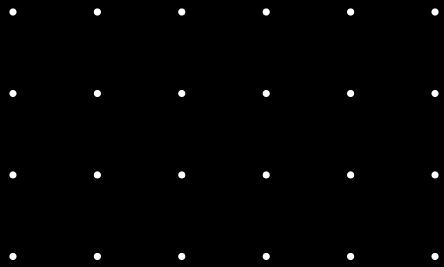
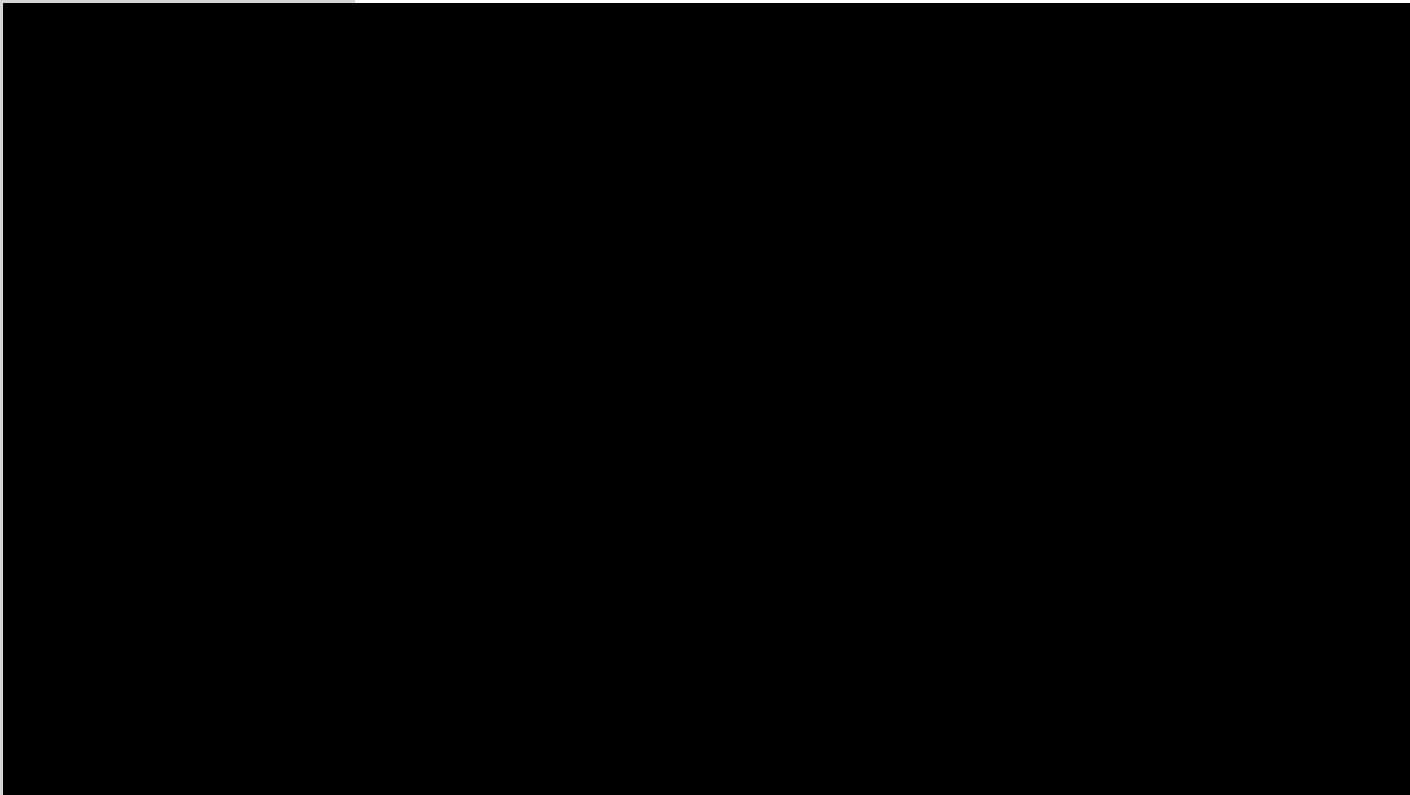


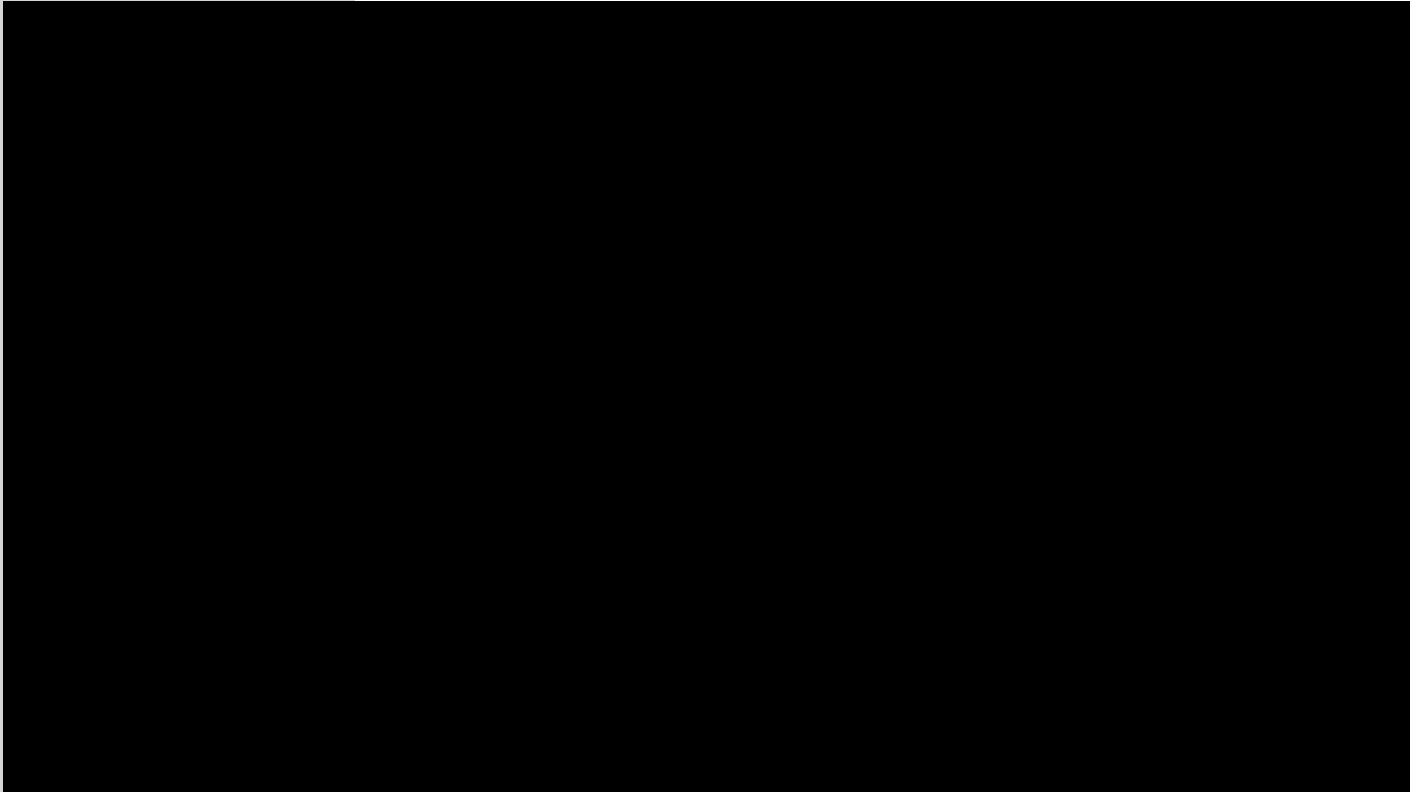
# Company Overview

2018



COMPASS





# The Opportunity

Today, most real estate decisions are made via gut instinct and outdated information.

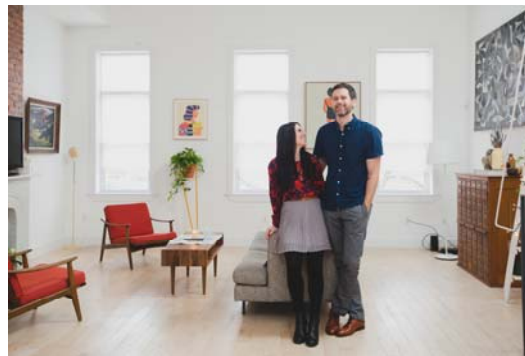
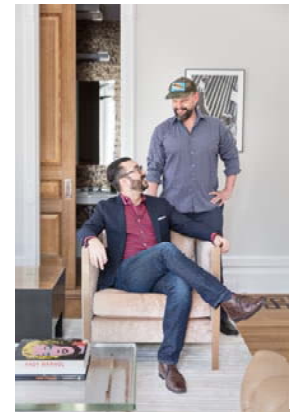
We think that people deserve better.

- Real estate is the largest asset class in the world. The U.S. transacts **\$1.5 trillion** in residential real estate annually.
- There are **2 million** licensed real estate agents in the U.S. alone, generating **\$75 billion** in brokerage commissions.
- The industry is highly fragmented with over **64,000 boutique brokerages** and **over 800 MLSs**.
- There are more than 250 niche third-party software tools for agents that don't work together. The average agent uses **11 different tools**.

# Our Mission

**At Compass, our mission is to help everyone find their place in the world**

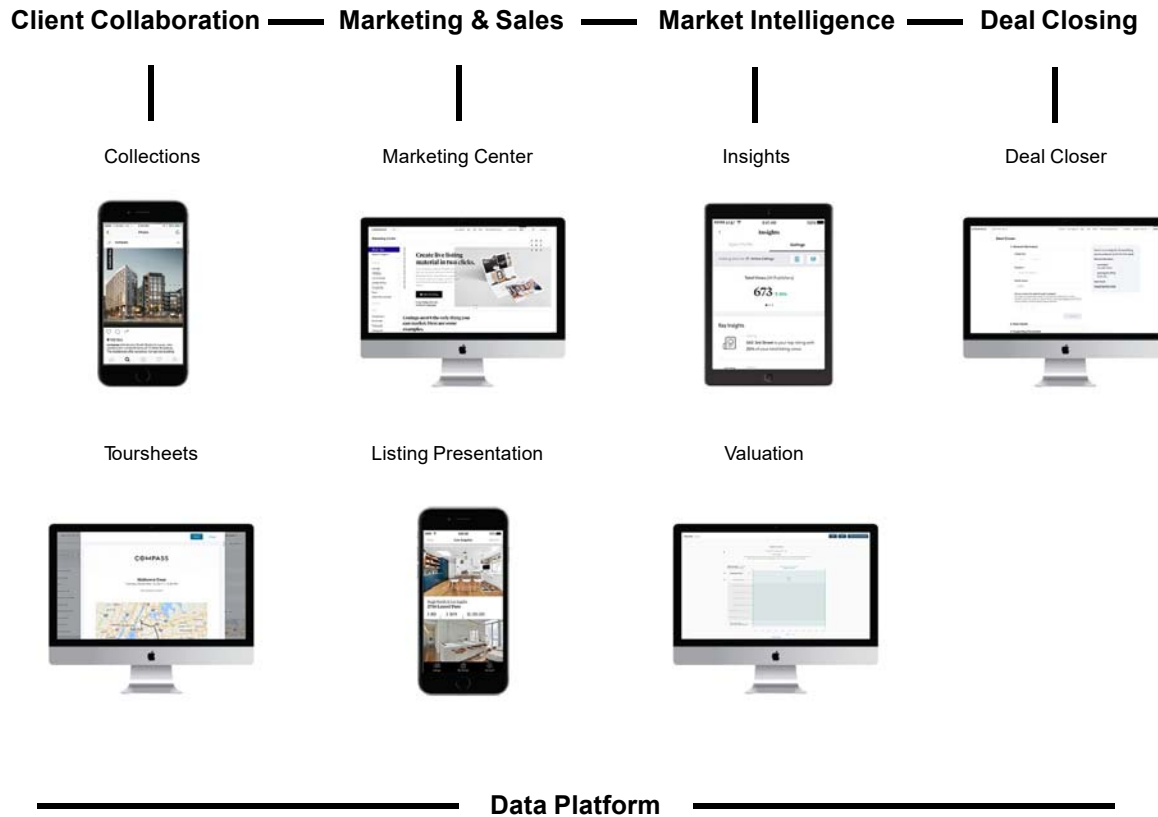
The decision to buy, sell or rent a home is too important to get wrong. At Compass, we want to help you find a place — a house, a neighborhood, a community — where you feel like you belong. This matters.



# Our Technology

We are building the infrastructure, data and technology on which the future of the real estate industry will operate.

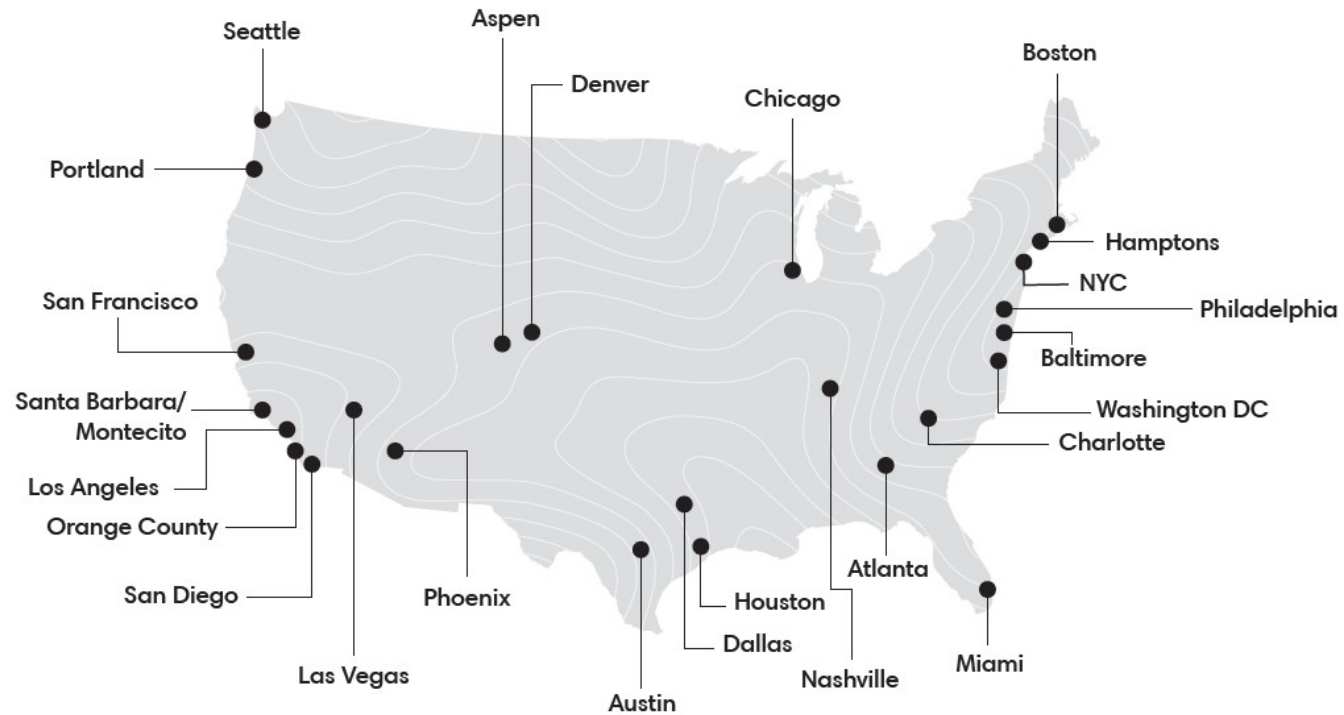
Compass' platform integrates listings, client and transaction data all in one place, giving agents personalized recommendations and insights on how to better serve their clients.



# Our Nationwide Network

By the end of 2018, Compass will operate in every major U.S. city.

It has publicly shared its goal to achieve 20% market share in the top 20 U.S. cities by 2020.






4500+  
agents in

90+  
offices

# Momentum



## 2012

-  Ori Allon and Robert Reffkin found Compass
-  Closes \$8M seed round
-  Opens first office space New York City




## 2013

-  Releases mobile app
-  Closes \$25M Series A




## 2014

-  Closes \$42M Series B
-  Opens new HQ at 90 Fifth Avenue and launches in Washington, D.C.





## 2015

-  Releases Property Valuation tool and Markets App
-  Closes \$60M Series C
-  Launches in Los Angeles, Miami, Boston, The Hamptons




## 2016

-  Releases Open House App and Collections
-  Closes \$90M Series D, valued at \$1 billion
-  Launches in San Francisco, Santa Barbara, Montecito, Aspen

## 2017

-  Releases new Agent Mobile App, Marketing Center, Insights tool
-  Closes \$550M Series E
-  Maëlle Gavet joins as COO
-  Launches in Chicago and Orange County

## 2018

-  Releases the 'reimagined real estate sign'
-  Launches in Dallas, San Diego, Seattle, Philadelphia, Atlanta
-  Khurram Malik joins as Chief Marketing Officer



## Our Investors

Compass has raised **\$1.2 billion in financing** from the same investors who have backed world-class technology companies such as Facebook, Instagram, Twitter, Airbnb, Uber and Lyft.



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MANAGEMENT®

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FOUNDERS FUND

# Our Leadership



**Ori Allon, PhD**  
Founder & Executive Chairman

Former Director of Engineering at Twitter. Founder and CEO of Julpan, a social search engine sold to Twitter. Developer of Orion search engine, bought by Google.



**Robert Reffkin**  
Founder & CEO

Former Chief of Staff to the COO of Goldman Sachs. Former White House Fellow and special assistant to the Secretary of the Treasury. Prior positions at Lazard and McKinsey & Company.



**Maelle Gavet**  
Chief Operating Officer

Former COO of \$72B global travel tech company, The Priceline Group. CEO of Russia's largest e-commerce company. Named to Fortune's "40 under 40" and Fast Company's "Most Creative People in Business".



**Leonard Steinberg**  
Chief Evangelist

Sold more than \$3B in transactions. Leads one of the country's top 10 brokerage teams. Editor of "Luxury Letter," cited by The New York Times, The Wall Street Journal, and CNN.



**Rob Lehman**  
Chief Growth Officer

Prior positions at McKinsey & Company, focused on devising growth strategies in legacy industries through technology and data innovations.



**Eytan Seidman**  
Head of Product

Began his career as a Product Manager at Microsoft where he helped build their first-ever CRM. He sold his company to Oyster.com to TripAdvisor in 2013, then served as VP and GM at TripAdvisor, leading a 50-person team.



**Khurrum Malik**  
Chief Marketing Officer

Most recently Global Director of Product Marketing at Spotify. Previously spent three years in senior marketing roles at Facebook and served as the Chief Marketing Officer at eXelate (a Nielsen company).



**David Carp**  
Deputy COO & General Counsel

Prior positions as General Counsel and Co-CEO of the Würth Group. Served as the Chief Operating Officer of Würth's U.S. real estate corporation.



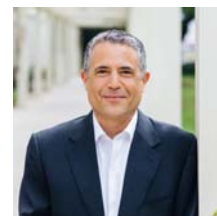
**Matt Spangler**  
Chief Creative Officer

Built the creative group at Tribeca Enterprises, overseeing the creation of responsive sites, new ticketing platforms, documentary films, a TV series, YouTube channels, Film Festival campaigns and digital product development.



**Madan Nagaldinne**  
Chief People Officer

Most recently the CPO at Outcome Health, one of the fastest growing healthcare tech firms. Spent 6 years at Facebook in various roles including head of HR for the Asia-Pacific region and head of HR for Facebook NY. Also led Amazon's expansion into Asia, leading a 100+ person HR team.



**Matt Rosenberg**  
Chief Revenue Officer

Previously the Chief Revenue Officer at Eventbrite where he helped scale Eventbrite into the world's leading event technology platform.

## MLS Partners

RealTracs (TN)  
Cape Cod & Islands MLS  
Austin Board of Realtors  
Houston Association of Realtors  
Laredo Association of Realtors  
Lubbock Association of Realtors  
San Antonio Board of Realtors  
Beaches MLS  
Corpus Christi Association of Realtors  
Greater El Paso Association of Realtors  
Northeast Florida MLS  
Royal Palm Coast Association of Realtors  
Golden Empire MLS  
Fresno MLS  
MetroList MLS  
Contra Costa Association of Realtors  
Rim O' the World Association of Realtors  
Martin County MLS  
South Broward Board of Realtors  
Central Texas MLS (Four Rivers)

Bonita Springs Estero Realtors  
Palm Beach Board of Realtors  
Regional MLS (OR)  
Real Estate Informational Network MLS  
Central Virginia Regional MLS  
REColorado  
Pikes Peak MLS  
IRES MLS  
Summit County MLS  
Colorado Real Estate Network MLS  
Flagler County Association of Realtors  
St Augustine & St Johns County Board of Realtors  
Punta Gorda Association of Realtors  
Tahoe Sierra MLS  
South Tahoe Association of Realtors  
Buffalo Niagra Association of Realtors  
West Penn Multi List  
Greater Lehigh Valley Realtors  
Marco Island Multi List  
Telluride MLS

**Questions?**

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[compass.com](http://compass.com)

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