

The RealReal by the Numbers

*As of March 31, 2022, unless otherwise specified

FINANCIALS

~\$1.5B

GMV in 2021

~\$468M

Total Revenue in 2021

\$2.5B

Cumulative commission payouts

PHYSICAL FOOTPRINT

40+

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

19

Luxury Consignment Offices located nationwide

16

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

4

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

TEAM

3,300+

Total employees in 2021

100s

Experts and brand authenticators, including gemologists and horologists

CUSTOMERS

27M+

Members

828K

Trailing 12-month active buyers

85%

GMV from repeat consignors

85%

GMV from repeat buyers

57%

Consignors who are buyers

14%

Buyers who are consignors

ORDERS

~3M+

Orders in 2021

24M+

Cumulative items sold

\$487

Average Order Value in Q1 2022

SUSTAINABILITY

2.8B+

Liters of water saved by selling on TRR since our founding

52,767

Metric tons of carbon saved by selling on TRR since our founding

~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

65%

Women's category mix in 2021

25%

Jewelry & Watches category mix in 2021

8%

Men's category mix in 2021

2%

Home, Art & Other category mix in 2021

**Based on The RealReal consignor survey in March 2021

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