



INVESTING IN YOU

Presented by:

Thomas Combs
&
Chad Wilcox



Account Support and Usage



CoStar Update



The most comprehensive
commercial real estate data.

The most influential network
of CRE professionals.

\$3B

invested in research
and technology

36

years of
experience

5,500

team members

192K

CoStar users

29

brands

1.9B

visitors to our
websites annually

CoStar Group has the industry's most trusted brands



LoopNet™

The most heavily trafficked commercial real estate marketplace



The leading provider of premium benchmarking, analytics and marketplace insights for the global hospitality sectors



Cozy

List properties, screen tenants, and collect rent for free



homesnap

The real estate industry's national search portal, featuring the same accurate, real-time information that agents use



Apartments.com™

The number one apartment listing network



Ten-X

The leading platform for online commercial real estate transactions



BizBuySell™

The most heavily trafficked business for sale marketplace



Land.com™

The most heavily trafficked rural land for sale marketplace



Homes.com™

A collaborative marketplace to connect buyers, sellers, and agents and equip them with the right tools at every step of the process

Unparalleled research methodology





Product Enhancements

Select acquisitions

LoopNet

Acquisition of #1 CRE Marketplace

Apartments.com

Acquisition of Leading ILS

Apartment Finder & ForRent

Acquisitions of Complimentary ILS

Oxford Economics

Integration of Superior Data in Forecast Model

Off-Campus Partners

Acquisition of #1 Student Housing Platform

STR

Acquisition of Leading Hospitality Research Firm

Ten-X

Acquisition of Premier Commercial Auction Platform

Homesnap

Acquisition of Residential Agent Application Provider

Homes.com

Acquisition of Residential Marketplace

2012-2018

2019

2020

2021

Select product enhancements

Market and Submarket Reports

Integration of PPR's best-in-class research and forecasting into CoStar

Underwriting Reports

Property-specific all-in-one reporting

CoStar News

Aggressive expansion of news team and content coverage

Public Record

Data on millions of commercial parcels

Hospitality

Integration of comprehensive hospitality property and analytic data from STR

CMBS

Integration of CMBS loan and property data, including 100K active loans and 40K operating statements

CoStar for Lenders

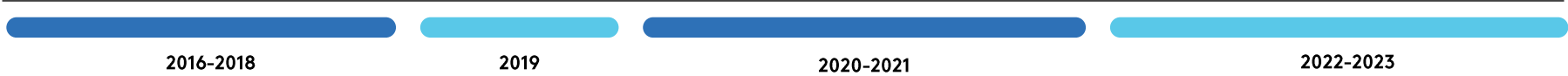
Connects a lender's portfolio to property data, analytics, and COMPASS credit default model

Investment Funds

Detailed profiles on over 14K private equity funds linked to the underlying assets they own

Tenant Enhancements

New and enriched capabilities reflect companies' real estate at the single location and portfolio levels



2016-2018

2019

2020-2021

2022-2023

Enhanced Tenant interface and capabilities



CoStar Tenant provides the information and tools you need to locate, research and prospect with data only CoStar can supply.

- Identify and qualify prospects with precise targeting from a database of 5M+ tenants and 7M+ locations.
- Gain valuable insights for factors that impact tenant's real estate. Use this knowledge to communicate with tenant to get hired or attract tenants to a listing.
- Identify deal opportunities, evaluate tenants, create leverage for negotiations, and keep tenants informed to maintain their business.

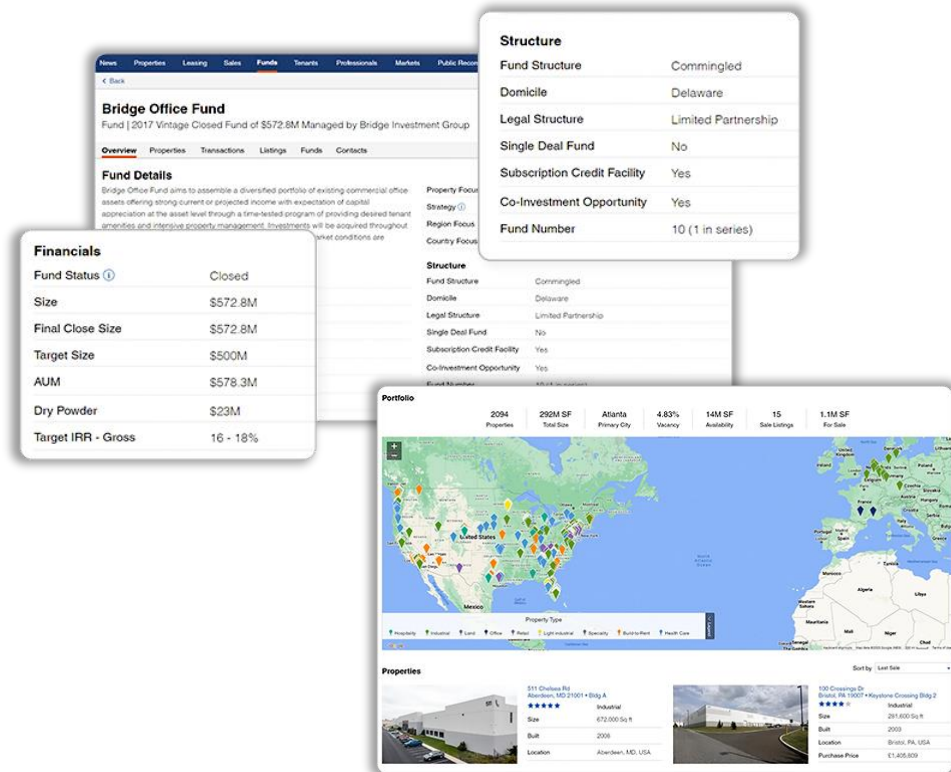
The screenshot displays the CoStar Tenant interface for Microsoft Corporation. Key features include:

- Map View:** A map of the United States with numerous location pins indicating office locations.
- Company Overview:** A table providing details about Microsoft Corporation, including its headquarters, subsidiaries, and financial information.
- Related Companies:** A list of other companies in the same industry or region.
- Occupancy and Space Use Data:** Six donut charts and two bar graphs providing insights into Microsoft's real estate portfolio, such as space by occupancy type, location type, and tenant/landlord rankings.
- News:** A section with recent news articles related to Microsoft's real estate activities.
- Contacts:** A list of key contacts with profile cards, including names, titles, and phone numbers.

Investment fund information

Market-leading data on 13K private equity funds, connected to the underlying assets they own.

- Fund data is linked to CoStar's property, space, tenant, lease, transaction and contact information.
- Leverage the data to identify acquisition and divestment opportunities and win/retain business.
- Data at the market, property and tenant levels is updated regularly, often pre-empting data published by the funds themselves.

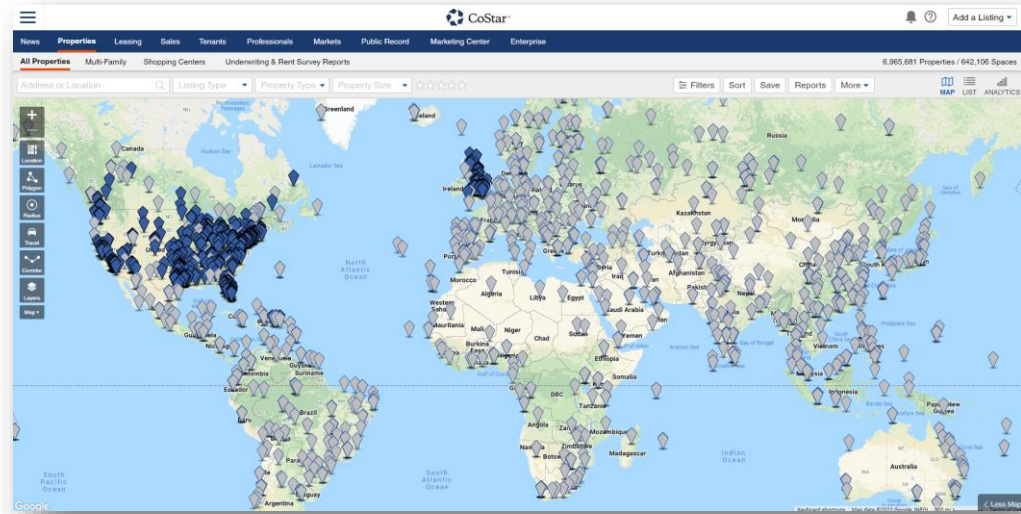


One complete CRE solution with CoStar



We consolidated our CoStar information product to encompass our complete set of services for all geographies within a single, consistent and comprehensive offering.

- CoStar Suite provides access to all the data and geography CoStar has to offer.
- It provides a single unified data set (comps, listings, out-of-market insight, analytics).



CMBS loan and financial information



Detailed CMBS loan and financial data connected to CoStar's property, owner, and transaction information

- 110,000+ active loans tracked
- 86,000+ operating statements
- LTVs, Pay Status, Watchlist Status, DSCRs and much more

The screenshot displays the CoStar CMBS loan and financial information interface. It is divided into several sections:

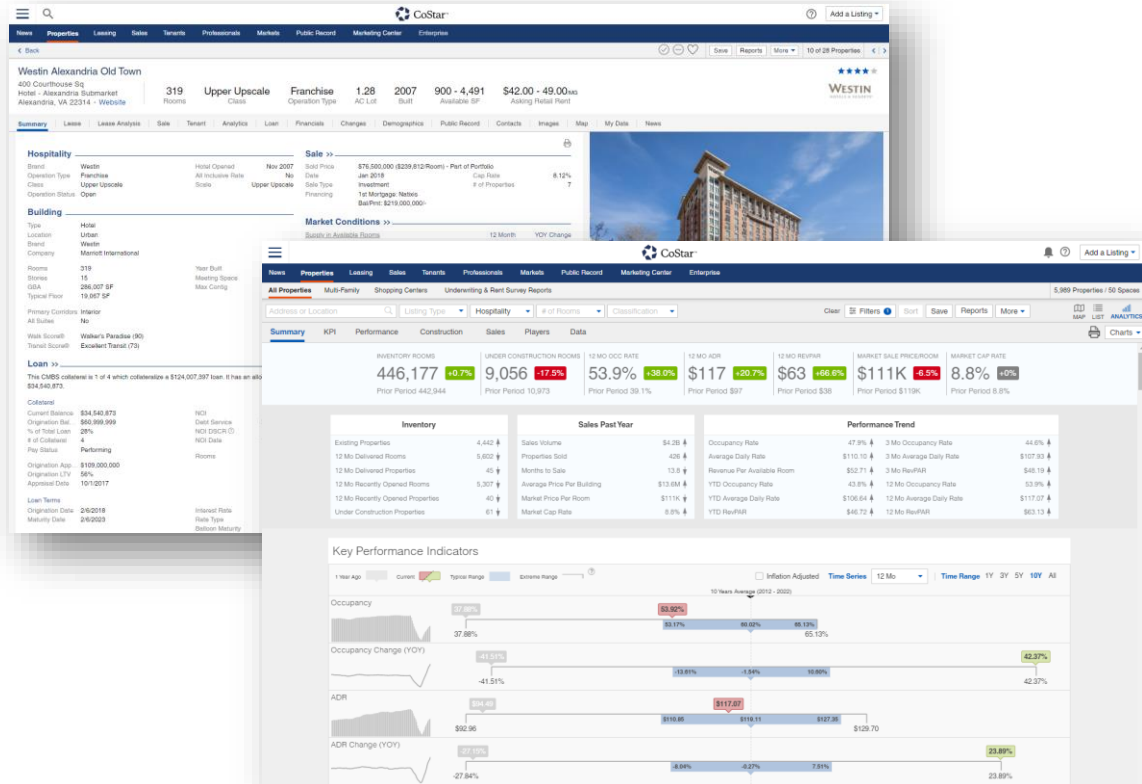
- Loan Information:** Includes fields for Pay Status (Select Status), Modification (Yes/No), Origination Date (Select Date), Origination Amount (Min \$, Max \$), Origination LTV (Min %, Max %), Origination DSCR (Min %), Watchlist (Current/Previous/Never), Special Servicing (Current/Previous/Never), Maturity Date (Select Date), Most Recent Balance (Min \$, Max \$), Most Recent LTV (Min %, Max %), and Most Recent DSCR (Min %, Max %).
- Collateral:** Shows Current Balance (\$15,931,870), Origination Bal (\$18,500,000), Pay Status (30 Days Delinquent), Appraisal (\$22,000,000), Appraisal LTV (72.3%), and Appraisal Date (3/18/15).
- Loan Terms:** Shows Origination Date (6/1/15), Maturity Date (6/1/22), Coupon Rate (4.27%), Rate Type (Fixed), Balloon Maturity (Yes), Interest Only (No), and Pay Frequency (Monthly).
- Financials:** A table showing YTD Jun 30, 2019, and Per SF data for Income, Gross Potential Rent, and various expenses.
- Income Statement:** A detailed table showing the most recent YTD (30 Jun 2020) and historical data for 2019, 2018, 2017, and Underwritten periods. It includes categories like INCOME (Gross Potential Rent, Vacancy/Collection Loss, Base Rent, Expense Reimbursement, Percentage Rent, Parking Income, Other Income) and OPERATING EXPENSES (Real Estate Taxes, Property Insurance, Utilities, Repairs and Maintenance, Janitorial).

Get industry-leading hospitality data



STR's data, analytics, and insights: now in CoStar

- 250 hospitality-specific search fields
- 96,000 hospitality records
- 65,000 hotel sale comps
- 36+ years of detailed history and analytics



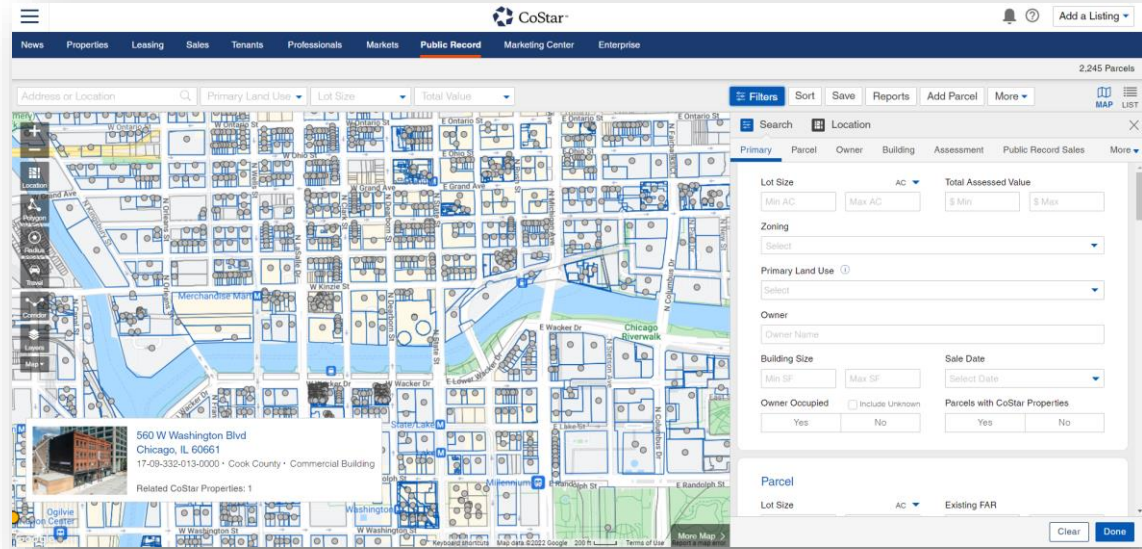
Integrated, easy to access Public Record data



Save time and money with all publicly available real estate information in one platform

- 40.5+ million commercial real estate parcels
- Detailed sale and loan history
- Highest and best use analysis
- Tax assessment searching
- Zoning codes

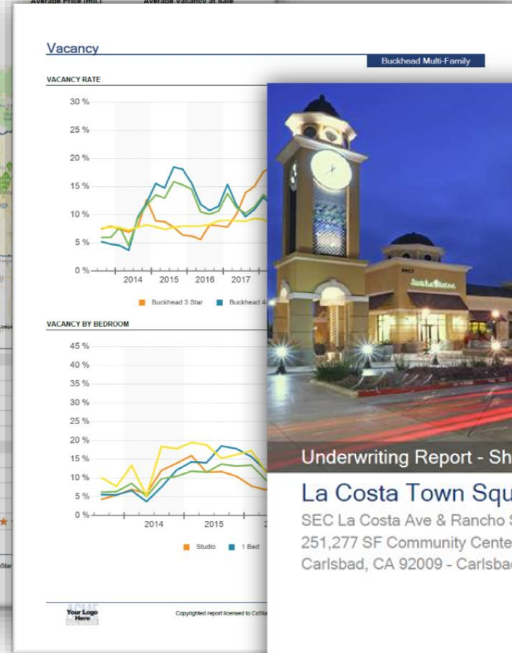
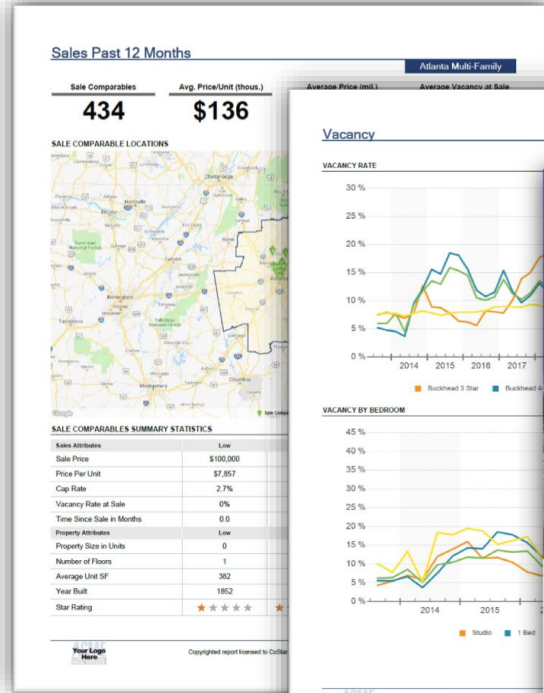

Public Record Data



Underwrite a property with a few clicks

On-demand reporting for all office, industrial, retail, multifamily, hospitality and student properties.


- Customizable comp sets
- Subject property details
- Market/submarket summaries and forecasts
- Lease analytics and construction pipelines

Underwriting Report - Shopping Center

La Costa Town Square
SEC La Costa Ave & Rancho Santa Fe Rd
251,277 SF Community Center
Carlsbad, CA 92009 - Carlsbad Submarket

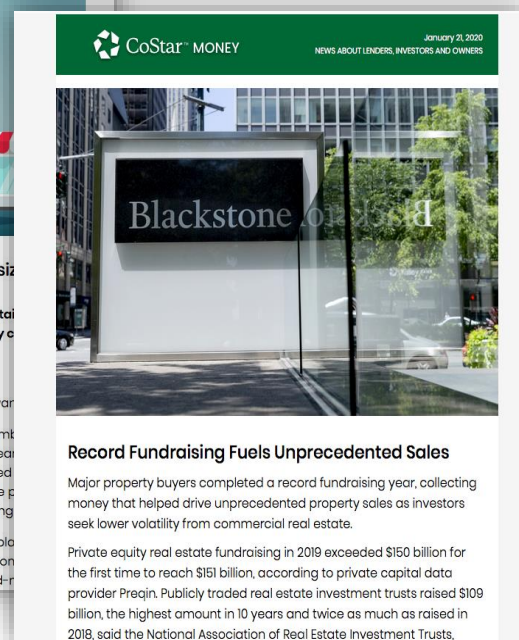
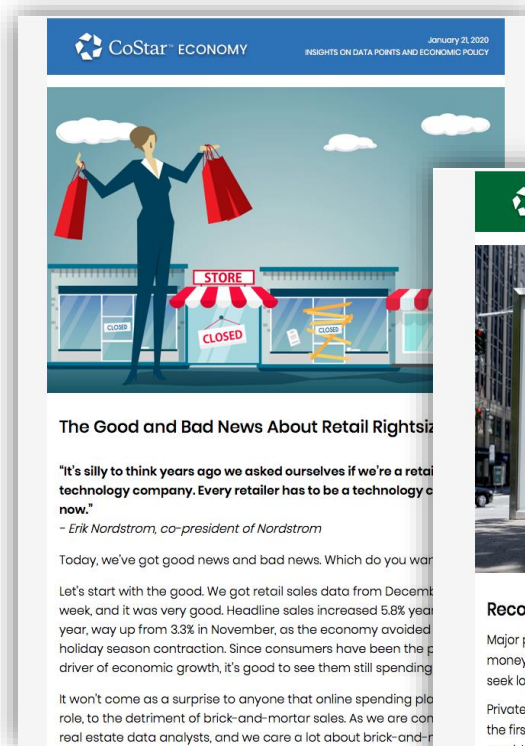
PREPARED BY
Your Logo Here
Jeffrey Wells
Vice President, Product Design



Data-driven CRE news

Stay informed with customized news feeds and breaking stories that impact your portfolio

- 70+ full-time journalists plus 55+ economists and specialists
- Newsletters customized to your markets, property types, and industry segments
- Award-winning content and breaking stories on transactions as they unfold

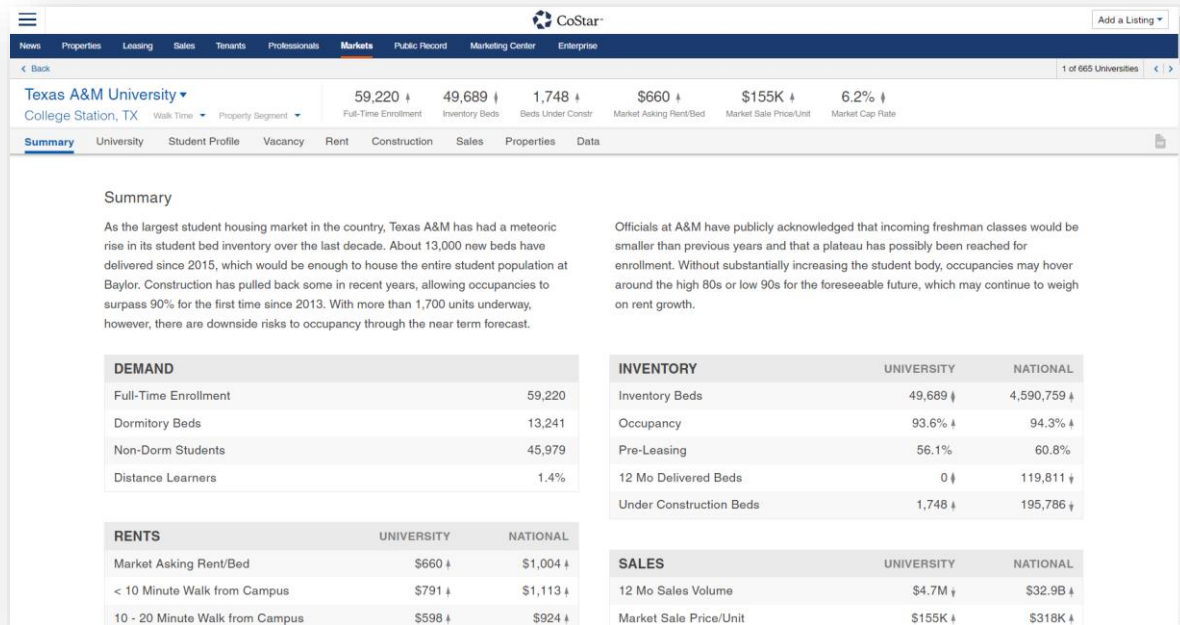


Student housing information



The most comprehensive data on the Student Housing segment

- 665 university profiles with full analytics
- By-the-bed rents, pre-leasing rates, university trends like enrollment and inventory
- Data on 8,000 properties and 1.9M beds

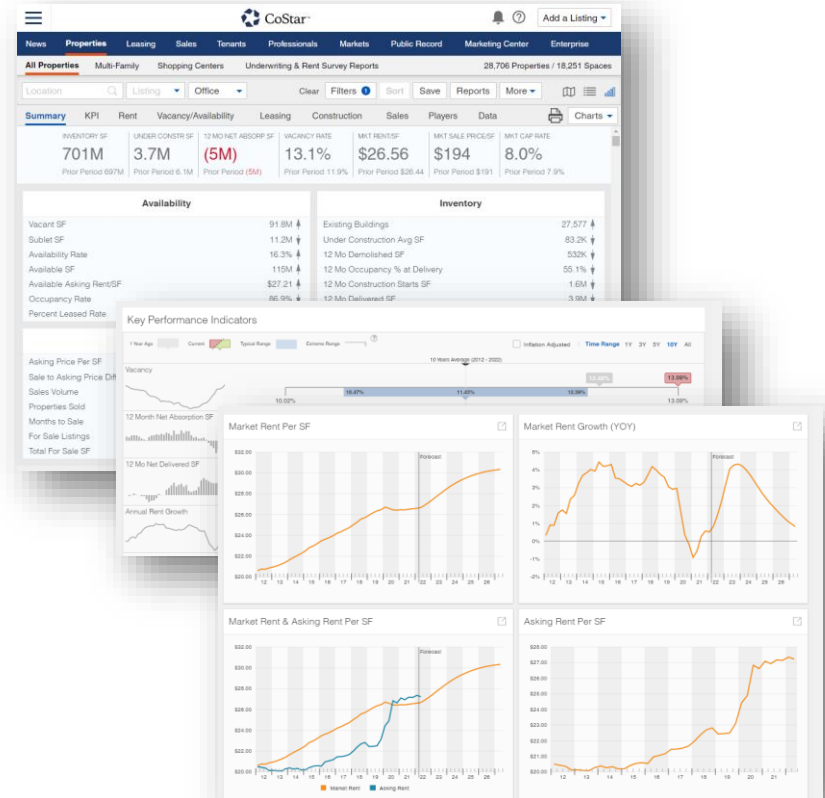


Gain deeper insights with enhanced analytics



New ways to analyze, interpret, and visualize the data you need to make critical decisions.

- Daily updates to all market and submarket reports, including daily rent trends
- Dozens of new charts and KPI dashboards
- More ways to compare markets and submarkets
- Video updates by market analysts
- Seven different forecast scenarios
- All-new Capital Markets reports



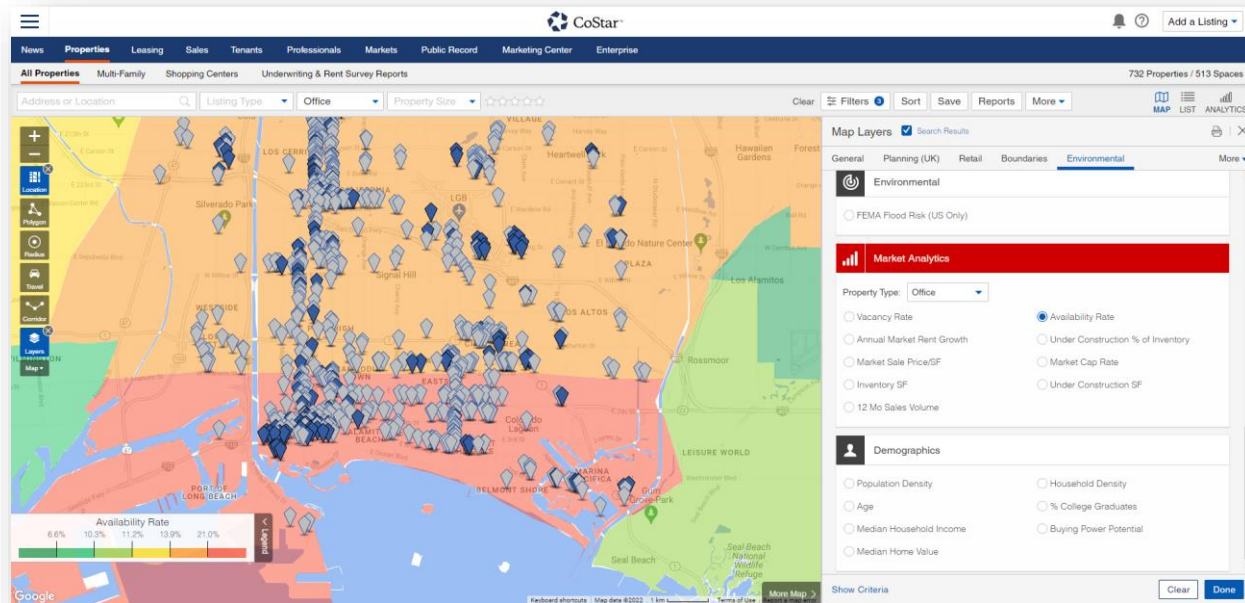
Get the information you need, quicker



Efficiently and effectively identify the best opportunities

- Faster, more user-friendly experience
- More filtering and mapping capabilities to satisfy the most demanding requirements
- Multiple views to see your results in the way that works best for you

Analytic Heat Maps





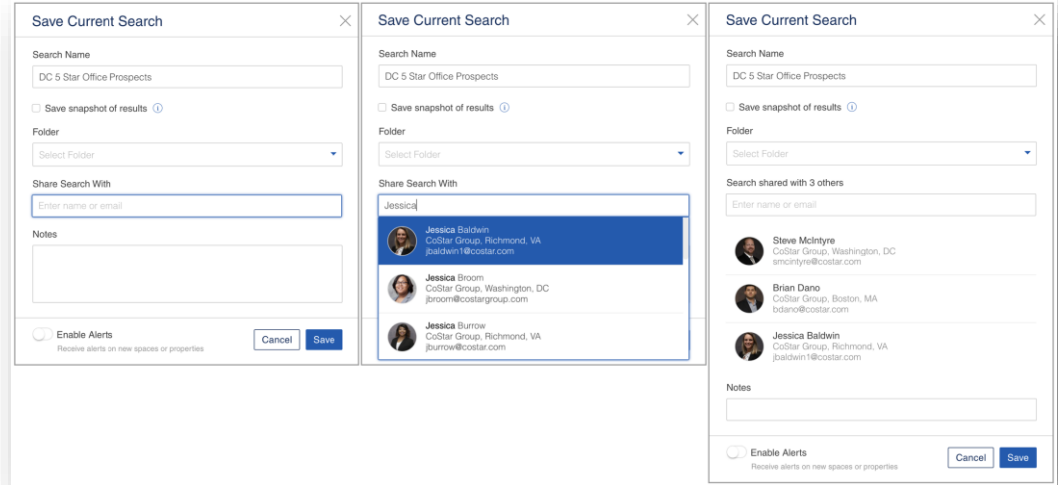
User Experience Enhancements

Share your saved search with any CoStar user



A redesigned saved searches experience means you can easily organize your searches and share them with any user.

- Quickly filter your saved searches and manage alerts.
- Create, group, and share your searches using folders.
- Add client details to folders to display logos and contact information on reports.

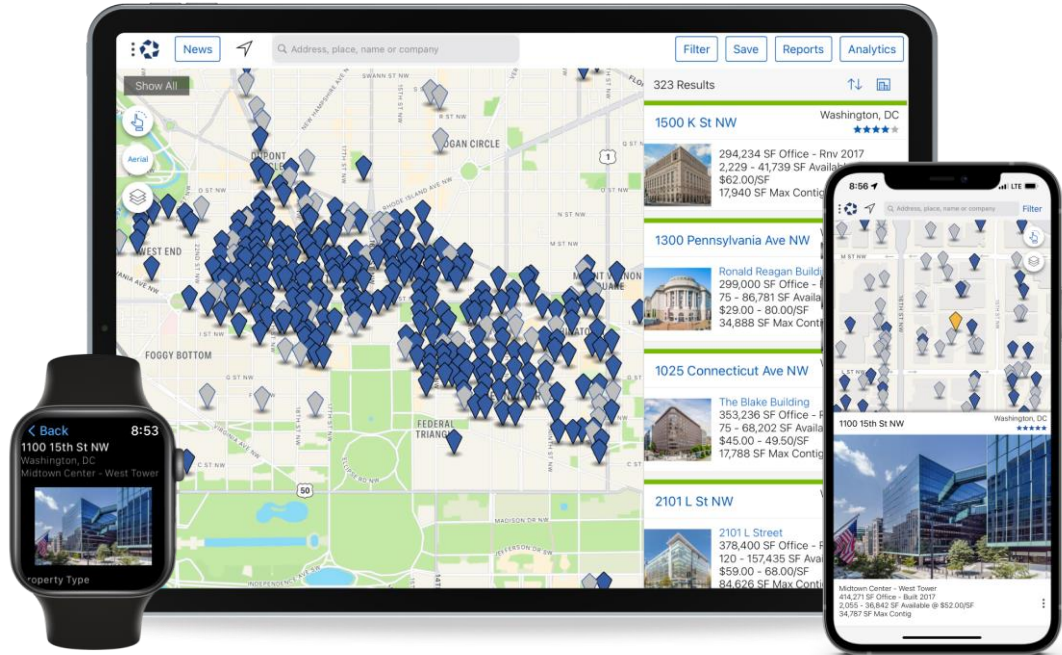


Access CoStar wherever your business takes you



Download CoStar on your iOS or Android smartphone, tablet or Apple Watch

- Access buildings details, contacts, transactions, and news
- Location-based searching for efficient research in the field
- Create and send reports on-the-go



Tactical insight, portfolio management and benchmarking



CoStar Group's consulting arm, providing independent third-party advice to a global who's-who of real estate. We help you raise capital, maximize risk-adjusted returns, and avoid costly mistakes.



The leader for 20 years in Lease Administration, Lease Accounting, and Transaction Management Software.



Thank You

Statistics shown are approximate and reflect CoStar data as of April 18, 2023.