



# Building the Future of Commercial Real Estate

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at **expcommercial.com**



# eXp World Holdings | HIGHLIGHTS



## Cloud-Based Brokerage Model

Efficient operating model built to thrive in all market conditions



## Increasing Market Share

>86,000 agents<sup>1</sup>  
21% U.S. agent growth vs. 1% industry<sup>2</sup>



## Solid Financial Profile

Consistent positive cash flow generation<sup>3</sup> and debt-free balance sheet



## Global Network

24 markets worldwide



## Strong Agent Value Prop

Suite of offerings enable agent success through competitive compensation, platforms, coaching / training & events



## Fastest Growing

#1 growth leader across agent count, volume and transactions<sup>4</sup>

(1) Total agent count as of Dec. 31, 2022. (2) Industry represents NAR agents, December 2022. (3) Cash flow defined as net cash provided by operating activities excluding change in customer deposits. (4) T3 Sixty 2022 Real Estate Almanac ranked eXp Realty as the No. 1 growth leader in year-over-year sales volume, transaction sides and agent count; RealTrends 500 ranked eXp Realty as No. 1 Independent, No. 1 Top Mover: Transactions, No. 1 Top 5-Year Mover: Sales Volume Percentage; RISMedia Power Broker 2022 ranked eXp Realty as No. 3.

# Real Estate is Cyclical

CURRENTLY EXPERIENCING DOWNWARD MARKET DRIVERS

## UPWARD MARKET DRIVERS

EXPANSION

## DOWNWARD MARKET DRIVERS

HYPERSUPPLY

RECOVERY

RECESSION

The industry  
continues to **grow**  
through cycles.

1975-2022 263% growth in  
number of U.S. realtors\*

# We Were Built For This

A SUSTAINABLE MODEL THROUGH ALL MARKET ENVIRONMENTS

## Strong agent value proposition

- Agent support drives organic market share growth, retention and productivity

## Efficient Operating Model

- Lower fixed costs driven by cloud-based model and no brick-and-mortar
- Organic agent growth = low agent acquisition costs

## Long-term business opportunities

- New Markets
- New Products



**2009**

eXp Realty is founded



**2010**

eXp celebrates 1-year anniversary, operating in 11 states



**2011**

eXp recognized as Innovator by Inman



**2012**

eXp Realty launches in Canada



**2013**

eXp World Holdings goes public on OTCQB exchange



**2014**

Founder and CEO Glenn Sanford on 200 Most Powerful People in Real Estate by Swanepoel



**2015**

eXp launches Agent Equity and ICON Agent programs



**2016**

eXp triples agent count in a single year



**2017**

eXp exceeds 6,000 agents; named on Glassdoor's Best Places to Work list



**2018**

eXp World Holdings joins Nasdaq; eXp Realty open in all 50 states



**2019**

eXp turns 10, now exceeds 25,000 agents; Sanford named top CEO by Glassdoor



**2020**

**eXp Commercial launches**  
eXp Global expands to 9 countries; SUCCESS Enterprises acquired;



**2021**

2-for-1 stock split, exceeds 75,000 agents, eXp Global expands to 9 international locations



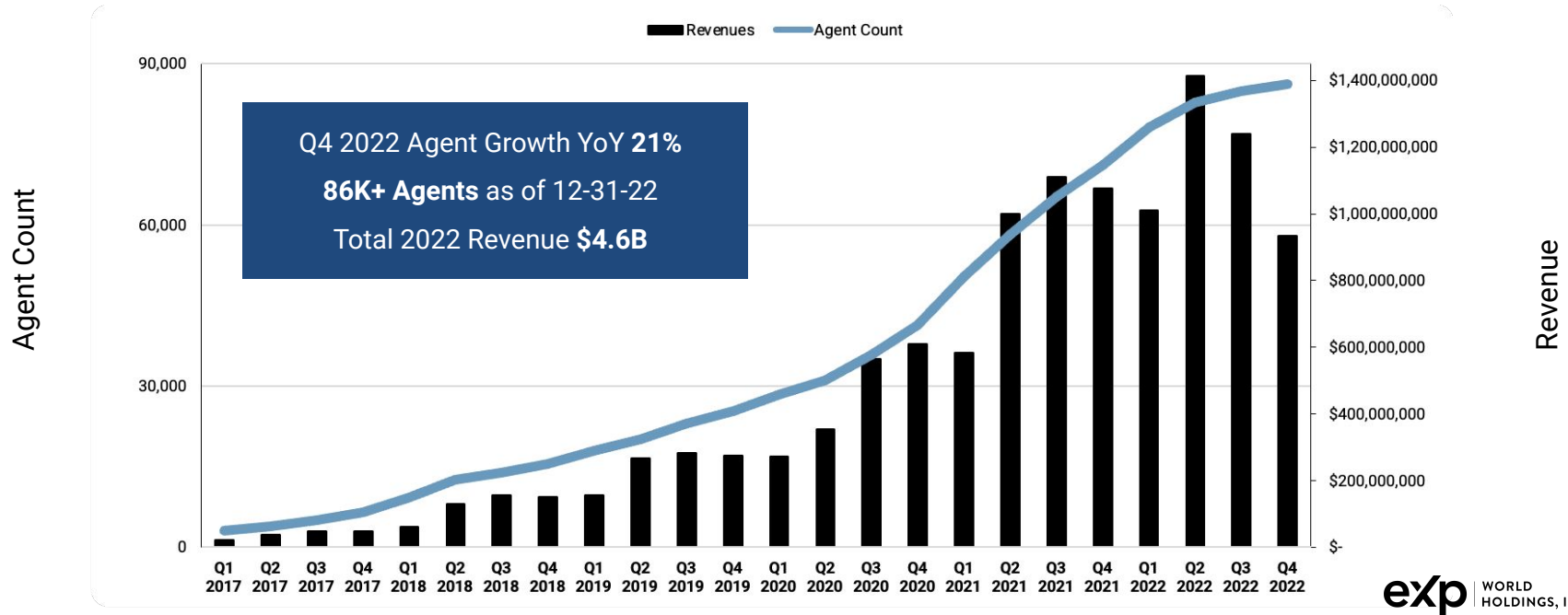
**2022**

eXp exceeds 86,000 agents and has operations in 24 global markets; Acquired Zoocasa and launched SUCCESS Coaching and SUCCESS Health

# Agent & Revenue Growth

ELEVATED GROWTH IN BOTH AGENT COUNT AND REVENUES AS A RESULT OF OUR COMMITMENT TO AGENTS

## eXp Realty Ending Agents and Revenue By Quarter

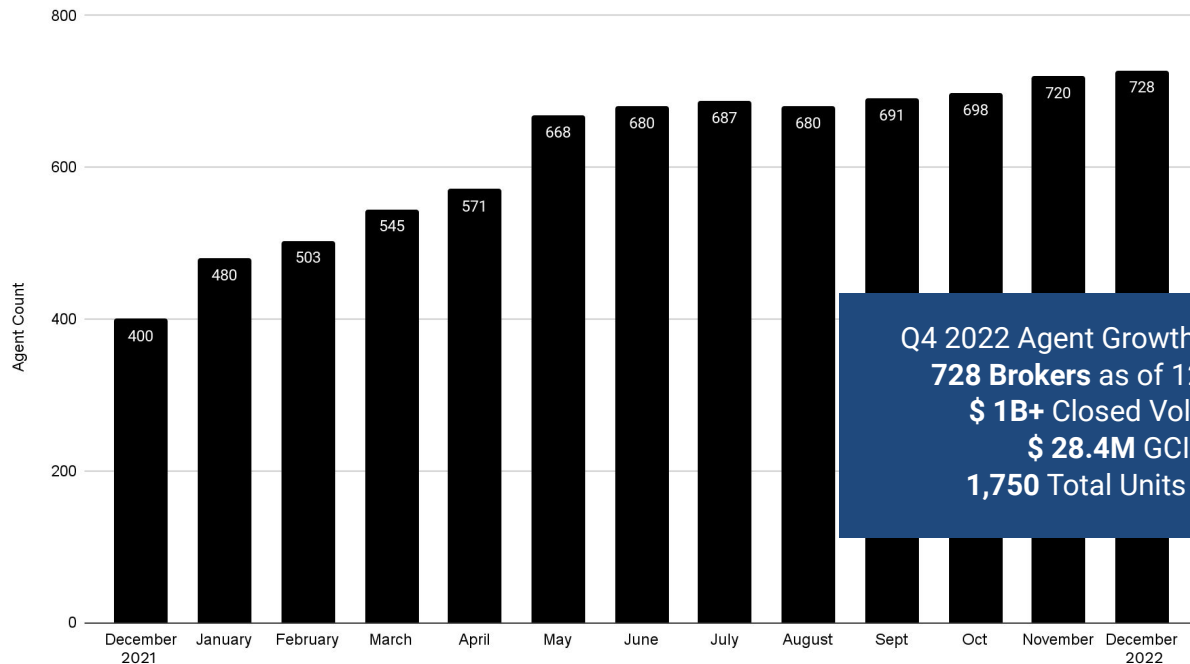




# EXP COMMERCIAL GROWTH

ELEVATED GROWTH IN BOTH AGENT COUNT AND REVENUES AS A RESULT OF OUR COMMITMENT TO AGENTS

## BROKER COUNT



Q4 2022 Agent Growth YoY **82%**  
**728 Brokers** as of 12-31-22  
**\$ 1B+** Closed Volume  
**\$ 28.4M** GCI  
**1,750** Total Units Sold

# THE EXP COMMERCIAL STORY

BECOMING THE FASTEST-GROWING COMMERCIAL BROKERAGE IN THE U.S.



**2020**

- eXp Commercial is founded
- James Huang named President of eXp Commercial
- Virtual eXpCon sharing eXp Commercial
- Launched eXp Commercial training
- 8 brokers
- 6 states



**2021**

- Launch of Advisor/Mentee Program
- National Meetings eXp Commercial Explained
- Hosted CRE Symposium (8.8K registered)
- Sponsored (NAR, C5, CCIM, ICSC, and SIOR)
- Marketing Center
- 400 brokers



**2022**

- 700+ brokers
- All 50 U.S. States + Washington, D.C.
- World Knowledge Forum, IREM, MAI and additional commercial trade organizations
- Added Strategic Partners JTC America and CommLoan
- eXp Commercial Academy
- Hit 10K followers on LinkedIn



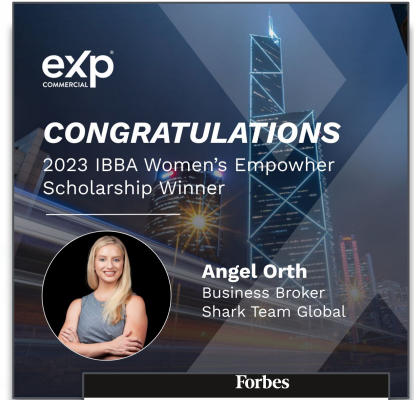
**2023**

- eXp Commercial Learning Center
- Monthly Intro to CRE
- AIR CRE Contracts
- Top 20 CRE Producers of 2022
- Coming:
  - Integrated CRE Tools
  - Asset Management and Corporate Services
  - Capital Markets and Finance
  - Business Brokerage



# RECOGNITION

eXp Commercial Expands Research and Analytics Capabilities With Addition of Economist KC Conway



Virtual Event to Feature Big Data in Commercial Real Estate and How the Industry Is Responding to Pandemic

Vylla Title Creates Strategic Partnership with eXp Commercial



Dallas-Fort Worth's Daniel Eng and Caly Wong Bring Engvest to eXp Commercial Its Business Model and Borderless Growth  
thrive / By Thrive Network



Forbes  
Want To Entice Repeat Customers? 14 Tips For  
...ing The Follow-



Commercial Partners with Reonomy  
...ost Property Intelligence and  
...ology for Agents



eXp Commercial Economist KC Conway Offers Insight and Tips on How to Pivot During Strong Economic Headwinds



# COMING SOON

WHAT'S AHEAD IN 2023

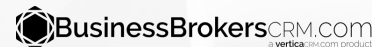
## Full Service Rollout

- Integrated Commercial Technology tools
- Asset Management
- Corporate Services
- Capital Markets and Finance
- Valuation
- Business Opportunities and Franchisees
- New Partnerships and Countries

# GROW YOUR BRAND

NEW TECHNOLOGY, TOOLS AND INNOVATIONS

- CRM and marketing automation
- Property listings
- Commercial contracts
- Transaction management
- Online training
- Commercial portal



# ANCILLARY SERVICES

NEW TECHNOLOGY, TOOLS AND INNOVATIONS

- Title, lenders and loan programs
- Tax reduction and 1031 exchange
- Private equity and Impact funds
- Economic research



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Stay up-to-date on everything  
happening at eXp Commercial!

