

Sector Head:

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Leading Analyst:

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Opendoor Technologies

Current Share Price: \$8.65

Upside: **29%**

Target Share Price: \$11.14

Agenda

Company Overview	.3
Industry Overview	.4
Thesis in Investment	5 - 6
Valuation	.7
Risk and Mitigation	.8

Company Overview

iBuyer Brokerage

Key Description

- Opendoor operates as an iBuyer between residential real estate buyers and sellers
- Utilizes an app-based brokerage, offering cash offers and lease-buybacks for residential real estate after successful residence inspection

Key Statistics

Founding Year: 2014

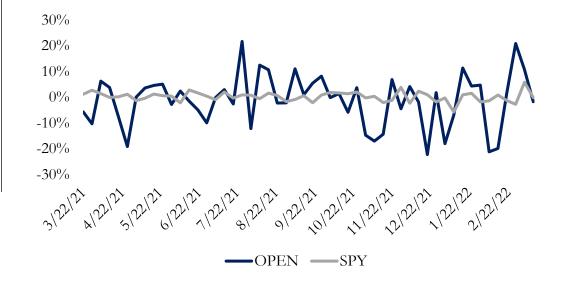
IPO Date: December 21st, 2020

52 Week Price Range: \$6.16 – \$25.33

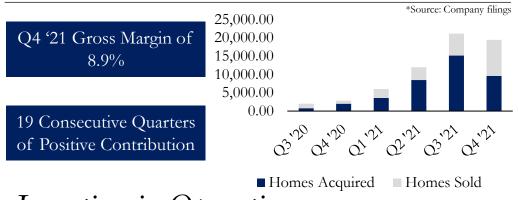
Market Cap: 5.2 Billion USD

Enterprise Value: 4.18 Billion USD

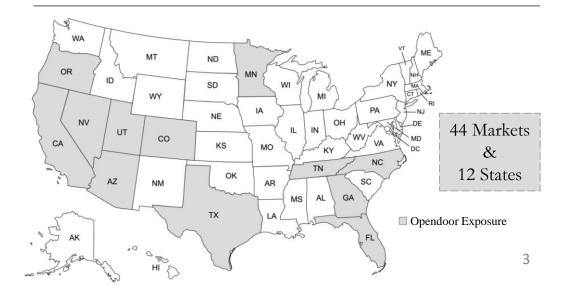
Equity Performance



Unit Economic Business Model



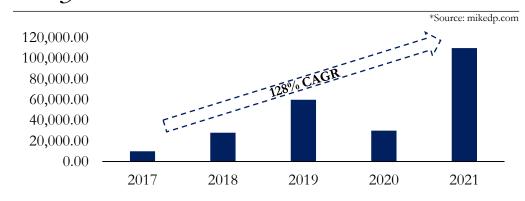
Location in Operations



Industry Overview

BINGHAMTON Opendoor

iBuyer Transaction Growth



Competition

REDFIN.







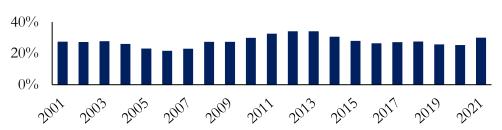




iBuyer Cash Offer Demand

Source: par realtor

Share of U.S. Home Purchases Paid For With All Cash



Appreciating Real Estate Markets

1

Demand Continues to Outweigh Supply

2

Higher Building Costs Shrink Housing Supply

3

Low Mortgage Rates
Account for Demand Influx

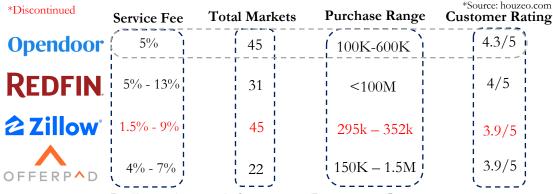
Top U.S. Appreciation

/	
'Arizona	28.4%
Florida	27.1%
Utah	25.2%
Tennessee	24.5%
Nevada	.24.4%
Idaho	.23.2%
Montana	.22.4%
North Carolina	22.3%
South Carolina	21.7%
Georgia	20.4%
\	/

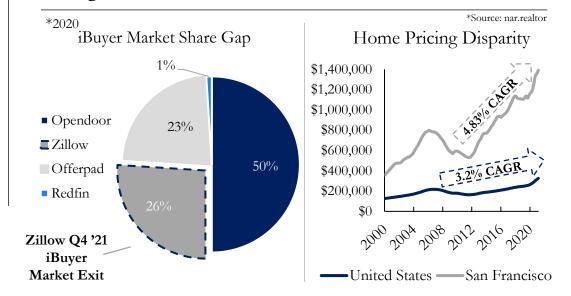
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Championed iBuyer Expansion BINGHAMTON Opendoor

Competitive Differentiation

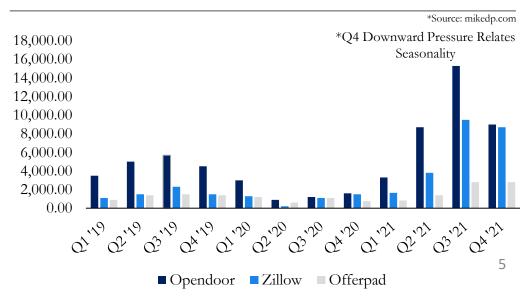


iBuyer Market Share Control

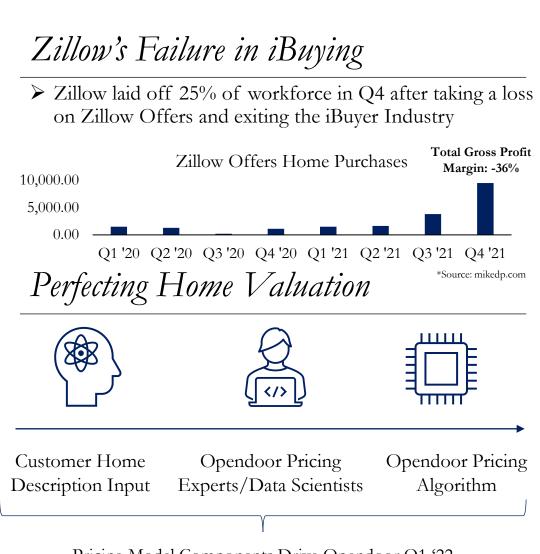


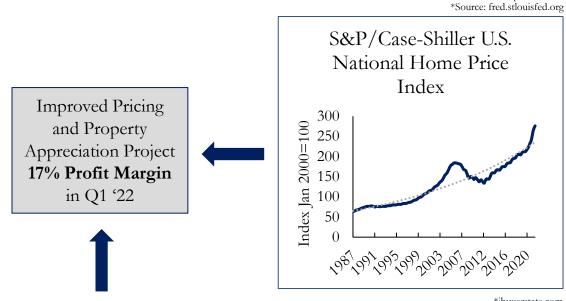


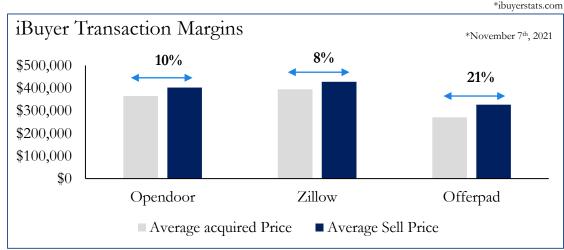
Competitive Transaction Volume



Increasing Transaction Margins BINGHAMTON Opendoor







*Source: mikedp.com

Valuation



Assumption in Transactions



			WACC			
vth	10.35	6.71%	7.71%	8.71%	9.71%	10.71%
Grow	8.22	7.65	7.65	7.65	7.65	7.65
	9.22	9.00	9.00	9.00	9.00	9.00
ina	10.22	10.35	10.35	10.35	10.35	10.35
Terminal	11.22	11.70	11.70	11.70	11.70	11.70
H	12.22	13.04	13.04	13.04	13.04	13.04

			WACC			
Multiple	9.53	6.71%	7.71%	8.71%	9.71%	10.71%
Ē	2%	14.06	10.22	7.46	5.39	3.77
	2%	16.11	11.58	8.42	6.09	4.30
Terminal	3%	18.65	13.21	9.53	6.89	4.90
em	3%	21.88	15.17	10.84	7.81	5.57
T	4%	26.10	17.61	12.39	8.87	6.34

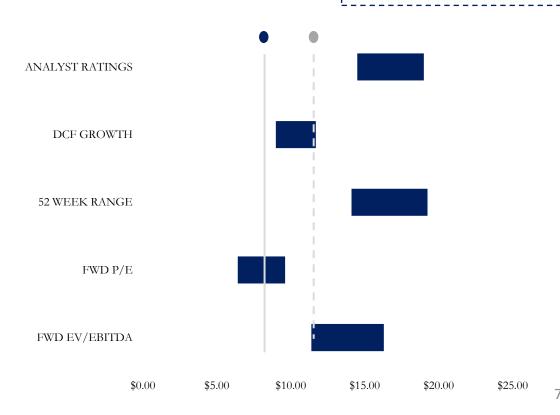
• Current Share Price: \$8.65

Target Share Price: \$11.14

Terminal Multiple: 10.2x

Terminal Growth rate: 2.5%

WACC: 8.71%



Risk and Mitigation

Risk

Real Estate Market Trends Relate Volatility and Oft Uncertainty

Zillow Offers Market Share Afforded Does Not Absorb Into Opendoor Market Share

Consumers Fail to Adopt The Alternative iBuyer Real Estate Process

Mitigant

Opendoor Algorithm Follows
Broad Market Trends to
Prevent Inventory Acquisition
Increase/Decrease Related
Losses

With **Scalable Advantage** in Inventory Acquisition, Opendoor Projects to Take Majority of Zillow Offers Market Share

Consumer Convenience in iBuying **Through Speed and Affordability** Will Increase Consumer Demand, Providing Added-Value

Thank you

Questions?

Appendix A – IS

2,830 44,1 2,583 2,583,1 2,333 2,363,3 2,65% 91.4 2,250 219,7 2,416 194,1 8% 3,446 152,7 2,222 58,1 1,084 405,0	301,250 384,416 8% 113,446 2% 51,222		FY 2021 44,561 8,021,000 7,291,000 90,90% 730,000 544,000 620,000 8% 134,000 2% 1,298,000 (568,000)		89.39% 2,554,496	33,435,206 89,39% 3,967,830 2,201,062 6% 1,146,952 3%	1,781,530 <i>3%</i>	90,240,719 80,667,702 89.39% 9,573,016 5,310,409 6% 2,767,203 3% 747,050 1%	125,298,979 89.39% 14,869,509 8,248,517
2,830 44,1 2,583 2,583,1 2,333 2,363,3 2,65% 91.4 2,250 219,7 2,416 194,1 8% 3,446 152,7 2,222 58,1 1,084 405,0	43,830 4,740,583 4,439,333 93.65% 301,250 384,416 8% 113,446 2% 51,222 1% 549,084	2,583,121 2,363,324 91.49% 219,797 194,721 8% 152,769 6% 58,172 2% 405,662	44,561 8,021,000 7,291,000 90.90% 730,000 544,000 620,000 8% 134,000 2% 1,298,000	44,926 15,502,836 13,858,247 89.39% 1,644,589 912,298 6% 475,390 3% 128,339 1% 1,516,026	45,291 24,080,140 21,525,644 89.39% 2,554,496 1,417,048 6% 738,410 3% 199,345 1%	45,657 37,403,036 33,435,206 89.39% 3,967,830 2,201,062 6% 1,146,952 3% 309,638	46,022 58,097,133 51,934,008 89,39% 6,163,125 3,418,851 6% 1,781,530 3% 480,952	46,387 90,240,719 80,667,702 89,39% 9,573,016 5,310,409 6% 2,767,203 3% 747,050	46,752 140,168,488 125,298,979 89.39% 14,869,509 8,248,517 6% 4,298,223
2,830 44,1 2,583 2,583,1 2,333 2,363,3 2,65% 91.4 2,250 219,7 2,416 194,1 8% 3,446 152,7 2,222 58,1 1,084 405,0	43,830 4,740,583 4,439,333 93.65% 301,250 384,416 8% 113,446 2% 51,222 1% 549,084	2,583,121 2,363,324 91.49% 219,797 194,721 8% 152,769 6% 58,172 2% 405,662	44,561 8,021,000 7,291,000 90.90% 730,000 544,000 620,000 8% 134,000 2% 1,298,000	44,926 15,502,836 13,858,247 89.39% 1,644,589 912,298 6% 475,390 3% 128,339 1% 1,516,026	45,291 24,080,140 21,525,644 89.39% 2,554,496 1,417,048 6% 738,410 3% 199,345 1%	45,657 37,403,036 33,435,206 89.39% 3,967,830 2,201,062 6% 1,146,952 3% 309,638	46,022 58,097,133 51,934,008 89,39% 6,163,125 3,418,851 6% 1,781,530 3% 480,952	46,387 90,240,719 80,667,702 89,39% 9,573,016 5,310,409 6% 2,767,203 3% 747,050	46,752 140,168,488 125,298,979 89.39% 14,869,509 8,248,517 6% 4,298,223
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2,333 2,363,3 2,65% 91.4 2,250 219,7 2,416 194,5 8,446 152,5 2,222 58,5 1% 1,084 405,6	4,439,333 93.65% 301,250 384,416 8% 113,446 2% 51,222 1% 549,084	2,363,324 91.49% 219,797 194,721 8% 152,769 6% 58,172 2% 405,662	7,291,000 90,90% 730,000 544,000 7% 620,000 8% 134,000 2% 1,298,000	13,858,247 89.39% 1,644,589 912,298 6% 475,390 3% 128,339 1% 1,516,026	21,525,644 89.39% 2,554,496 1,417,048 6% 738,410 3% 199,345	33,435,206 89.39% 3,967,830 2,201,062 6% 1,146,952 3% 309,638	51,934,008 89.39% 6,163,125 3,418,851 6% 1,781,530 3% 480,952	80,667,702 89,39% 9,573,016 5,310,409 6% 2,767,203 3% 747,050	125,298,979 89.399 14,869,509 8,248,517 69 4,298,223
2,333 2,363,3 2,65% 91.4 2,250 219,7 2,416 194,5 8,446 152,5 2,222 58,5 1% 1,084 405,6	4,439,333 93.65% 301,250 384,416 8% 113,446 2% 51,222 1% 549,084	2,363,324 91.49% 219,797 194,721 8% 152,769 6% 58,172 2% 405,662	7,291,000 90,90% 730,000 544,000 7% 620,000 8% 134,000 2% 1,298,000	13,858,247 89.39% 1,644,589 912,298 6% 475,390 3% 128,339 1% 1,516,026	21,525,644 89.39% 2,554,496 1,417,048 6% 738,410 3% 199,345	33,435,206 89.39% 3,967,830 2,201,062 6% 1,146,952 3% 309,638	51,934,008 89.39% 6,163,125 3,418,851 6% 1,781,530 3% 480,952	80,667,702 89,39% 9,573,016 5,310,409 6% 2,767,203 3% 747,050	125,298,979 89.39% 14,869,509 8,248,517 6% 4,298,223
2,333 2,363,3 2,65% 91.4 2,250 219,7 2,416 194,5 8,446 152,5 2,222 58,5 1% 1,084 405,6	4,439,333 93.65% 301,250 384,416 8% 113,446 2% 51,222 1% 549,084	2,363,324 91.49% 219,797 194,721 8% 152,769 6% 58,172 2% 405,662	7,291,000 90,90% 730,000 544,000 7% 620,000 8% 134,000 2% 1,298,000	13,858,247 89.39% 1,644,589 912,298 6% 475,390 3% 128,339 1% 1,516,026	21,525,644 89.39% 2,554,496 1,417,048 6% 738,410 3% 199,345	33,435,206 89.39% 3,967,830 2,201,062 6% 1,146,952 3% 309,638	51,934,008 89.39% 6,163,125 3,418,851 6% 1,781,530 3% 480,952	80,667,702 89,39% 9,573,016 5,310,409 6% 2,767,203 3% 747,050	125,298,979 89.399 14,869,509 8,248,517 69 4,298,223
6.65% 91.4, 91.4,416 194, 8% 6,446 152, 2% 7,222 58, 1% 1,084 405,6	93.65% 301,250 384,416 8% 113,446 2% 51,222 1% 549,084	91.49% 219,797 194,721 8% 152,769 6% 58,172 2% 405,662	90.90% 730,000 544,000 7% 620,000 8% 134,000 2% 1,298,000	89.39% 1,644,589 912,298 6% 475,390 3% 128,339 1% 1,516,026	89.39% 2,554,496 1,417,048 738,410 3% 199,345 1%	89,39% 3,967,830 2,201,062 6% 1,146,952 3% 309,638	89.39% 6,163,125 3,418,851 <i>6%</i> 1,781,530 <i>3%</i> 480,952	89.39% 9,573,016 5,310,409 6% 2,767,203 3% 747,050	89.39% 14,869,509 8,248,517 6% 4,298,223 3%
6.65% 91.4, 91.4,416 194, 8% 6,446 152, 2% 7,222 58, 1% 1,084 405,6	93.65% 301,250 384,416 8% 113,446 2% 51,222 1% 549,084	91.49% 219,797 194,721 8% 152,769 6% 58,172 2% 405,662	90.90% 730,000 544,000 7% 620,000 8% 134,000 2% 1,298,000	89.39% 1,644,589 912,298 6% 475,390 3% 128,339 1% 1,516,026	89.39% 2,554,496 1,417,048 738,410 3% 199,345 1%	89,39% 3,967,830 2,201,062 6% 1,146,952 3% 309,638	89.39% 6,163,125 3,418,851 <i>6%</i> 1,781,530 <i>3%</i> 480,952	89.39% 9,573,016 5,310,409 6% 2,767,203 3% 747,050	89.39% 14,869,509 8,248,517 6% 4,298,223 3%
2,250 219,7 4,416 194,1 8% 6,446 152,7 2% 2,222 58,1 1% 1,084 405,6	384,416 8% 113,446 2% 51,222 1% 549,084	194,721 8% 152,769 6% 58,172 2% 405,662	730,000 544,000 7% 620,000 8% 134,000 2% 1,298,000	912,298 6% 475,390 3% 128,339 1% 1,516,026	2,554,496 1,417,048 6% 738,410 3% 199,345 1%	2,201,062 6% 1,146,952 3% 309,638	3,418,851 6% 1,781,530 3% 480,952	9,573,016 5,310,409 6% 2,767,203 3% 747,050	14,869,509 8,248,517 6% 4,298,223 3%
8% 8% 8,446 152,7 2% ,222 58,1 1%	384,416 8% 113,446 2% 51,222 1% 549,084	194,721 8% 152,769 6% 58,172 2% 405,662	544,000 7% 620,000 8% 134,000 2% 1,298,000	912,298 6% 475,390 3% 128,339 1% 1,516,026	1,417,048 6% 738,410 3% 199,345 1%	2,201,062 6% 1,146,952 3% 309,638	3,418,851 6% 1,781,530 3% 480,952	5,310,409 6% 2,767,203 3% 747,050	8,248,517 6% 4,298,223
8% 3,446 152,7 2% 1,222 58,1 1% 0,084 405,0	8% 113,446 2% 51,222 1% 549,084	8% 152,769 6% 58,172 2% 405,662	7% 620,000 8% 134,000 2% 1,298,000	6% 475,390 3% 128,339 1% 1,516,026	6% 738,410 3% 199,345 1%	6% 1,146,952 3% 309,638	6% 1,781,530 3% 480,952	2,767,203 3% 747,050	6% 4,298,223 <i>3%</i>
8% 3,446 152,7 2% 1,222 58,1 1% 0,084 405,0	8% 113,446 2% 51,222 1% 549,084	8% 152,769 6% 58,172 2% 405,662	7% 620,000 8% 134,000 2% 1,298,000	6% 475,390 3% 128,339 1% 1,516,026	6% 738,410 3% 199,345 1%	6% 1,146,952 3% 309,638	6% 1,781,530 3% 480,952	2,767,203 3% 747,050	6% 4,298,223 3%
8% 3,446 152,7 2% 1,222 58,1 1% 0,084 405,0	8% 113,446 2% 51,222 1% 549,084	8% 152,769 6% 58,172 2% 405,662	7% 620,000 8% 134,000 2% 1,298,000	6% 475,390 3% 128,339 1% 1,516,026	6% 738,410 3% 199,345 1%	6% 1,146,952 3% 309,638	6% 1,781,530 3% 480,952	2,767,203 3% 747,050	6% 4,298,223 3%
3,446 152,7 2% 1,222 58,1 1% 0,084 405,6	113,446 2% 51,222 1% 549,084	152,769 6% 58,172 2% 405,662	620,000 8% 134,000 2% 1,298,000	475,390 3% 128,339 1% 1,516,026	738,410 3% 199,345 1%	1,146,952 3% 309,638	1,781,530 3% 480,952	2,767,203 3% 747,050	4,298,223 3%
2% 1,222 58,1 1% 0,084 405,0	2% 51,222 1% 549,084	6% 58,172 2% 405,662	8% 134,000 2% 1,298,000	3% 128,339 1% 1,516,026	3% 199,345 1%	3% 309,638	3% 480,952	. 747,050	3%
1,222 58,1 1% 0,084 405,0	51,222 1% 549,084	58,172 2% 405,662	134,000 2% 1,298,000	128,339 1% 1,516,026	199,345 1%	309,638	480,952	747,050	
1% 0,084 405,0	1% 549,084	2% 405,662	2% 1,298,000	1% 1,516,026	1%			,	1,100,575
,084 405,0	549,084	405,662	1,298,000	1,516,026		1 /0	1 /0		19
,					2,554,005	3,657,653	5,681,334	8,824,663	13,707,113
	(247,034)	(103,003)	(300,000)	120,505	199,693	310,178	481,791	748,353	1,162,396
(103,0					177,073	310,170	401,771	740,333	1,102,570
.243 8.6	6,243	8,000	12,000	2,055	2,055	2,055	2,055	2,055	2,055
		(11,356)	-	-	-	-	-	-	-
, ,	(109,728)	(67,806)	(143,000)	32,367	50,275	78,091	121,296	188,406	292,646
	12,401	4,271	38,000	38,000	38,000	38,000	38,000	38,000	38,000
,918) (252,7	(338,918)	(252,756)	(661,000)	200,985	290,023	428,324	643,142	976,814	1,495,097
(252)	(252)	(63)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000
,170) (252,	(339,170)	(252,819)	(662,000)	199,985	289,023	427,324	642,142	975,814	1,494,097
,847	1,847	-	-	-	-	-	-	-	-
,017) (252,	(341,017)	(252,819)	(662,000)	199,985	289,023	427,324	642,142	975,814	1,494,097
(4.26) (7	(4.26)	(2.62)	(0.32)	0.34	0.49	0.72	1.08	1.65	2.52
(0)		(2.62)	(0.32)	0.34	0.49	0.72	1.08	1.65	2.52
(4.37) (2	(/)	(2.02)	-	0.51	,	2			2,02
(4.37) (2	79,977	109,301	592,574	592,574	592,574	592,574	592,574	592,574	592,574
	79,977	, , , , , , , , , , , , , , , , , , , ,	, , , , , ,	, , , , , , , , , , , , , , , , , , , ,	, , , , , , , , , , , , , , , , , , , ,	,	, , , , , , , , , , , , , , , , , , , ,	, , , , , , , , , , , , , , , , , , , ,	592,574
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Appendix B – BS

In Thousands of USD	FY 2019	FY 2020	FY 2
3 & 12 Months Ending	12/31/20	12/31/20	12/30/
Assets			
Current Assets			
Current assets - cash	405,080.00	1,412,665.00	1,731,000.
Prepaid expenses	-	-	-
Restricted cash	279,742.00	92,863.00	847,000
Marketable securities	43,576.00	47,637.00	484,000
Mortgage loans held for sale pledged under agreements to repurchase	2,116.00	7,529.00	7,000
Escrow receivable	13,882.00	1,494.00	84,000
Real estate inventory, net	1,312,369.00	465,936.00	6,096,000
Other current assets	30,879.00	24,987.00	91,000
Total current assets	2,087,644.00	2,053,111.00	9,340,000
Deferred offering costs			
Advances from related party			
Cash and Marketable securities held in Trust Account	-	-	
Net Property and Equipment – net	34,606	29,228.00	45,000
Right of use assets	60,681	49,517.00	42,000
Goodwill	30,945	30,945.00	60,000
Intangibles – net	12,414	8,684.00	12,000
Other assets (\$10,000 and \$0 carried at fair value)	5.394	4,097,00	7,000
Total assets	2,231,684.00	2,175,582.00	9,506,000
Liabilities and Equity			
Current Liabilities			
Accrued expenses	-	25,270.00	
Accrued offering costs	-		
Advances from related party	-		
Promissory note - related party	-	-	
Current portion of credit facilities and other secured borrowings	1,074,125	346,322.00	
Interest payable	5,808	1,081.00	12,000
Other secured borrowings	_		7,000
Lease liabilities, current portion	13,472	20,716.00	4,000
Warrant liabilities - current	_	-	
Accounts payable and other accrued liabilities	32,977		137,000
Non-recourse asset-backed debt - current portion			4,240,000
Total current liabilities	1,126,382.00	393,389.00	4,400,000
Credit facilities-Net of current portion	221,929	135,467.00	
Warrant liabilities	-		
Lease Liabilities-Net of current portion	48,435	46,625.00	42,000
Other liabilities	208	94.00	
Convertible notes	140,096	-	954,000
Derrivative and warrant liabilities	46,235	_	
Non-recourse asset-backed debt - Net of current portion	_	_	1,862,000
Deferred underwriting fee payable	_	_	
Total liabilities	1,583,285.00	575,575.00	7,258,000
	-		
Commitments	-	-	
Temprary Equity	1,381,502	-	
Preferred shares, \$0.0001 par value; 5,000,000 shares authorized; none issued and outstanding	-	54.00	
Additional paid-in capital	57,362	2,677,155.00	3,955,000
Accumulated deficit	(790,483)	(1,077,243.00)	(1,705,000
Accumulated other comprehensive (loss) income	18	-	(2,000
	(733,103)	41.00	
Total Shareholder's Equity (Deficit)			
Fotal Shareholder's Equity (Deficit) Total equity	648,399.00	1,600,007.00	2,248,000

Appendix C - SCF

0 1 7 1 1 1 7			
Opendoor Technologies Inc			
Statement of Cash Flows	TTT 2040	TT	TTT 2024
In Millions of USD	FY 2019	FY 2020	FY 2021
12 Months Ending	43,830	44,196	44,561
CASH FLOWS FROM OPERATING ACTIVITIES:			
NET LOSS	(339,170)	(252,819)	(662,000)
Adjustments to reconcile net loss to cash, cash equivalents, and	(557,110)	(202,017)	(002,000)
restricted cash (used in) provided by operating activities:			
Depreciation and amortization	27,000	39,000	47,000
Amortization of right of use asset	12,000	24,000	8,000
Stock-based compensation	13,000	38,000	536,000
Warrant fair value adjustment	(6,000)	(31,000)	(12,000)
Gain on settlement of lease liabilities	-	-	(5,000)
Inventory valuation adjustment	32,000	8,000	56,000
Changes in fair value of derivative instruments	1,000	23,000	-
Changes in fair value of equity securities	-	-	(35,000)
Payment-in-kind interest	2,000	4,000	-
Net fair value adjustments and gain (loss) on sale of mortgage loans			
held for sale	_	(3,000)	(4,000)
Origination of mortgage loans held for sale	(23,000)	(128,000)	(196,000)
Proceeds from sale and principal collections of mortgage loans held	, , ,		, , ,
for sale	22,000	126,000	197,000
Changes in operating assets and liabilities:	_	_	_
Escrow receivable	(3,000)	12,000	(83,000)
Real estate inventories	17,000	834,000	(5,656,000)
Other assets	(8,000)	3,000	(52,000)
Accounts payable and other accrued liabilities	(5,000)	(4,000)	76,000
Interest payable	-	(3,000)	4,000
Lease liabilities	(14,000)	(7,000)	(13,000)
Net cash (used in) provided by operating activities	(272,170)	682,181	(5,794,000)
CASH FLOWS FROM INVESTING ACTIVITIES:	-	-	-
Purchase of property and equipment	(28,000)	(17,000)	(33,000)
Purchase of intangible assets	-	-	(1,000)
Purchase of marketable securities	(79,000)	(175,000)	(486,000)
Proceeds from sales, maturities, redemptions and paydowns of			
marketable securities	45,000	170,000	92,000
Purchase of non-marketable equity securities	-	-	(15,000)
Acquisitions, net of cash acquired	(33,000)	-	(33,000)
Net cash used in investing activities	(95,000)	(22,000)	(476,000)

CASH FLOWS FROM FINANCING ACTIVITIES:			
Proceeds from issuance of convertible senior notes, net of issuance			
costs	178,000	-	953,000
Purchase of capped calls related to convertible senior notes	-	-	(119,000)
Proceeds from exercise of stock options	3,000	8,000	15,000
Proceeds from warrant exercise	-	-	22,000
Proceeds from Business Combination and PIPE offering	-	1,014,000	-
Proceeds from February 2021 Offering	-	-	886,000
Capital distributions of non-controlling interest	(3,000)	-	-
Proceeds from non-recourse asset-backed debt	3,641,000	1,309,000	11,499,000
Principal payments on non-recourse asset-backed debt	(3,475,000)	(2,130,000)	(5,838,000)
Proceeds from other secured borrowings	23,000	125,000	192,000
Principal payment on other secured borrowings	(21,000)	(121,000)	(192,000)
Payment of loan origination fees and debt issuance costs	(15,000)	(3,000)	(47,000)
Repurchase of common stock at fair value	(3,000)	-	-
Net cash provided by financing activities	646,000	161,000	7,342,000
NET INCREASE (DECREASE) IN CASH, CASH			
EQUIVALENTS, AND RESTRICTED CASH	278,830	821,181	1,072,000
CASH, CASH EQUIVALENTS, AND RESTRICTED			
CASH – Beginning of period	406,000	685,000	1,506,000
CASH, CASH EQUIVALENTS, AND RESTRICTED			
CASH - End of period	684,830	1,506,181	2,578,000
SUPPLEMENTAL DISCLOSURE OF CASH FLOW			
INFORMATION - Cash paid during the period for interest	86,000	57,000	122,000

Appendix D – Revenue Build

Opendoor Technologies Inc Recvenue Builld										
In Thousands of USD	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022E	FY 2023E	FY 2042E	FY 2025E	FY 2026E	FY 2027E
12 Months Ending	12/31/18	12/31/19	12/31/20	12/31/21	12/31/22	12/31/23	12/31/24	12/31/25	12/31/26	12/31/27
Revenue	\$ 2,583,121.00	\$ 4,740,583.00	\$ 1,838,066.00	\$ 8,021,000.00	\$15,502,836.40	\$24,080,140.09	\$37,403,035.92	\$58,097,132.77	\$ 90,240,718.51	\$140,168,488.36
Property Transactions	7,470.00	18,799.00	9,913.00	21,725.00	41,864.08	64,831.85	100,400.37	155,482.76	240,784.84	372,885.98
% Growth		152%	-47%	119%	93%	55%	55%	-	55%	-
% of Total Homes Sold is U.S.					1%	1%	2%	2%	4%	6%
Average Transaction Price % Growth	\$345.79933066	\$252.17208362 -27%	"	\$ 369.20598389 99%	370.31 0.3%	371.42 0.3%	372.54 0.3%	373.66 0.3%	374.78 0.3%	375.90 0.3%
	*Assuming Opendoor controls 6% of total homes sold in U.S. in final projection year *Assuming home prices will reach aprox. 382K USD on average in 2030 *Conservative 2022E compared to Opendoor 17 billion USD guidance (less 1.5 Billion USD)									

Appendix E - WACC

BINGHAMTON INVESTMENT FUND Opendoor

Opendoor Technologies Inc WACC		
Risk Free Rate	2.3%	
Beta		*Bloomberg
Equity Risk Premium	7.7%	
Weight of Equity	42%	
Cost of Equity	16%	
Credit Spread	5.68%	
Tax Rate	21%	
Weight of Debt	58%	
Cost of Debt	4.49%	
		_
WACC	8.71%	
Equity	5,126	
Share Price	\$8.65	
Shares Outstanding	593	
Debt	7,102	*Bloomberg

Bloomberg Calculated Average

Damodaran Spread Risk Free Rate Credit Spread

Beta	
	1.764
	0.40
	1.081

7.78%
2.3%
10.10%

Cost of Debt				
Maturity	Amount Out.	Weight	Coupon	YTM
8/15/26	977.5	100%	0.25%	6%
WACD				6%

Appendix F - DCF

Opendoor Technologies Inc Discounted Cash Flow									
In Thousands of USD	FY 2019	FY 2020	FY 2021	FY 2022E	FY 2023E	FY 2042E	FY 2025E	FY 2026E	FY 2027E
12 Months Ending	44,196	44,196	44,560	44,926	45,291	45,657	46,022	46,387	46,752
Sales	4,740,583	2,583,121	8,021,000	15,502,836	24,080,140	37,403,036	58,097,133	90,240,719	140,168,488
% Growth		-45.51%	210.52%	93.28%	55.33%	55.33%	55.33%	55.33%	55.33%
EBIT	(247,834)	(185,865)	(568,000)	128,563	199,693	310,178	481,791	748,353	1,162,396
As % of Sales	-5.23%	-7.20%	-7.08%	0.83%	0.83%	0.83%	0.83%	0.83%	0.83%
NOPAT	(341,017)	(252,819)	(662,000)	101,565	157,757	245,040	380,615	591,199	918,293
Tax Rate	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%
Plus: D&A	27,000	39,000	47,000	99,556	143,244	204,801	290,624	408,723	568,540
Less: CapEx	28,000	17,000	33,000	63,782	99,071	153,884	239,023	371,268	576,681
Less: Δ NWC		7,453	28,235	39,681	(20,413)	29,472	45,778	71,105	110,446
FCFF	(342,017)	(238,272)	(676,235)	97,658	222,344	266,486	386,438	557,548	799,706

Terminal Multiple	
Terminal Value	8,171,427
Enterprise Value	10,501,606
Less: Debt	6,102,000
Plus: Cash	1,731,000
Equity Value	6,130,606
Diluted Shares Outstanding	592,574
Price Per Share	10.35

Gordon Growth	
Terminal Value	13,197,217
Enterprise Value	10,018,927
Less: Debt	6,102,000
Plus: Cash	1,731,000
Equity Value	5,647,927
Diluted Shares Outstanding	592,574
Price Per Share	9.53

Assumptions	
Terminal Growth Rate	3%
Terminal Multiple	10.2x
WACC	8.71%

Appendix G - Comps

Opendoor Technologies Inc																			
Comparable Company Analysis																			
In Millions																2022E			
Company	Ticker	Price	Shares Outstanding	Market Cap	Cash	Debt	EV	Revenue	EV/Revenue	P/E	EPS	FWD Revenue	FWD EBIT	FWD EBITDA	FWD EPS	FWD EV/Revenue	FWD EV/EBIT	FWD EV/EBITDA	FWD P/E
Opendoor Technologies Inc	OPEN	\$8.65	592.57	5,125.77	1,731.00	6,102.00	9,496.77	8,020.00	1.2x	-66.5x	(0.13)	15,502.84	128.56	228.12	0.34	.6x	73.9x	41.6x	25.6x
Shutterstock	SSTK	\$86.63	36.36	3,150.00	314.02	45.33	2,880.00	205.78	14.0x	188.3x	0.46	926.00	152.25	271.33	3.81	3.1x	18.9x	10.6x	22.7x
Optimizerx Corp	OPRX	37.6	17.88	672.12	84.68	0.32771	587.76	20.31	28.9x	1,253.3x	0.03	113.33	9.56	9.56	1.33	5.2x	61.5x	61.5x	28.3x
Zillow	ZG	\$47.05	61.52	11.99	2610	3800	12,670.00	3880	3.3x	-45.7x	(1.03)	2670	777.88	1290	2.65	4.7x	16.3x	9.8x	17.8x
Offerpad Solutions Inc	OPAD	\$4.00	224.30	897.19	169.82	866.94	1,590.00	867.54	1.8x	80.0x	0.05	6750	90.82	231	0.14	.2x	17.5x	6.9x	28.6x
Minimum									1.8x	-45.7x	(1.03)	113.33	9.56	9.56	0.14	.2x	16.3x	6.9x	17.8x
Quartile 1									2.2x	-14.3x	(0.77)	316.50	29.88	64.92	0.44	1.0x	16.6x	7.6x	19.0x
Median									8.6x	134.2x	0.04	1,798.00	121.54	251.17	1.99	3.9x	18.2x	10.2x	25.5x
Quartile 3									25.2x	987.1x	0.36	5,730.00	621.47	1,035.33	3.52	5.1x	50.8x	48.8x	28.5x
Maximum									28.9x	1,253.3x	0.46	6,750.00	777.88	1,290.00	3.81	5.2x	61.5x	61.5x	28.6x
Average									12.0x	369.0x	-0.12	2614.83	257.63	450.47	1.98	3.3x	28.5x	22.2x	24.3x

	FWD EV/Revenue	FWD EV/EBIT	FWD EV/EBITDA	FWD P/E
Minimum	-\$1.21	-\$3.84	-\$4.73	\$5.99
Quartile 1	\$17.59	-\$3.78	-\$4.44	\$6.41
Median	\$95.38	-\$3.43	-\$3.44	\$8.61
Quartile 3	\$125.42	\$3.65	\$11.40	\$9.62
Maximum	\$128.31	\$5.96	\$16.29	\$9.64

	Q1	Spread	
FWD EV/EBITDA	11.40	4.90	*Q3 and Max
FWD P/E	6.41	3.20	
52 WEEK RANGE	14.11	5.13	
DCF GROWTH	9.00	2.70	
ANALYST RATINGS	14.50	4.50	

Appendix H – Analyst Ratings

Opendoor Technologies Inc Analyst Ratings						
Firm Name	Analyst	Recommendation	Target Price	Date		
KeyBanc Capital Markets	Justin Patterson	not rated	-	3/3/22		
BTIG	Jake Fuller	buy	\$15.00	3/2/22	Minimum	\$11.00
Keefe Bruyette & Woods	Ryan Tomasello	market perform	\$11.00	2/27/22	Quartile 1	\$14.50
Goldman Sachs	Michael Ng	neutral	\$14.00	2/25/22	Median	\$15.00
Credit Suisse	Stephen Ju	outperform	\$30.00	2/25/22	Quartile 3	\$19.00
Wedbush	Ygal Arounian	outperform	\$20.00	2/25/22	Mximum	\$30.00
Berenberg	Justin Ages	buy	\$15.00	2/25/22		
Oppenheimer	Jason Helfstein	outperform	\$18.00	2/25/22		
••		•				

Appendix I – Weight of Price

Weighted Share Price		
	Share Price	Weight
Comps Price	21.92	10%
Gordon Growth	9.53	45%
Terminal Multiple	10.35	45%
Weighted Share Price	11.14	

Appendix J – Stock Chart

