



Realty 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.

Q1 2021 KEY OPERATIONAL METRICS

**TRANSACTION
VOLUME GROWTH**

+44% Y/Y

SIDES +20% Y/Y
AVG. HOMESALE PRICE +19% Y/Y

**MARKET
SHARE¹**

15.7%

THIRD CONSECUTIVE
QUARTER OF GROWTH

**BROKERAGE
AGENT GROWTH¹**

+3% Y/Y

STRONG AGENT
RETENTION

Q1 2021 KEY FINANCIAL METRICS

**TOTAL
REVENUE**

\$1.5B

+32% Y/Y

**OPERATING
EBITDA**

\$162M

+400% Y/Y

\$61M

FROM MORTGAGE
AND TITLE

**NET
LEVERAGE RATIO¹**

3.1X

HIGHLIGHTS

Realty is off to an unprecedented start in 2021.

We drove outsized growth, gained substantial share, delivered impressive profitability, and improved our balance sheet. We are investing in our future as we help move real estate to what's next.

- + Strongest first quarter top and bottom line results in company history.
- + Strategic actions enabling Realty affiliated agents and franchise owners to better capitalize on the dynamic housing market as we continue to move fast, innovate, and invest for future growth.
- + Title and mortgage continued to contribute meaningfully to our business results, generating approximately \$61 million in first quarter Operating EBITDA as we continue to create a more integrated customer home buying and selling experience.
- + Transaction volume growth of 44% significantly above NAR reported 28% year-over-year market volume growth.
- + Strong cost management with \$80 million in permanent cost savings expected in 2021.

READ THE FULL PRESS RELEASE [HERE](#)

Realty's diverse brand portfolio includes some of the most recognized names in real estate: Better Homes and Gardens® Real Estate, CENTURY 21®, Coldwell Banker®, Coldwell Banker Commercial®, Corcoran®, ERA®, and Sotheby's International Realty®. Realty's affiliated brokerages operate around the world with approximately 191,700 independent sales agents in the United States and nearly 135,800 independent sales agents in 117 other countries and territories. Recognized for ten consecutive years as one of the World's Most Ethical Companies, Realty has also been designated a Great Place to Work three years in a row and one of LinkedIn's 2021 Top Companies in the U.S.

Certain financial measures used in this Fact Sheet are supplemental measures of Realty's performance that are not Generally Accepted Accounting Principles ("GAAP") measures. Refer to the reconciliation tables included in press release dated March 31, 2021, announcing first 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 Realty earnings release dated April 29, 2021 (available [here](#)) for factors that may have a material impact on future results.

¹ At March 31, 2021 on a twelve month basis