

# Welcome to Anywhere®

We are a leader in integrated residential real estate services, combining the world's most extensive agent network, industry-leading brands, integrated services – franchise, brokerage, relocation, title and settlement services, nationally scaled mortgage origination and title underwriting minority owned joint ventures– and innovative product and technology capabilities to lead the world on a better real estate journey.

Anywhere fuels the productivity of its approximately 182,100 independent sales agents in the U.S. and approximately 131,600 independent sales agents in 118 other countries and territories, helping them build stronger businesses and best serve today's consumers.

**HOUS**  
**LISTED**  
**NYSE**

## Third Quarter 2024 Key Metrics

**Flat Y/Y**

Combined Transaction Volume  
(Luxury portfolio outperformed the market with 5% volume growth)

**\$1.5B**

Revenue Generated

**\$94M**

Operating EBITDA<sup>1</sup>

**\$99M**

Free Cash Flow<sup>1</sup>

**\$30M**

Realized Cost Savings  
((\$90M realized year-to-date and on track to deliver \$120M for the full year)

**Balance Sheet Optimization**

Repaid our \$196M Term Loan A and repurchased Unsecured Notes<sup>2</sup>

<sup>1</sup> See Tables 5a, 7, 8b and 9 of the Press Release dated November 7, 2024, for definitions and reconciliations of these non-GAAP measures

<sup>2</sup> On August 30, 2024, the Company paid the entire outstanding principal amount of approximately \$196 million along with accrued interest under the Term Loan A Facility, as amended, with a combination of cash on hand and borrowings from our Revolving Credit Facility. During the third quarter of 2024, the Company repurchased a total of \$26 million of its Unsecured Notes at an aggregate purchase price of \$19 million, plus accrued interest to the respective repurchase date.

## Third Quarter 2024 Highlights

- + Closed transaction volume remained flat year-over-year, with a continuing market trend of units being down and prices rising.
- + Our strength in luxury continued as our Corcoran and Sotheby's International Realty brands outperformed the market, achieving 5% transaction volume growth and increasing our luxury unit share year-over-year.
- + Agent commission split rate was 80.4%, marking the 10<sup>th</sup> consecutive quarter with stable commissions around 80%.
- + Added 17 new franchisees across all six brands, with a robust pipeline of franchise sales opportunities.
- + Generated meaningful Operating EBITDA and free cash flow, maintaining discipline on both margin and profitable growth.
- + Realized cost savings of approximately \$30 million (\$90 million year-to-date), remaining on track to achieve our previously increased \$120 million cost savings target for the year.
- + Repaid our \$196 million Term Loan A and repurchased \$26 million of unsecured notes for \$19 million, capturing \$7 million of discount.
- + The Anywhere AI-enhanced marketing platform, Listing Concierge, won the Inman AI Award for Best Use of AI by a Brokerage in October 2024.
- + Announced preliminary 2024 October closed and open volumes were up 9% and 16% year-over-year, respectively. Results are adjusted for like-for-like business days, as October 2023 had one fewer business day.

+ Refer to the Anywhere Q3 2024 Press Release for 2024 estimates

[READ THE FULL PRESS RELEASE HERE](#)