

IN THE SUPERIOR COURT OF THE STATE OF WASHINGTON  
FOR THE COUNTY OF KING

MOVE, INC., a Delaware corporation,  
REALSELECT, INC., a Delaware  
corporation, TOP PRODUCER SYSTEMS  
COMPANY, a British Columbia unlimited  
liability company, NATIONAL  
ASSOCIATION OF REALTORS®, an  
Illinois non-profit corporation, and  
REALTORS® INFORMATION  
NETWORK, INC., an Illinois corporation,

Plaintiffs,

vs.

ZILLOW, INC., a Washington corporation,  
and ERROL SAMUELSON, an individual,  
CURTIS BEARDSLEY, an individual, and  
DOES 1-20,

Defendants.

Case No. 14-2-07669-0 SEA

**DECLARATION OF DAVID R. SINGER  
IN SUPPORT OF PLAINTIFFS' NOTICE  
OF SUPPLEMENTAL SUPPORT FOR:**

- (1) MOTION TO REVISE THE  
SPECIAL MASTER'S ORDER  
QUASHING KEY PORTIONS OF  
THE DOCUMENT SUBPOENA TO  
TRULIA, AND**
- (2) MOTION TO REVISE THE  
SPECIAL MASTER'S ORDER RE  
SUBPOENAS TO GOLDMAN  
SACHS AND J.P.MORGAN**

I, David R. Singer, declare as follows:

1. I am an attorney for plaintiffs in the above captioned action. I am over 21 years old, and I have personal knowledge of the facts herein.



1 CERTIFICATE OF SERVICE

2 I hereby certify that on April 10, 2015, I electronically filed the foregoing with the Clerk  
3 of the Court using the Court's CM/ECF System which will send notification of such filing to the  
4 following individuals registered to receive electronic notices by email transmission at the email  
5 addresses provided thereto.

6 **CM/ECF Participants:**

7 Susan E. Foster  
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9 Katherine G. Galipeau  
10 Mary P. Gaston  
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12 *Counsel for Zillow, Inc.*

Clemens H. Barnes  
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MILLER NASH GRAHAM & DUNN LLP  
*Counsel for Errol Samuelson*

13 I further certify that I served a copy of the foregoing to the following non-registered  
14 CM/ECF attorneys via electronic mail:

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I declare under penalty of perjury under the laws of the State of Washington that the  
foregoing is true and correct.

DATED at Seattle, Washington on April 10, 2015.

/s/ Janet Petersen

Janet Petersen, Legal Assistant  
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# **Exhibit A**

treasure map of misc clues for Errol

this document never existed so shred it once you have read it. It should give you enough clues that you can find references in emails so that you could have discovered this info on your own.

Was he working while on injunction? yes, absolutely.

Was he careful so you couldn't catch him, yes, absolutely.

Places to look:

His first administrative assistant. Jessica Manni 310-866-2213

Jessicamanni@gmail.com she was contractor from a temp agency for 8 months. She was arranging his travel, had full access to his calendar and did his expenses. She supported him before and after the injunction. She was terminated mysteriously around the time you started asking for background on Errol's whereabouts.

His second admin Molly Andiamo. She is also a temporary contractor and is still working for Errol and Curt. She was also doing expenses, scheduling and travel

Concur - Zillow uses Concur for all reimbursements and all receipts are required in the Concur system to pay an employee back. Errol's Concur account will contain all travel, dining and expenses with copies of all the receipts. It should also contain the names of the companies or people he was meeting with, as they are requirements in the system for the expense to be approved. His Concur account will show his whereabouts. Spencer has to personally approve large amounts so Spencer will have to be aware of what Errol was doing to approve these reports. Spencer personally reviews the expenses of all his directs and he actually pays attention to the details as he is super frugal.

Inman Technology Conference, NYC (January, 2015). Curt booked private meeting rooms at a hotel near the conference. Curt's calendar will reflect the meetings and his admin's email will contain scheduling emails to arrange the meetings. Errol was present at most of those meetings. Errol was in NYC working when he wasn't supposed to be. Find out who they met with and the other parties will confirm that he was present. His hotel reservations were done centrally by Zillow's event team. It is an employee who heads up events who works for Mitch Robinson (Carrie?) who did a group reservation and he was on it.

Also... on the IP issues.

Curt has copies of Move's private MLS contact database, listing count database and other databases stolen from Move. He uses a Google Docs account to keep them off of his work computer. He has accessed it from work and many other employees have witnessed him using this database and he is using it to benefit Zillow's efforts as Zillow's database is inferior. Employee Will Hebbard works on this and has seen Curt using it. Will is the keeper of Zillow's database which is now supplemented by

the data Curt stole from Move. Will keeps the Zillow database in Google docs and Will has invited Curt to his google docs to share accounts but Curt declined the access as he was concerned that would allow you access into his google account which he is using for work but claiming to not use for work. Browser history on Curt's company laptop will show he connects to multiple cloud storage accounts where he utilizes stolen IP from Move to benefit him in his new role.

Ask Errol, Greg, Spencer and Curt about secret programs called "LSS" and "LSS v2" It should come up enough in emails around listing quality for you to find references to it in the emails you have. Zillow illegally uses the realtor.com website to benchmark their listing count and figure out what listings are missing. The program was set up by Erin Conningsby and Jeff Lubetkin (Jeff left the company so you could ask him directly). They also illegally access IDX listing data from the Diverse Solutions sub company (stolen from agent websites) to compare against data scraped from realtor.com. It's run from offshore so it can't be traced back to Seattle. The program was improved after Errol arrived at Zillow and uses offshore labor to steal the data. The listing quality is also generated from this data and output to the executives via a report in a system called Tableau. The tableau listing quality reports were used to plan the assault on ListHub by determining exactly who was sending data to Zillow via listhub via the scraping efforts and comparing to the agent IDX data used against the terms of service for that data. Analysis was done by an employee named Tom and delivered to Greg Schwartz and Errol.

The sales team also scrapes the customer lists from realtor.com to use as target customer call lists for the Zillow sales team. Work was done by someone in OC working for Jon Mabe. This would involve Jon Mabe, Tony Small, Justin LaJoie, Greg Schwartz and the salesforce.com administrators (David Lindau who imported the stolen data into the Zillow salesforce database). Jon Mabe used his email account to share these files around to multiple people at Zillow.

Jon Mabe built the ListHub replacement product (code names "squall" and "storm"). Emails to and from Jon Mabe will contain lots of the timing around the product being built. It was constructed well in advance of the ListHub renegotiation breaking down as a preemptive strike.

Good hunting.



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