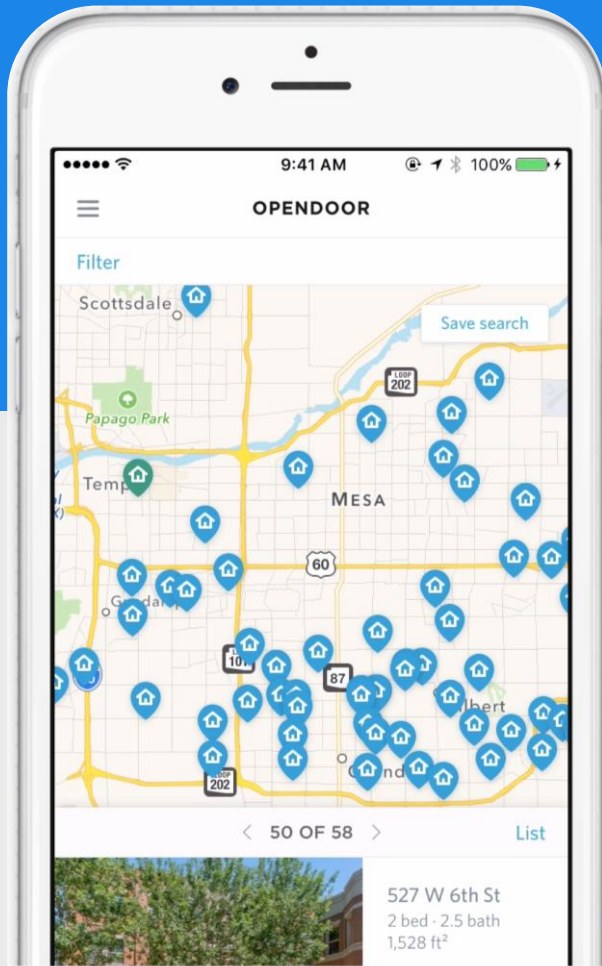
OUR LEADERS

Meet the Team





Q1 | 23



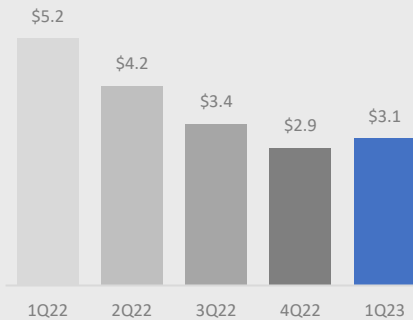
Financial Highlights

Our first quarter results reflect our progress in selling through our longest-held homes while building into a new book of healthy inventory, continued cost structure improvements, and our focus on capital and book value preservation.



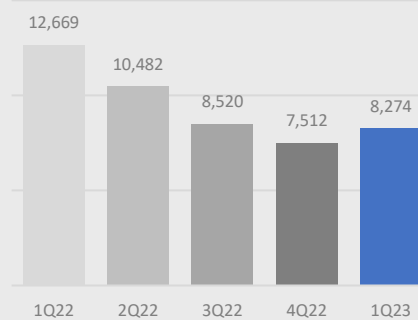
1Q23 Revenue

\$3.1 billion



1Q23 Homes Sold

8,274





Q1 | 23

Business Highlights



Homebuilder

We have partnered with over 90 homebuilders and have long-standing national relationships with eight of the top ten homebuilders by sales volume in the country. We facilitate a “trade-in” for customers of new-built homes – they sell us their existing home to unlock their equity so that they can commit to buying their new home and line up closing dates to enable a simple and seamless move.



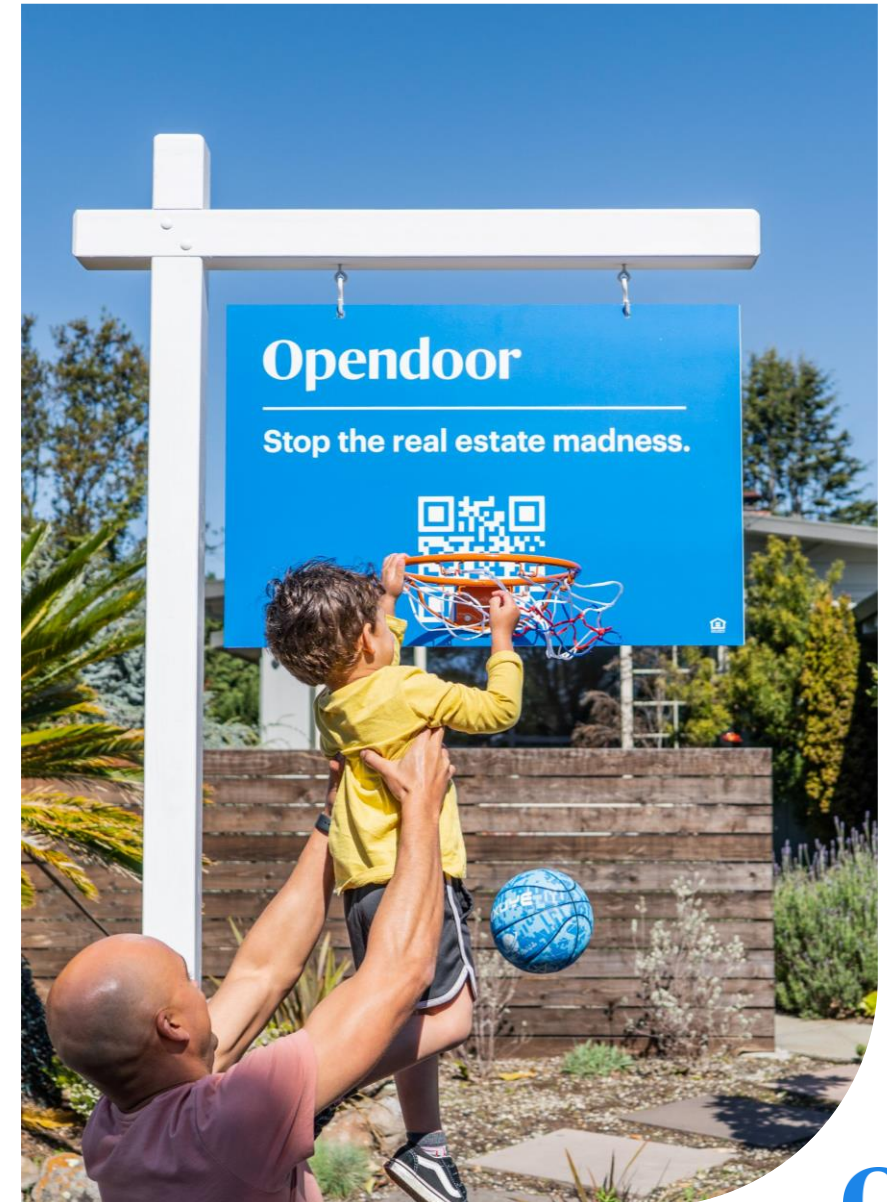
Agent

We have partnered with thousands of agents across hundreds of brokerages and real estate teams in giving them another option to sell their clients’ homes with speed and ease. Agents are able to provide their clients with a choice between a traditional listing and the simplicity and certainty of an Opendoor offer, significantly streamlining the selling process.



Online Real Estate

We are partnered with Zillow, Redfin, and Realtor.com, the top three online real estate platforms by visitor traffic in the country, that cumulatively receive hundreds of millions of unique monthly visitors to their portals. With Zillow, we are continuing to roll out our multi-year exclusive national partnership. In the first quarter, we went live in five large markets, bringing us another step closer to being able to provide the millions of homeowners that visit Zillow every day with an all-cash offer from Opendoor.



Our strategic pillars will guide our focus to achieve our long-term vision.



**Sellers Choose
Opendoor**



**Profitable Delivery
Engine**



**Marketplace for
Buyers**



A LOOK AHEAD

As we look ahead, we see a future where real estate continues to move online and where consumers will be able to transact directly with each other through a managed marketplace powered by Opendoor – one that ensures trust, certainty, ease, and quality. We believe that we have the right product, capabilities, capital, and team that will allow us to not only weather the current market cycle but to emerge stronger as we build towards this future.

