



REALOGY
REAL ESTATE SERVICES

Q2 2021 RESULTS

RLGY
LISTED
NYSE

Realogy is the leading and most integrated provider of U.S. residential real estate services, encompassing franchise, brokerage, relocation and title and settlement businesses as well as a mortgage joint venture.

Q2 2021 KEY FINANCIAL METRICS

REVENUE GENERATED

\$2.3B

+\$1B Y/Y

OPERATING EBITDA

\$310M

+\$135M Y/Y

FREE CASH FLOW

\$243M

+\$196M Y/Y

Q2 2021 KEY OPERATIONAL METRICS

NET DEBT LEVERAGE RATIO¹

2.5X

NET DEBT/EBITDA

MARKET SHARE¹

16.4%

4TH CONSECUTIVE
QUARTER OF GAINS

TRANSACTION VOLUME GROWTH

+85% Y/Y

+37% SIDES | +35% PRICE

HIGHLIGHTS

REALOGY DELIVERED AN OUTSTANDING SECOND QUARTER

Realogy is leading the industry, delivering powerful results today and positioning our business for the future as we continue **moving the real estate industry to what's next.**

- + Delivered record Operating EBITDA of \$310 million for the first time ever in Q2.
- + Strong execution of strategic growth priorities including continued investment in and expansion of **RealSure**.
- + Transaction volume growth of 85% with 4th consecutive quarter of market share gains.
- + Continued balance sheet improvements with compelling free cash flow generation of \$243 million and lowest-ever net leverage at 2.5x.
- + Strong cost management in Q2, with actions taken for ~85% of targeted \$80 million annual permanent cost savings.

[READ THE FULL PRESS RELEASE HERE](#)



REALOGY
REAL ESTATE SERVICES

**Better
Homes
and Gardens.**
REAL ESTATE

CENTURY 21.

**COLDWELL
BANKER**

corcoran

ERA
REAL ESTATE

Sotheby's
INTERNATIONAL REALTY

REALOGY
TITLE GROUP

**TITLE
RESOURCES**

REALOGY
INSURANCE AGENCY

guaranteedRate
AFFINITY
Minority Field Joint Venture

REALOGY
LEADS GROUP

CARTUS.

Certain financial measures used in this Fact Sheet are supplemental measures of Realogy's performance that are not Generally Accepted Accounting Principles ("GAAP") measures. Refer to the reconciliation tables included in press release dated June 30, 2021, announcing second quarter 2021 financial results for the definitions of these non-GAAP financial measures, a reconciliation of these measures to their most comparable GAAP measures, and our explanation of why we believe these non-GAAP measures are useful to investors. See Forward-Looking Statement in Realogy earnings release dated July 29, 2021 ([available here](#)) for factors that may have a material impact on future results.

¹ At June 30, 2021 on a last twelve month basis