

The RealReal By The Numbers

*AS OF DECEMBER 31, 2019

FINANCIALS

\$1B+

GMV in 2019

\$318M

Total Revenue in 2019

~\$20

Contribution profit per order in 2019

PHYSICAL FOOTPRINT

40+

U.S. cities with free White Glove pickup

9

Luxury Consignment Offices located nationwide

3

Stores located in NYC & LA

3

E-commerce Centers located in NJ & CA

TEAM

2300+

Total Employees

150+

Experts including brand authenticators, gemologists & horologists

240+

Luxury Managers

CUSTOMERS

15M

Members

582K

Trailing twelve month active buyers

83%

GMV from repeat buyers in 2019

81%

GMV from repeat consignors in 2019

54%

Consignors who are buyers

13%

Buyers who are consignors

ORDERS

640M

Item views in 2019

12.8M

Cumulative items sold

\$455

Average Order Value in 2019

SUSTAINABILITY

608M

Liters of water saved by consignment on TRR since inception

13,300

Metric tons of carbon offset by consignment on TRR since inception

~50%

Consignors who say environmental impact is motivation to consign

~33%

Customers who say they shop TRR as replacement for fast fashion

CATEGORY MIX

66%

Women's category mix in 2019

25%

Jewelry & Watches category mix in 2019

7%

Men's category mix in 2019

2%

Home, Art & Other category mix in 2019