



Overstock.com, Inc.
Selected financial & customer metrics,
as of Q3 2007

October 19, 2007



The following information contains, or may be deemed to contain, “forward-looking statements” (as defined in the U.S. Private Securities Litigation Reform Act of 1995). By their nature, forward-looking statements involve risk and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. The future results may vary from the results expressed in, or implied by, the following forward-looking statements, possibly to a material degree. For a discussion of some of the important factors that could cause the results to differ from those expressed in, or implied by, the following forward-looking statements, please refer to documents that the Company files with the SEC, including but not limited to, its most recent reports on Forms 10-K, 10-Q and 8-K. The Company undertakes no obligation to update or revise any forward-looking statements. This webcast may contain certain non-GAAP financial measures. The company’s website, located at <http://investors.overstock.com>, includes a presentation of the most directly comparable financial measures calculated and presented in accordance with GAAP. It also includes a reconciliation of the differences between the non-GAAP financial measures with the most comparable financial measures presented in accordance with GAAP.



Financial metrics

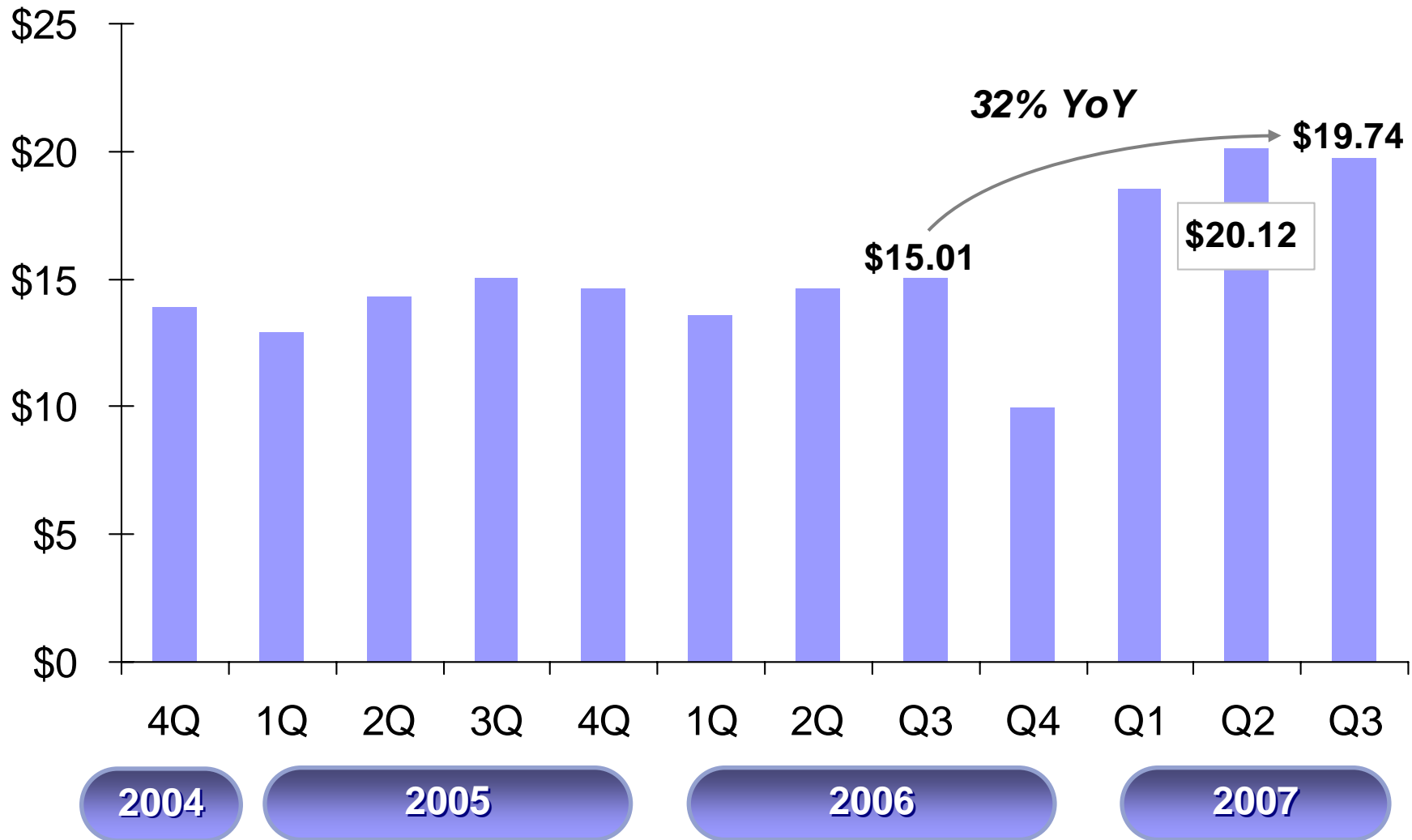
Q3 2007

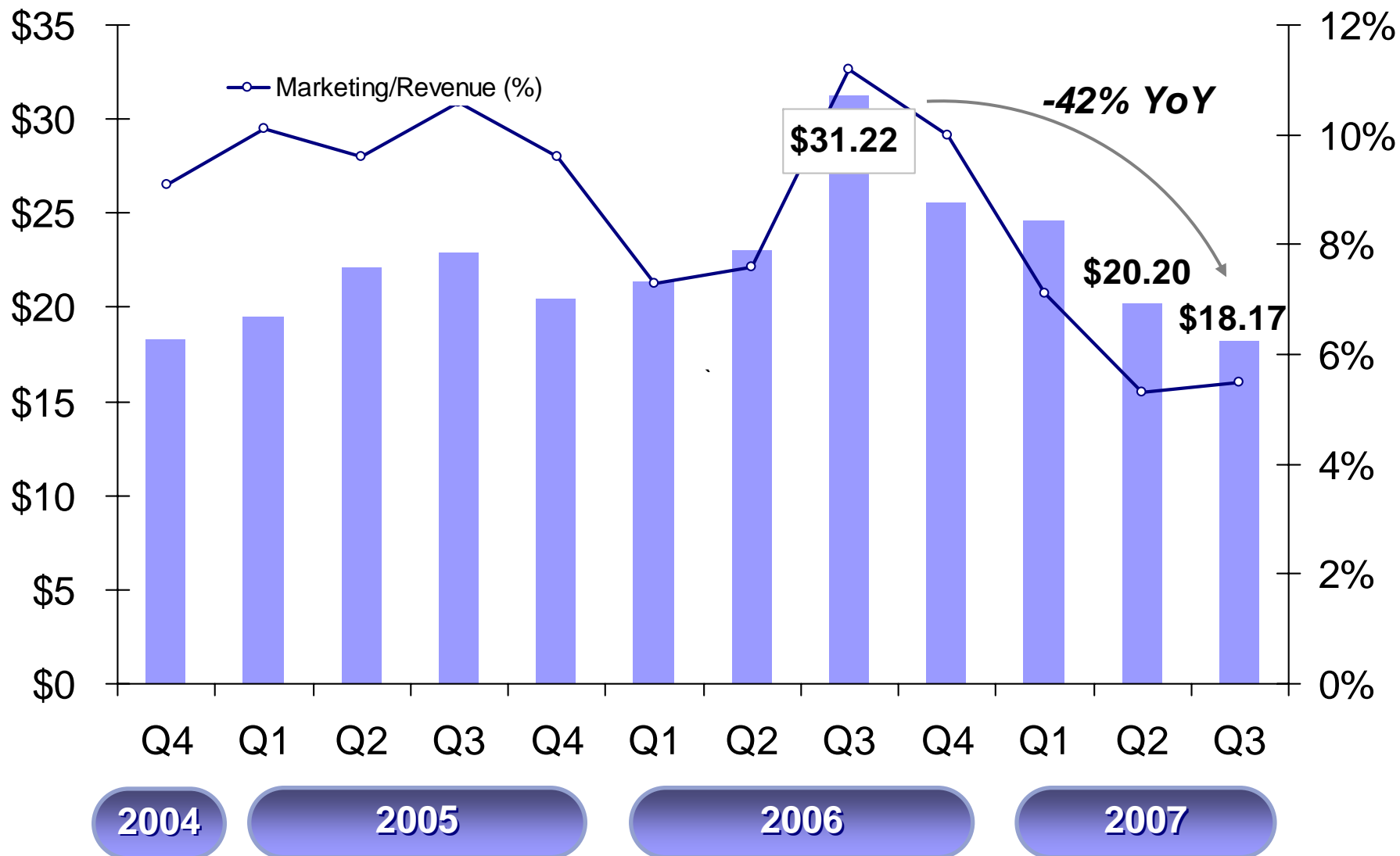
Shopping Only



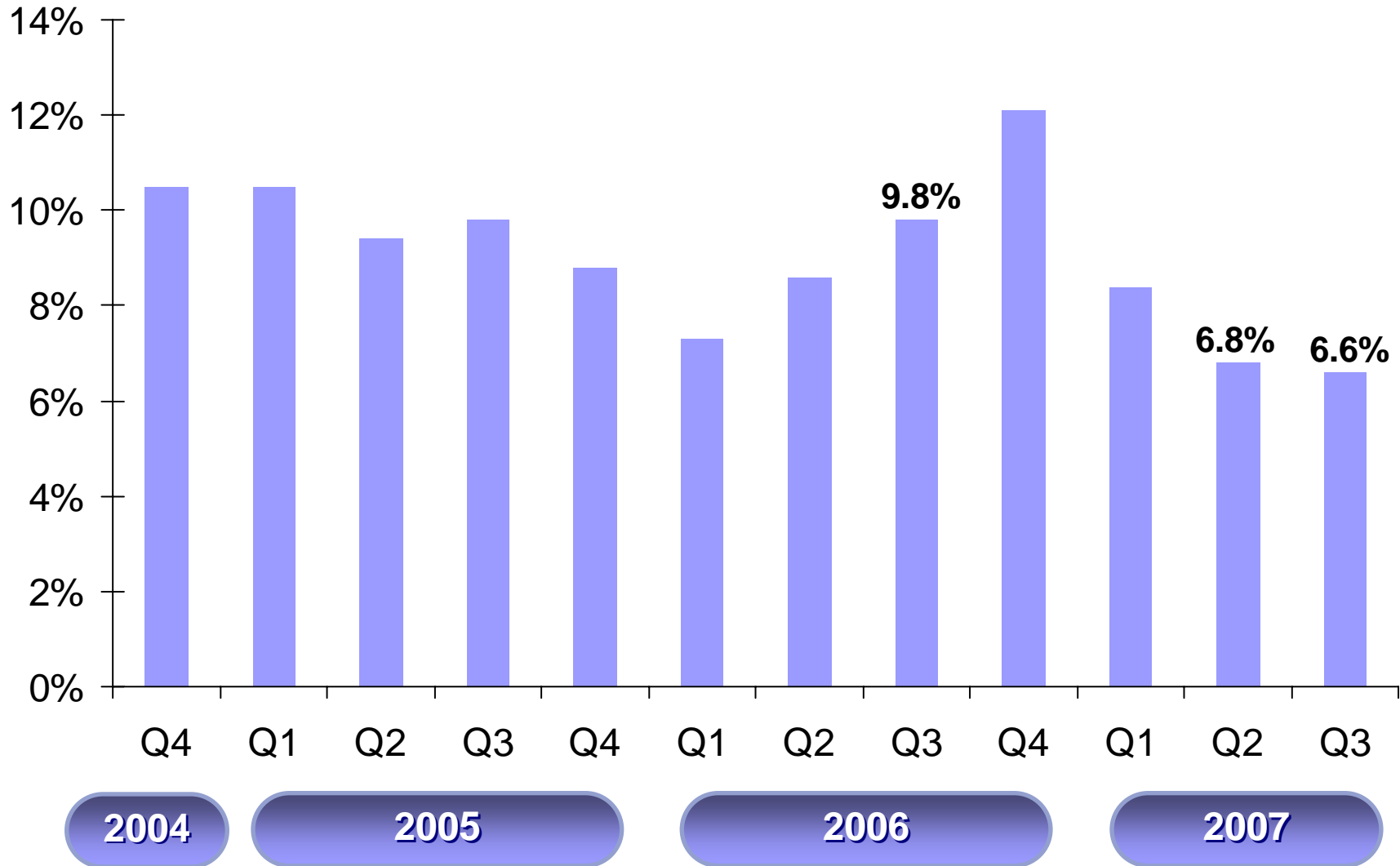
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Gross Profit per Transaction

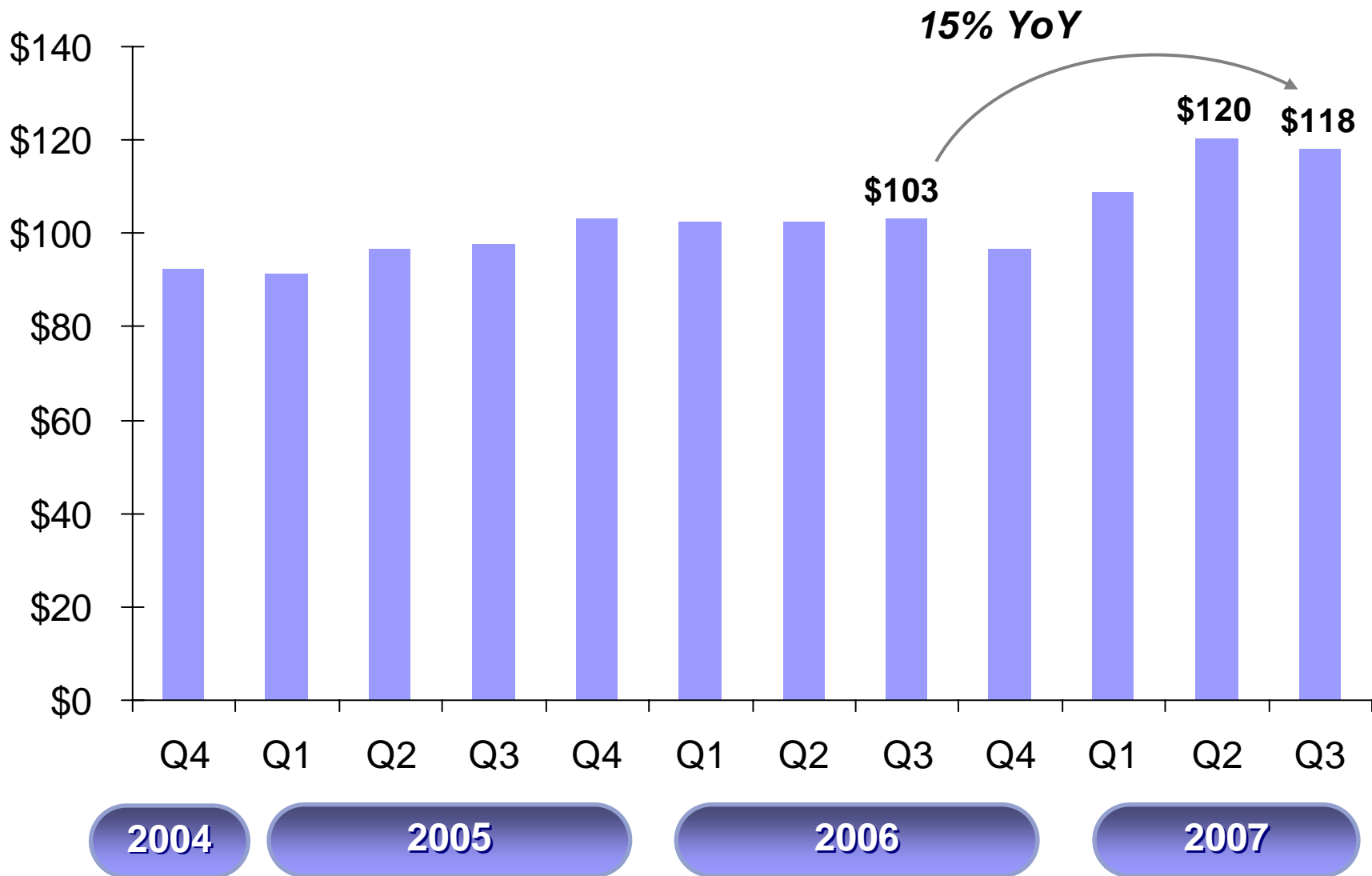


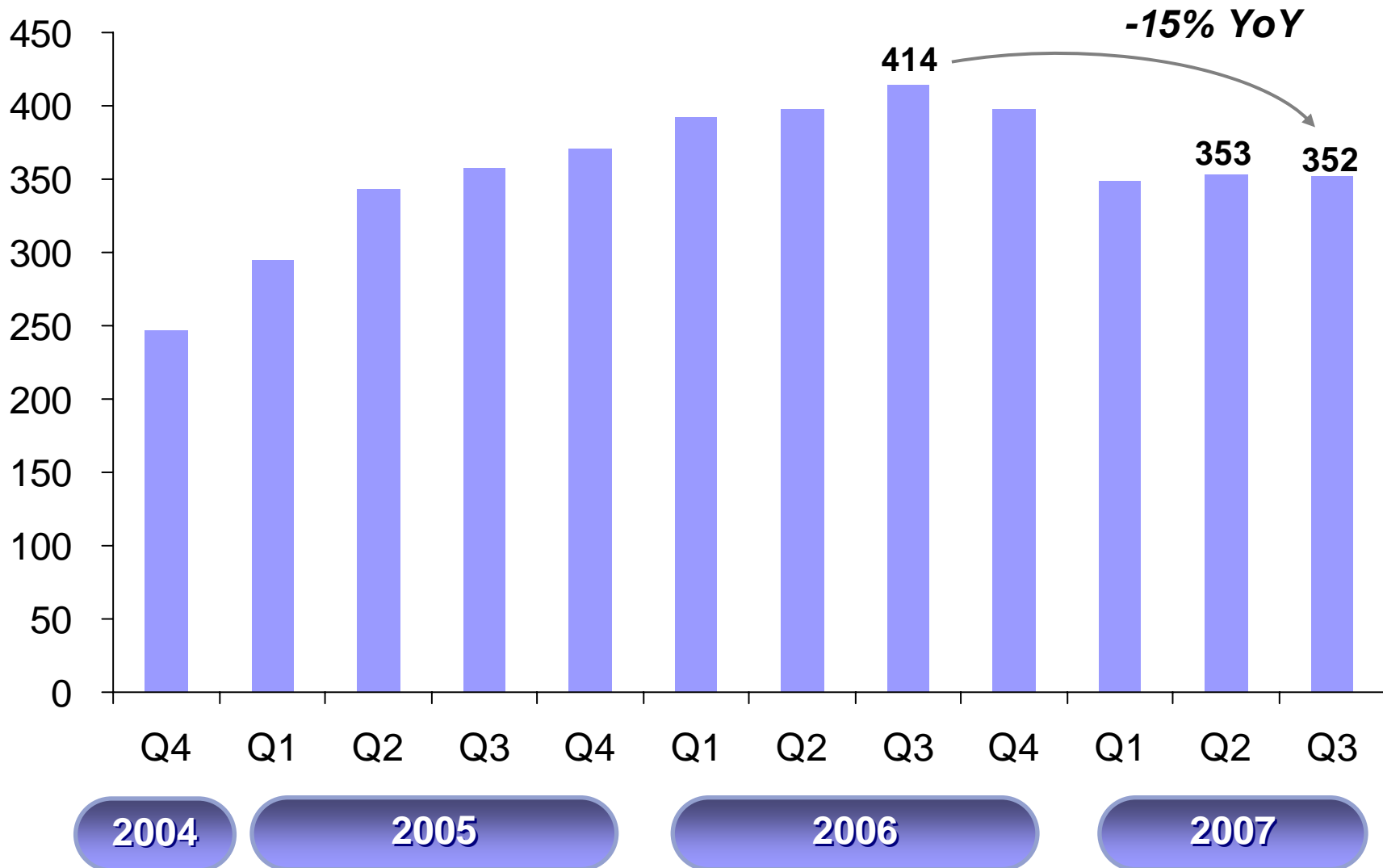


*Excludes auctions and travel



Average Order Size





Does not include Customer Care or Warehouse Staff



Customer metrics

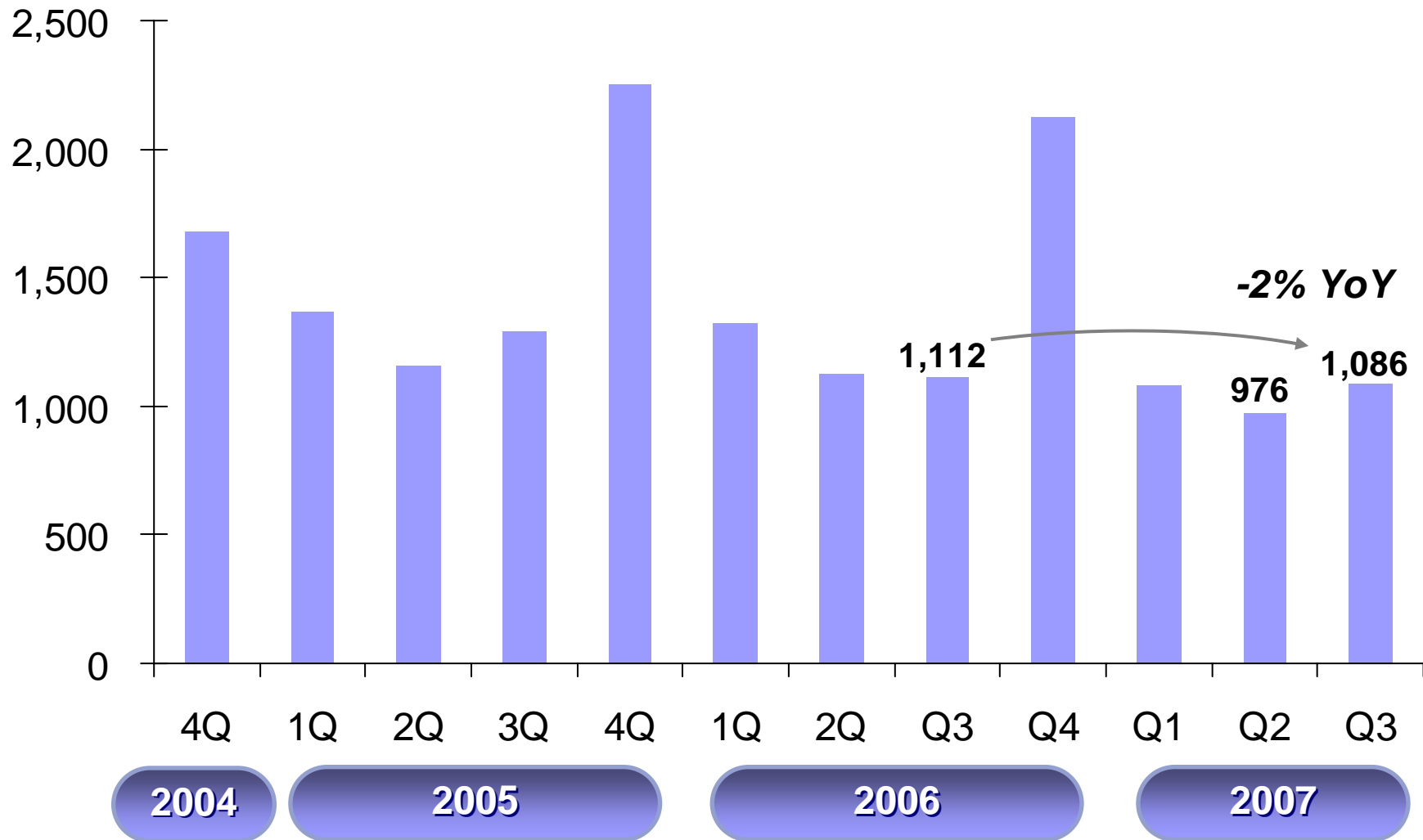
Q3 2007

Shopping only

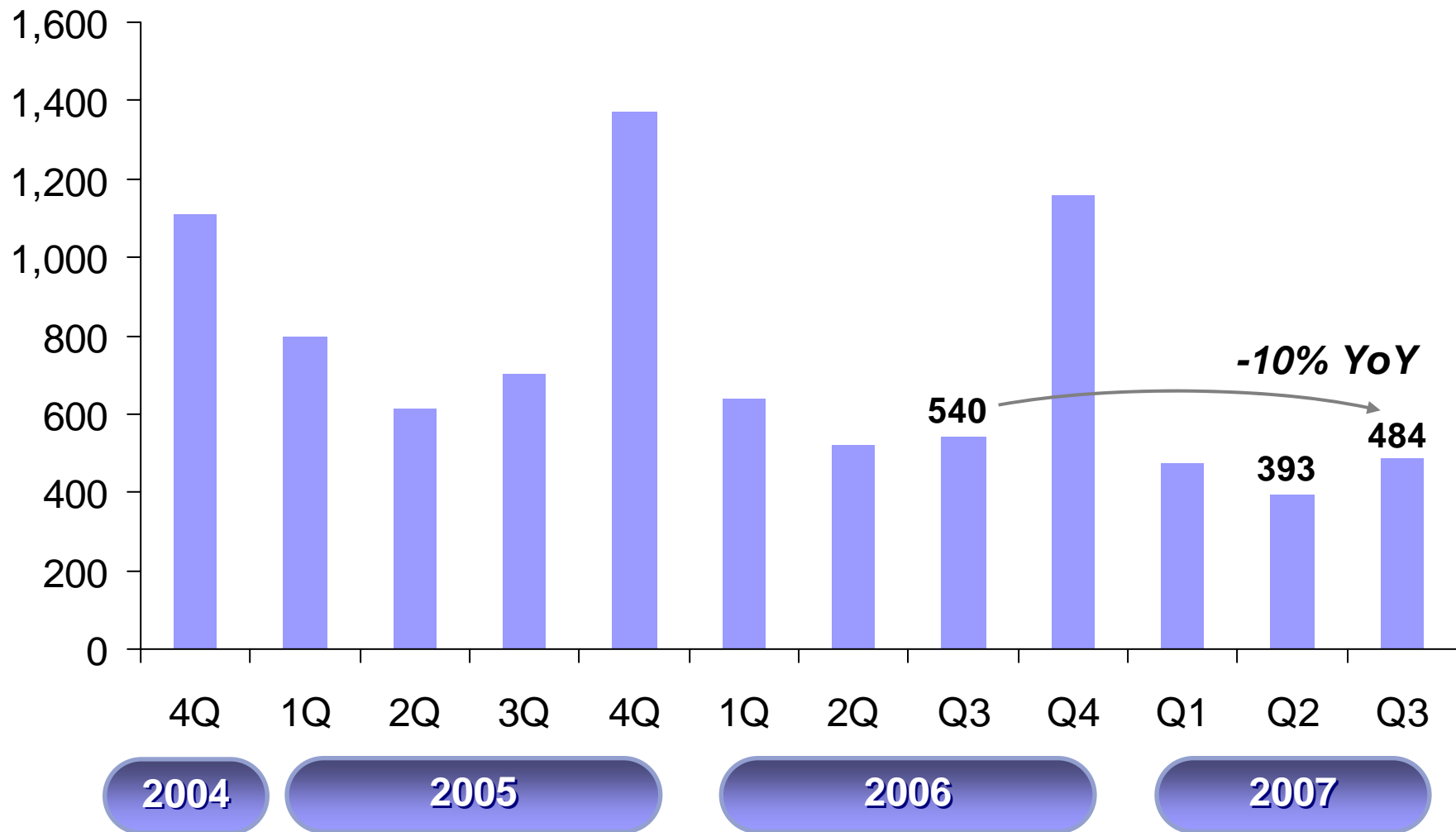


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(No. in thousands)

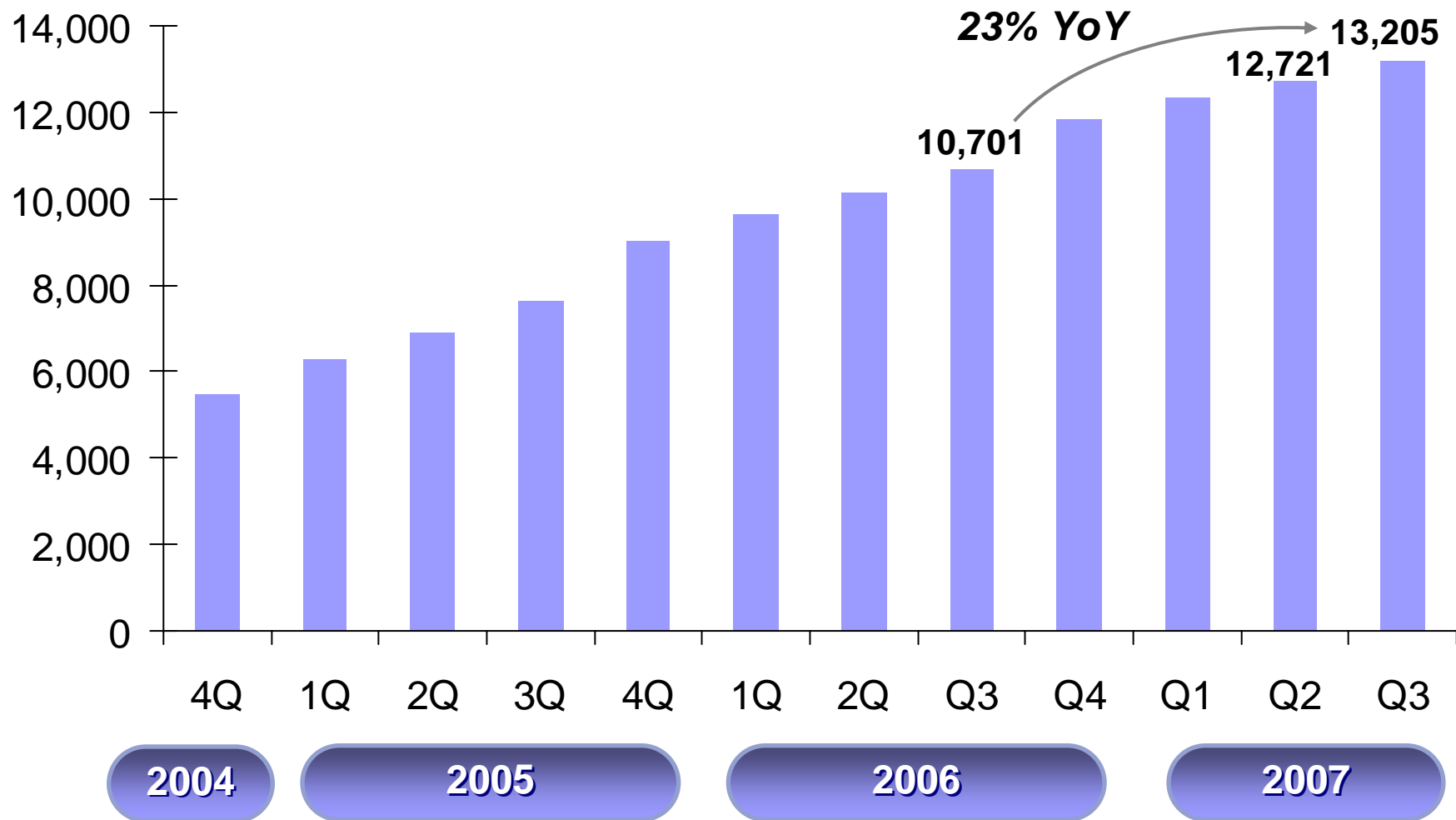


(No. in thousands)



Aggregate Unique Customers

(No. in thousands)



(No. in thousands)

