



1245 Pine Avenue
🏠 **Make Me Move***
Price \$300,000

1265 Cedar Way
🏠 **Pre-Foreclosure**
Zestimate* \$250,000

1265 Oak Way
🏠 **Sold on 3/31/13**
Sold for \$237,000

3467 Maple Street
🏠 **For Rent \$2,500**
Rent Zestimate* \$2,430

3451 Alder Street
🏠 **For Sale \$266,000**
Zestimate* \$260,000



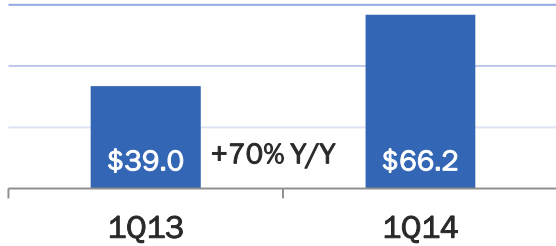
1Q14 Results Supplement

May 7, 2014

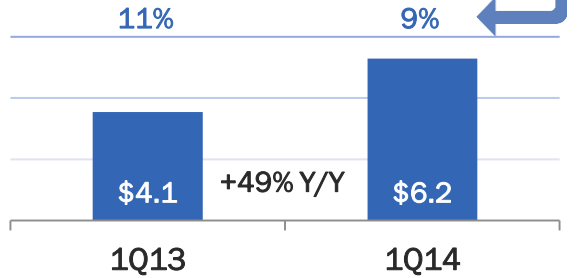
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1Q14 Results Dashboard (in millions, except per share data, unaudited)

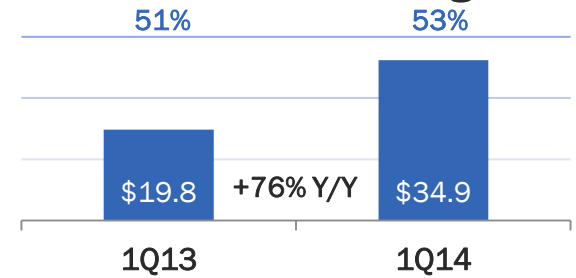
Revenue



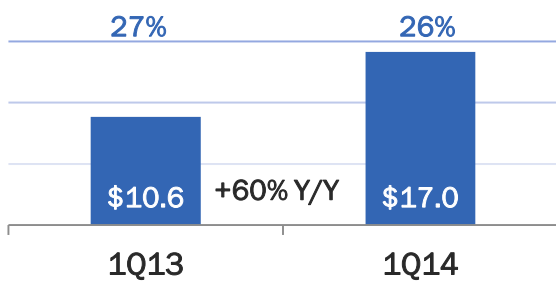
Cost of Revenue¹ % of revenue



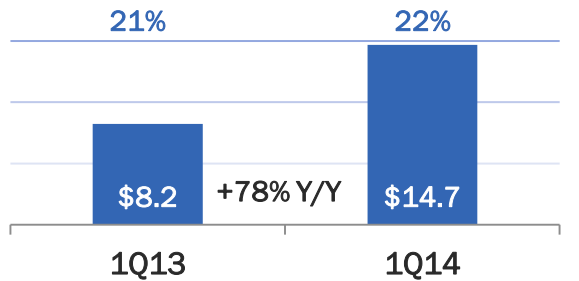
Sales & Marketing¹



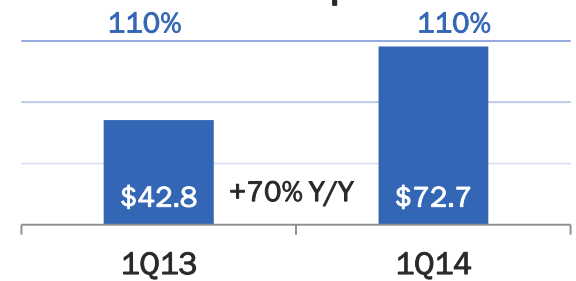
Tech & Dev¹



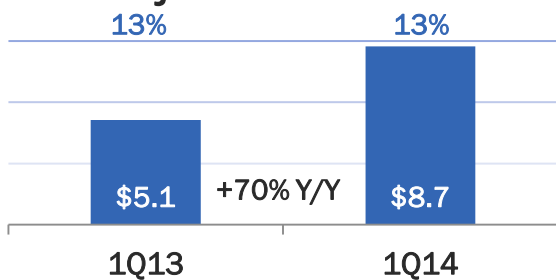
G & A¹



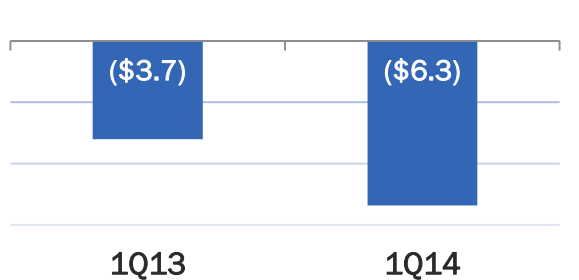
Total OpEx



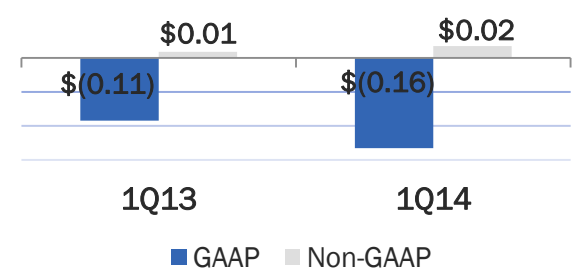
Adjusted EBITDA²



GAAP Net Loss



Diluted EPS³



Notes to 1Q14 Results Dashboard

- 1** Please refer to Zillow's financial statements as filed with the Securities and Exchange Commission for additional information.
- 2** Please refer to Slide 3 for a reconciliation of Adjusted EBITDA to net loss, the most directly comparable GAAP financial measure.
- 3** Please refer to Slide 4 for a reconciliation of net income, adjusted, to net loss, as reported on a GAAP basis, and the calculation of non-GAAP net income per share – basic and diluted.

Adjusted EBITDA Reconciliation (unaudited)

(In thousands)

**3 Months Ended
Mar 31,
2013**

**3 Months Ended
Mar 31,
2014**

Reconciliation of Adjusted EBITDA to Net Loss:

| | | |
|---------------------------------------|-----------------|-----------------|
| Net loss | \$ (3,747) | \$ (6,259) |
| Other income | (55) | (219) |
| Depreciation and amortization expense | 4,779 | 8,074 |
| Share-based compensation expense | 4,146 | 7,132 |
| Adjusted EBITDA | \$ 5,123 | \$ 8,728 |

Net Income, Adjusted, Reconciliation (unaudited)

(In thousands, except per share data)

**3 Months Ended
Mar 31,
2013**

**3 Months Ended
Mar 31,
2014**

Reconciliation of Net Income, Adjusted, to GAAP Net Loss:

| | | |
|------------------------------------|---------------|---------------|
| Net income (loss), as reported | \$ (3,747) | \$ (6,259) |
| Share-based compensation expense | 4,146 | 7,132 |
| Net income (loss), adjusted | \$ 399 | \$ 873 |

Calculation of Non-GAAP EPS:

| | | |
|--|--------|--------|
| Basic shares for non-GAAP EPS | 33,770 | 39,322 |
| Diluted shares for non-GAAP EPS ¹ | 36,756 | 42,378 |
| Non-GAAP net income (loss) per share - basic | \$0.01 | \$0.02 |
| Non-GAAP net income (loss) per share - diluted | \$0.01 | \$0.02 |

Note: Non-GAAP net income per share excludes the impact of share-based compensation expense and income taxes.

¹ For periods in which Zillow reported a GAAP net loss and non-GAAP net income, weighted-average shares used for the computation of diluted non-GAAP income per share include the impact of potentially dilutive shares. Please refer to the "Net Income (Loss) Per Share" notes to Zillow's financial statements as filed with the Securities and Exchange Commission for additional discussion of the impact of potentially dilutive shares.