

INVESTOR PRESENTATION

Q4 2023 UPDATE

Disclaimer

Forward-Looking Statements

Certain statements in this Presentation may be considered forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements generally relate to future events or Offerpad Solutions Inc.'s (the "Company") plans, strategies, business prospects, market opportunity and future financial or operating performance. Statements using words such as "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, are also forward-looking. Such forward-looking statements are subject to numerous risks, uncertainties, and other factors that could cause actual results to differ materially from those expressed or implied by such forward-looking statements, including but not limited to: the outcome of any legal proceedings that may be instituted against the Company; 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 ability to manage growth and its cost structure effectively; the ability to accurately value and manage real estate inventory, maintain an adequate and desirable supply of real estate inventory, and manage renovations; 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 Company's Annual Report on Form 10-K filed on February 27, 2024 and other documents filed by the Company from time to time with the Securities and Exchange Commission (SEC). You should not place undue reliance on forward-looking statements, which speak only as of the date they are made. The Company does not undertake any duty to update these forward-looking statements.

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, Adjusted Net (Loss) Income, Adjusted Gross (Loss) Profit 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 and other non-cash expense. The Company calculates Adjusted Net Income (Loss) as GAAP Net Income (Loss) adjusted for the change in fair value of warrant liabilities. The Company calculates Adjusted Gross Profit as gross profit under GAAP adjusted for (1) net inventory valuation adjustment plus (2) interest expense associated with homes sold in the presented period and recorded in cost of revenue. Net inventory valuation adjustment is calculated by adding back the inventory valuation adjustment charges recorded during the period on homes that remain in inventory at period end and subtracting the inventory valuation adjustment charges recorded in prior periods on homes sold in the current period. 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. The Company believes 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. The Company believes 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.

This Presentation also includes certain projections of non-GAAP financial measures. The Company has not provided a quantitative reconciliation of forecasted Adjusted EBITDA to forecasted net income (loss) within this presentation because the Company is unable to calculate certain reconciling items without making unreasonable efforts. These items, which include, but are not limited to, stock-based compensation with respect to future grants and forfeitures, could materially affect the computation of forward-looking net income (loss), are inherently uncertain and depend on various factors, some of which are outside of the Company's control.

Industry and Market Data

In this Presentation, the Company relies on and refers to certain information and statistics obtained from third-party sources which the Company believes to be reliable. The Company has not independently verified the accuracy or completeness of any such third-party information.

Offerpad

OUR MISSION:

DELIVER THE BEST HOME BUYING AND SELLING EXPERIENCE

01 REAL ESTATE IS CHANGING

02 OFFERPAD'S MARKET APPROACH

03 OFFERPAD'S GROWTH DRIVERS

04 BUSINESS MODEL POSITIONED TO PERFORM

05 APPENDIX

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01 REAL ESTATE IS CHANGING



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Massive and evolving market presents substantial opportunity

$1.9T [1]

Real Estate opportunity today
99% analog
~1% Digital penetration [2]

MARKET OPPORTUNITY

$1.0T [3]
"BUY BOX" TODAY

$1.3B
2023 REVENUE

[1] 2023: US Census & National Association of Realtors
[2] Company Estimates
[3] 2023: Houses in the US in the price range of $0 - $750K

Offerpad is transforming the industry by simplifying the transaction

Closing can take 6+ months



TRADITIONAL

As long as 6 months or more to buy or sell a home.

30+ Days	30+ days & $1000's of list ready repairs	10+ showings 30+ days on market	30-45 days in escrow
Broker search	Prepare listing & marketing	Showing & open house	Closing

VS.

Close in as little as 3 days

OFFERPAD

24 hrs to receive cash offer	**Zero** list ready repairs	**Zero showings** or open houses under contract in **24 hrs**	Close in as little as **3 days**

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

Offerpad's industry impact is growing



- Nearly **78,000** real estate transactions since inception[1]
- **~35,000** homes sold since inception
- Lifetime Aggregate Revenue of over **$10.7B**
- **>300,000+** visits to offerpad.com[2]

[1] As of Q4 2023
[2] Average/month based on internal data

02 OFFERPAD'S MARKET APPROACH



Strong customer value proposition supports growth potential

CONVENIENCE | CERTAINTY | CONTROL

CASH OFFER

For those who want to sell on their own schedule with more convenience, certainty and control.

Strong Cash Offer

Sell Without Listing

No Showings

Pick Your Closing Day

Free Local Move

3-Day Extended Stay

LISTING SERVICE

For those who want to buy or list with guidance from real estate experts.

Back-up Cash Offer on Qualifying Properties

Dedicated Local Experts

Market Power

Home Improvement Advance

FREE Show-Ready Services

ANCILLARY SERVICES

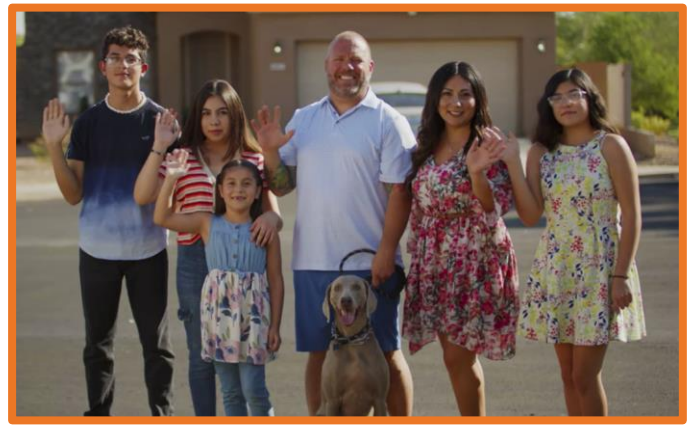
Offering personalized solutions to meet each individual customers needs.

Bundle Rewards

Mortgage Offerings

Title Services

Custom Renovations



We are results oriented & quality focused so our customers can move freely.

Our customers are our best reference

+64

NET PROMOTER SCORE*

9 OUT OF 10

WOULD RECOMMEND TO A FRIEND*



Kristopher in Texas



Gelila
in North Carolina

“My experience with Offerpad exceeded my expectations.”

Brandon and Skyler in Florida

91%

CUSTOMER SATISFACTION*

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* Based on survey of over 900 customers who sold their home to Offerpad in 2023.

Sophisticated renovation operation expands market opportunities



AVERAGE COST

$22,000

Renovations completed in Q4 2023

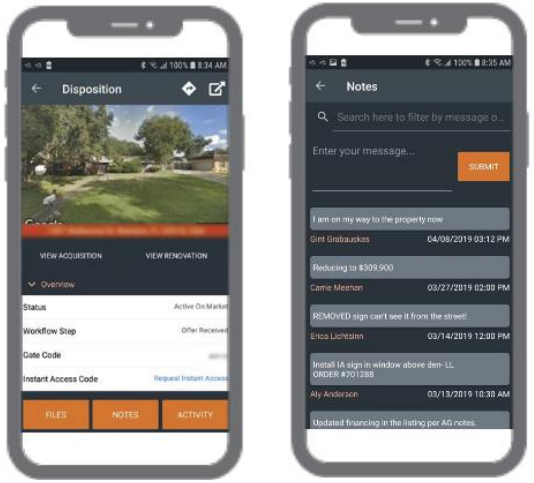


AVERAGE DAYS

23

Number of days per project in Q4 2023

PROPRIETARY FIELD AUTOMATION



Helix GO Field Automation

UTILIZE IN-HOUSE TALENT AND VETTED EXTERNAL SPECIALISTS TO INCREASE QUALITY AND CONTROL

33,000+
home renovations completed since inception

03 OFFERPAD'S GROWTH DRIVERS



Growth plan includes multiple profit expansion touch points

Market penetration in existing markets

- Long-term goal to drive total market share to 3-4%, from current less than 1%

Expanding business to business services

- Direct+: connecting institutional buyers with sellers
- Renovate: Renovation as a service for institutional clients
- Offerpad Max: Agent access to Offerpad Sellers and Listings

Innovative ancillary services

- Bundle Rewards, Mortgage, Title, etc.



Responsible market expansion mitigates risk through geographic diversification

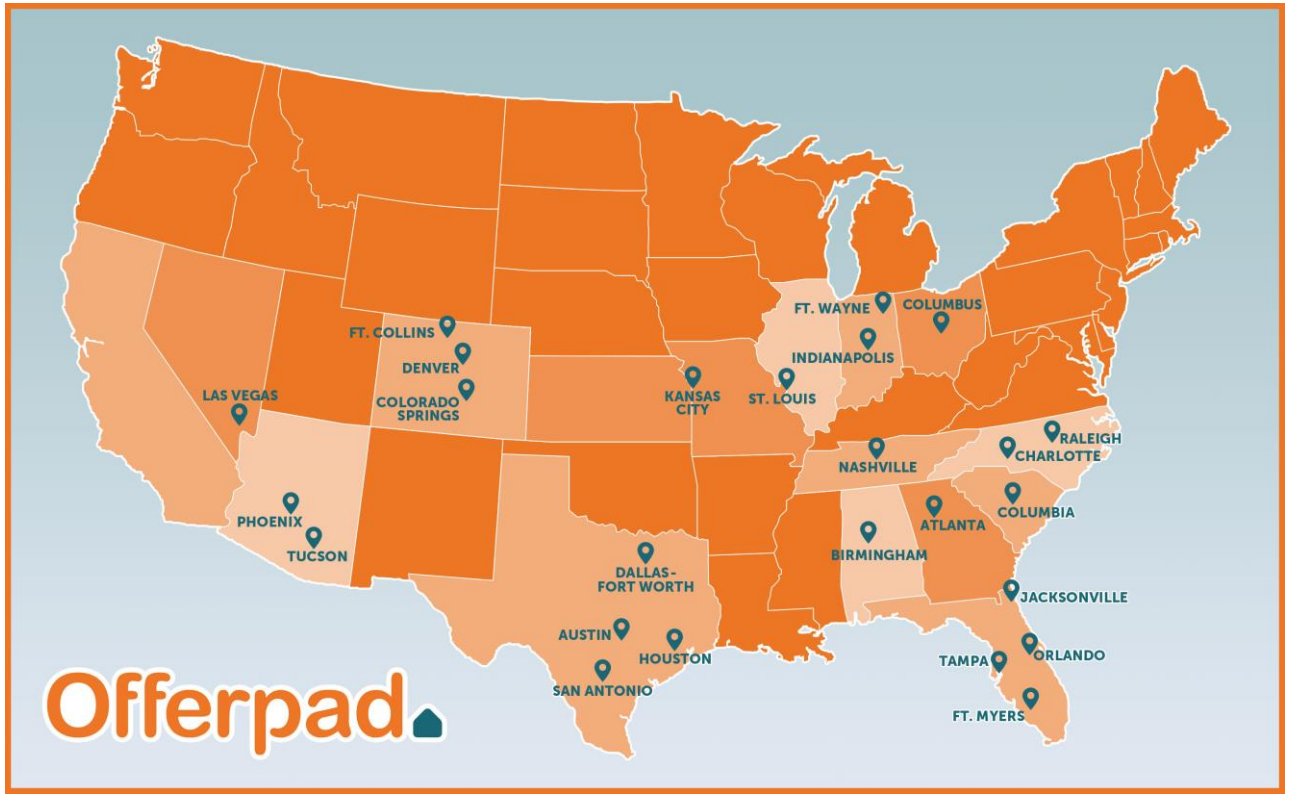
Market Strategy

- Geographical diversity
- Historical transactions (quantity & composition)
- Housing affordability
- Housing supply and demand
- Population and employment growth

Expansion Strategy

- Prudent market expansion throughout history, limiting concentration risk and diversifying portfolio
- Expansion strategy evolving with launch of new products like Renovate and Offerpad Max

25 markets/1,700+ cities & towns nationwide



2024 product priorities moves towards providing solutions for all customers

Product expansion changes the capital intensity of our model

Cash Offer

Company's core product segment, providing customers the ability to sell for a cash offer, on their own schedule with more convenience, certainty, and control

Direct +

Matches institutional buyers with sellers – customer receives the same Offerpad experience and benefits from getting the best cash offer available

Capital Light



Allows customers ability to buy and list with confidence and access expert guidance from Offerpad real estate experts and Max partner agents

Capital Light

Listing Services

Leverages Offerpad's national renovation strength, experience, technology, and logistics to upgrade, repair, and turn homes for business partners, real estate agents, and individual consumers

Capital Light

Renovate

Numerous product innovation opportunities

Product Expansion Roadmap

CURRENT PRODUCT OFFERINGS

Cash Offer, Listing Service, Mortgage, Title, Renovations, Direct +, Bundle Rewards

POTENTIAL NEAR-TERM PRODUCT OFFERINGS

Home Warranty, Insurance

POTENTIAL LONG-TERM PRODUCT OFFERINGS

Smart Home, Energy Efficiency

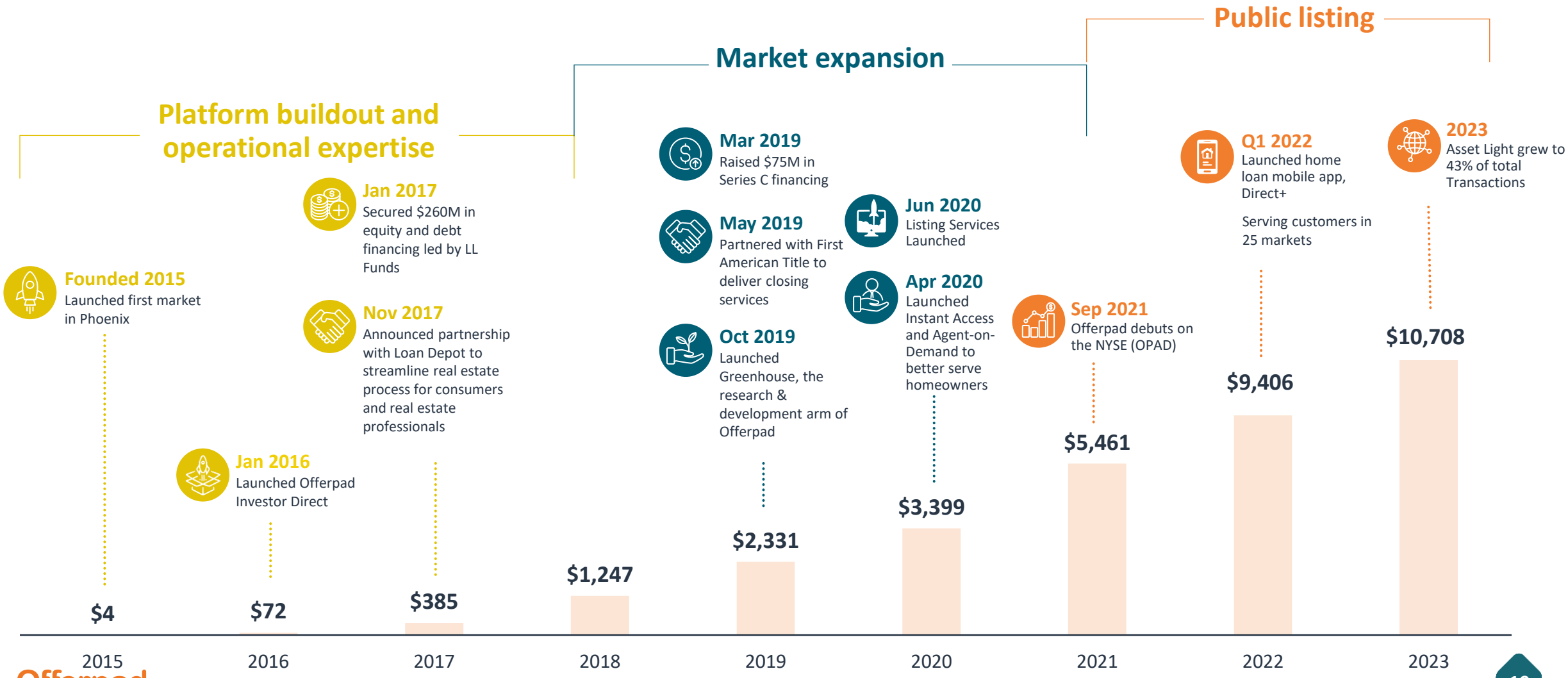


04 BUSINESS MODEL POSITIONED TO PERFORM



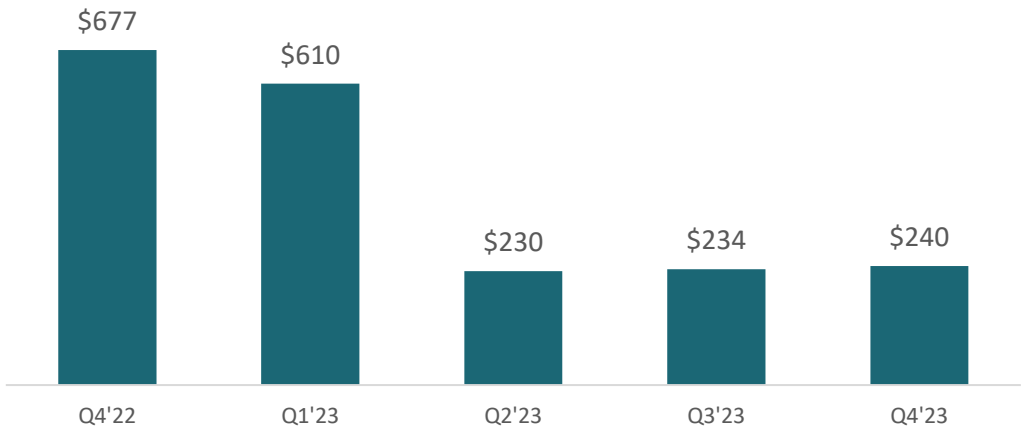
Years of platform investment positions us for future growth as the residential market rebounds

Cumulative Value of Homes Sold Since 2015 ($M)

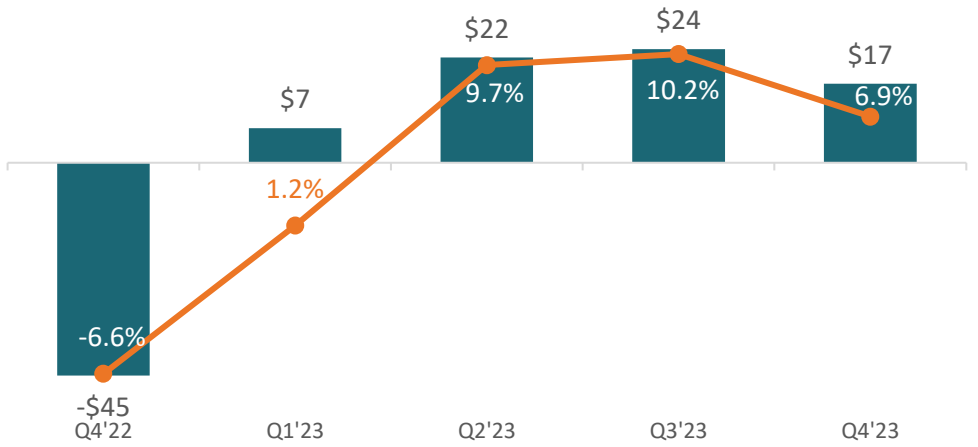


Improving profitability after abrupt market shift in 2022

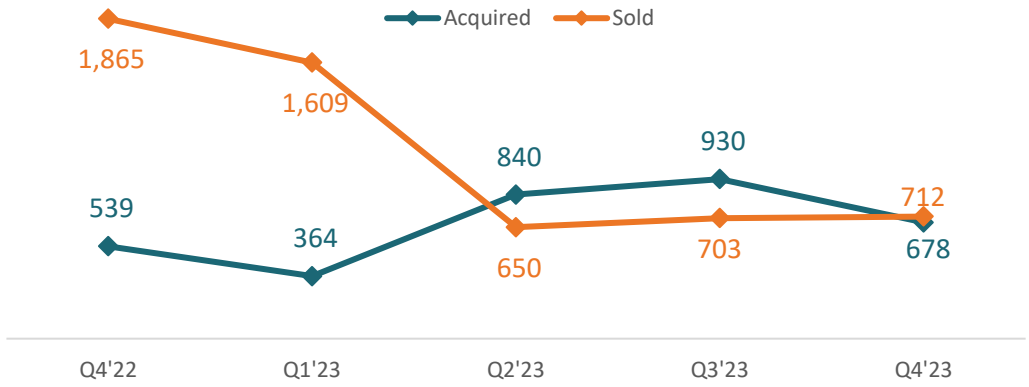
Revenue ($M)



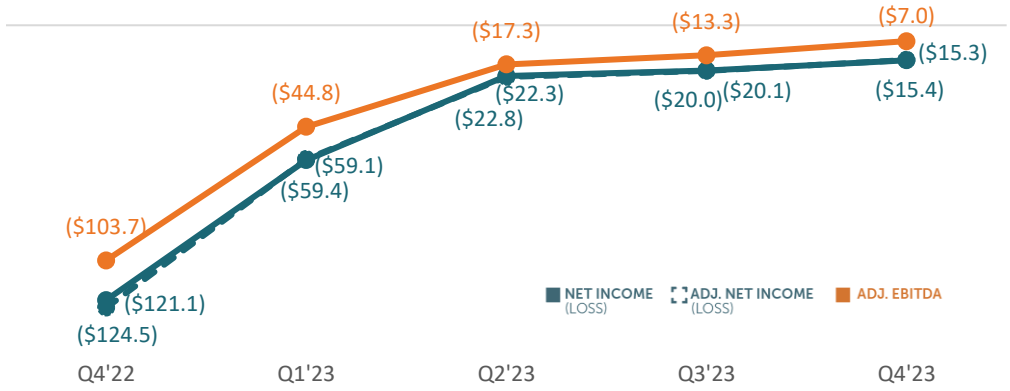
Gross Profit ($M) & Margin %



Homes Acquired & Homes Sold



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



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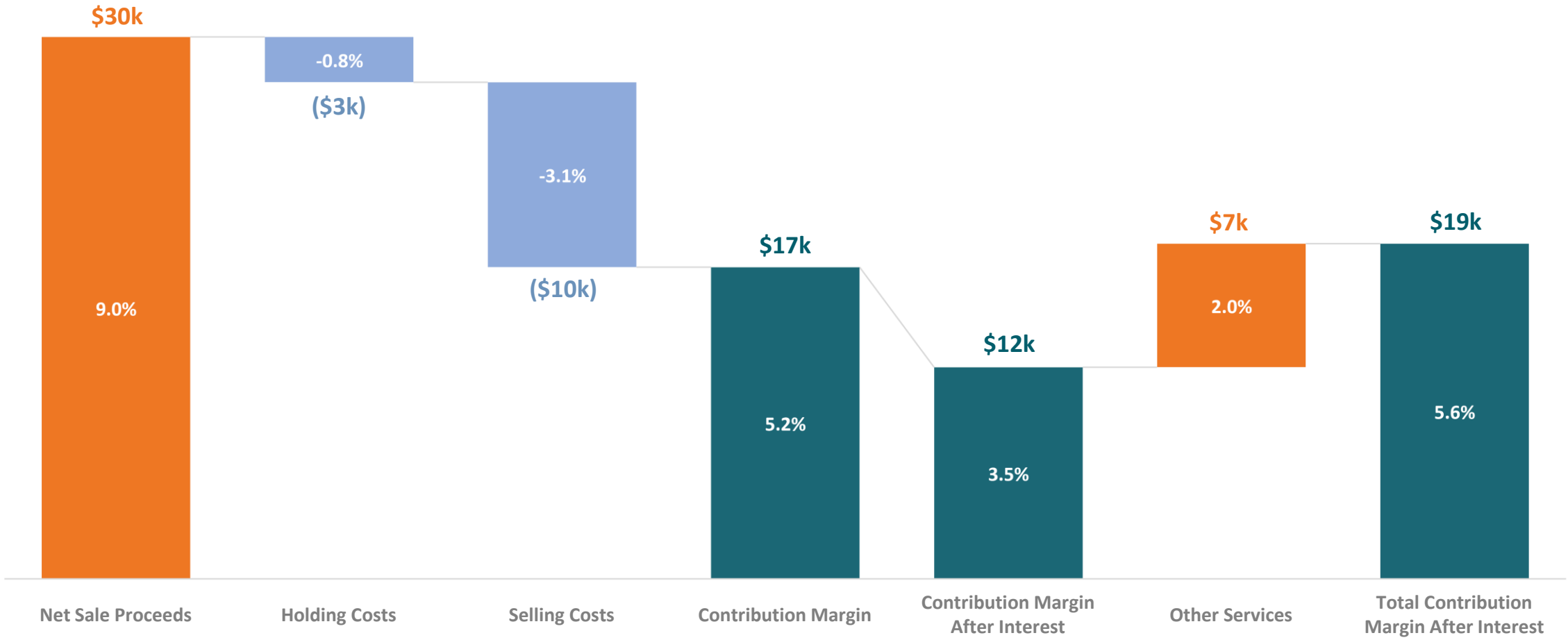
See Slides 27 - 28 for a reconciliation to the most directly comparable GAAP measure and additional information.

2H’23 Total Contribution Margin After Interest Per Home Sold



4Q 2023 Results

Revenue	**$240.5M**	**3%** Q3 2023
Homes Acquired	**678**	**(27%)** Q3 2023
Homes Sold	**712**	**1%** Q3 2023
Net Income (loss)	**($15.4M)**	**($121.1M)** Q4 2022
Adj. EBITDA	**($7.0M)**	**($103.7M)** Q4 2022
Gross profit (loss) per home sold	**$23.4K**	**($24.1K)** Q4 2022
Contribution Profit (loss) after Interest per Home Sold	**$10.2K**	**($32.8K)** Q4 2022

2023 HIGHLIGHTS

- 4 consecutive quarters of Net Income and Adj EBITDA improvement
- Grew Asset Light transactions to 43% to total, up from 24% in 2022
- 2H'23 Contribution profit after interest per Home Sold of $19k

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Note: QoQ represents a comparison against the comparable period in the prior quarter (3Q 23 vs. 4Q 23)

First Quarter 2024 outlook

- **HOMES SOLD**
  750 – 850

- **REVENUE**
  $245M – $285M

- **ADJUSTED EBITDA[1]**
  ($10)M – ($2.5)M



[1] See Non-GAAP financial measures on slide 2 for an explanation of why a reconciliation of this guidance cannot be provided.

Offerpad investment highlights

LARGE ADDRESSABLE MARKET

Offerpad operates in the residential real estate industry with a Total Addressable Market of $1.9T.

FOCUSED BUSINESS MODEL

Offerpad is focused on responsible, long-term growth powered by our real estate expertise and advanced, proprietary algorithms that help optimize each transaction.

COMPETITIVE DIFFERENTIATION

Offerpad's suite of real estate services provides customizable options to meet each customer's needs.

ATTRACTIVE GROWTH PROFILE

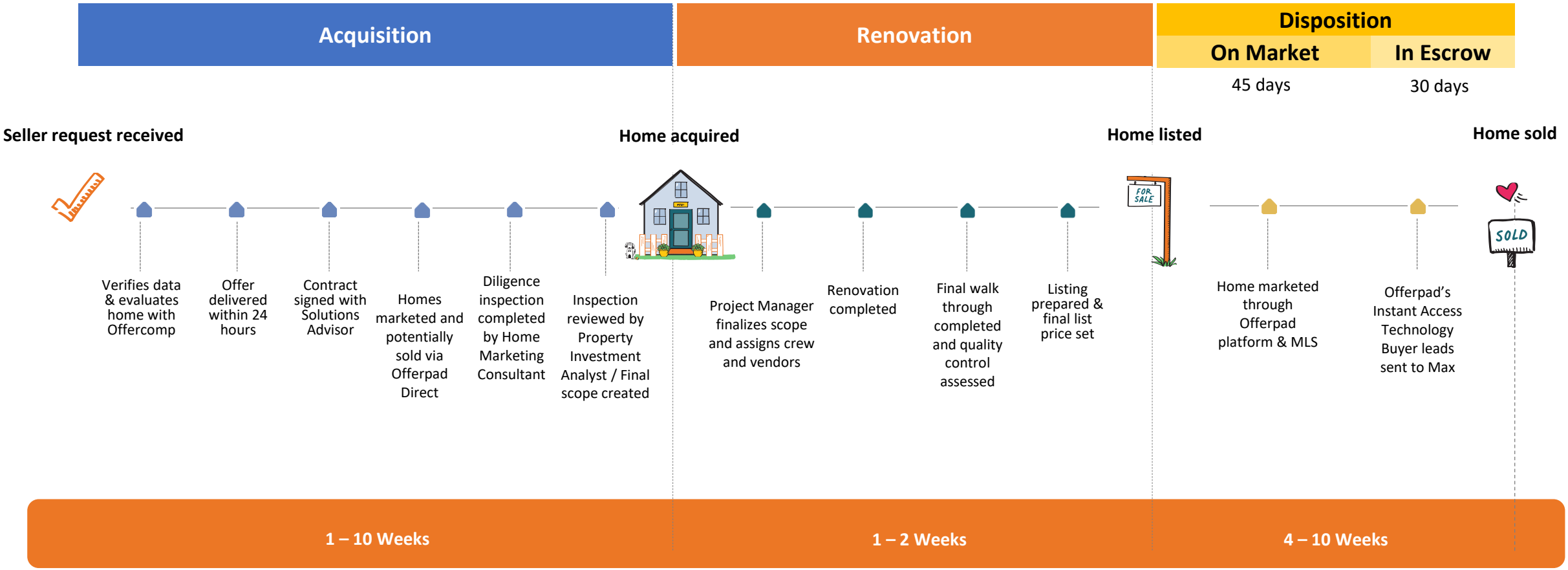
Offerpad's growth is fueled by increasing our existing market penetration and the rollout of additional ancillary services that create diversified revenue streams and increase the value proposition for our shareholders.



05 APPENDIX



The lifecycle of a home with Offerpad



Total time to cash ~ 90-120 Days

NON-GAAP RECONCILIATIONS

(in thousands, except percentages and homes sold, unaudited)	Three Months Ended				
	December 31, 2023	**September 30, 2023**	**June 30, 2023**	**March 31, 2023**	**December 31, 2022**
Gross profit (loss)	**$16,692**	**$23,973**	**$22,231**	**$7,285**	**$ (44,860)**
Gross margin	*6.9%*	*10.2%*	*9.7%*	*1.2%*	*-6.6%*
Homes sold	*712*	*703*	*650*	*1,609*	*1,865*
Gross profit (loss) per home sold	***23.4***	***34.1***	***34.2***	***4.5***	***(24.1)***
Adjustments:					
Inventory valuation adjustment - current period	565	918	169	7,285	44,075
Inventory valuation adjustment - prior period	(713)	(318)	(13,679)	(51,515)	(25,469)
Interest expense capitalized	964	235	1,358	4,677	3,081
Adjusted gross profit (loss)	**17,508**	**24,808**	**10,079**	**(32,268)**	**(23,173)**
Adjusted gross margin	*7.3%*	*10.6%*	*4.4%*	*-5.3%*	*-3.4%*
Adjustments:					
Direct selling costs	(5,829)	(5,593)	(5,743)	(18,061)	(20,584)
Holding costs on sales - current period	(742)	(453)	(269)	(1,248)	(1,251)
Holding costs on sales - prior period	(285)	(72)	(567)	(1,886)	(1,209)
Other income, net	1,065	3,837	965	282	861
Contribution profit (loss)	**11,717**	**22,527**	**4,465**	**(53,181)**	**(45,356)**
Contribution margin	*4.9%*	*9.6%*	*1.9%*	*-8.7%*	*-6.7%*
Homes sold	*712*	*703*	*650*	*1,609*	*1,865*
Contribution profit (loss) per home sold	**16.5**	**32.0**	**6.9**	**(33.1)**	**(24.3)**
Adjustments:					
Interest expense capitalized	(964)	(235)	(1,358)	(4,677)	(3,081)
Interest expense on homes sold - current period	(2,041)	(2,622)	(1,292)	(5,498)	(5,858)
Interest expense on homes sold - prior period	(1,466)	(553)	(3,708)	(12,032)	(6,943)
Contribution profit (loss) after interest	**7,246**	**19,117**	**(1,893)**	**(75,388)**	**(61,238)**
Contribution margin after interest	*3.0%*	*8.2%*	*-0.8%*	*-12.4%*	*-9.0%*
Homes sold	*712*	*703*	*650*	*1,609*	*1,865*
Contribution profit (loss) after interest per home sold	**10.2**	**27.2**	**(2.9)**	**(46.9)**	**(32.8)**

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Note: Current period represents adjustments for costs incurred on homes sold in the period presented and prior periods represents adjustments for costs incurred in prior periods on homes sold in the period presented. Numbers may not total due to rounding.

NON-GAAP RECONCILIATIONS CONT.

	Three Months Ended				
(in thousands, except percentages, unaudited)	**December 31, 2023**	**September 30, 2023**	**June 30, 2023**	**March 31, 2023**	**December 31, 2022**
Net loss (GAAP)	**$ (15,441)**	**$ (19,986)**	**$ (22,344)**	**$ (59,447)**	**$ (121,137)**
Change in fair value of warrant liabilities	109	(131)	(435)	389	(3,360)
Adjusted net loss	**$ (15,332)**	**$ (20,117)**	**$ (22,779)**	**$ (59,058)**	**$ (124,497)**
Adjusted net loss margin	*(6.4%)*	*(8.6%)*	*(9.9%)*	*(9.7%)*	*(18.4%)*
Adjustments:					
Interest expense	5,154	4,406	1,867	7,432	15,135
Amortization of capitalized interest [(1)]	964	235	1,358	4,677	3,081
Income tax (benefit) expense	(8)	6	43	122	324
Depreciation and amortization	172	175	178	202	258
Amortization of stock-based compensation	2,000	2,017	2,055	1,843	2,014
Adjusted EBITDA	**(7,050)**	**(13,277)**	**(17,278)**	**(44,782)**	**(103,685)**
Adjusted EBITDA margin	*(2.9%)*	*(5.7%)*	*(7.5%)*	*(7.3%)*	*(15.3%)*

[1] Amortization of capitalized interest represents all interest related costs, including senior and mezzanine interest related costs, incurred on homes sold in the period presented that were capitalized and expensed in cost of sales at the time of sale.
Note: Numbers may not total due to rounding.


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HOME
SWEET HOME