

The RealReal by the Numbers

*As of December 31, 2023, unless otherwise specified

FINANCIALS

~\$1.7B

GMV in 2023

~\$549M

Total Revenue in 2023

\$4B

Cumulative commission payouts

PHYSICAL FOOTPRINT

40+

U.S. cities with free at-home concierge services

15

Luxury Consignment
Offices located nationwide

12

Retail stores in California, Connecticut, Florida, Georgia, Illinois, New York and Texas

4

Authentication centers located in Arizona (1) & New Jersey (3)

TEAM

3,500+

Total employees

100s

Experts and brand authenticators, including gemologists and horologists

CUSTOMERS

35.2M

Members

922K

Trailing 12-month active buyers

84.4%

GMV from repeat consignors

87.4%

GMV from repeat buyers

47.65%

Consignors who are buyers

15.3%

Buyers who are consignors

ORDERS

~826K

Orders in Q4 2023

37.5M

Cumulative items sold

\$545

Average Order Value in Q4 2023

SUSTAINABILITY

4B+

Liters of water saved by selling on TRR since our founding
Equivalent to 17.3 billion 8 oz glasses of water*

75,867

Metric tons of carbon saved by selling on TRR since our founding
The amount that 12.6 million trees absorb in a year*

~40%

Consignors who say environmental impact or extending the life cycle of luxury are key motivators for selling**

~40%

Customers who say they shop TRR as replacement for fast fashion**

CATEGORY MIX

68%

Women's category mix in Q4 2023

23%

Jewelry & Watches category mix in Q4 2023

8%

Men's category mix in Q4 2023

1%

Home, Art & Other category mix in Q4 2023

*Adjusted per new methodology, updated at the end of 2023.

**Based on The RealReal consignor survey in March 2021

Please reference TRR's 10-K and 10-Q filings for additional details