



eXp Realty, LLC

Technology Focused Brokerage

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Agenda

1. Who is eXp Realty?
2. Standards are our Foundation
3. The Technology Enabled Broker

eXp Realty Overview



About eXp Realty, LLC

Cloud-based Real Estate Brokerage

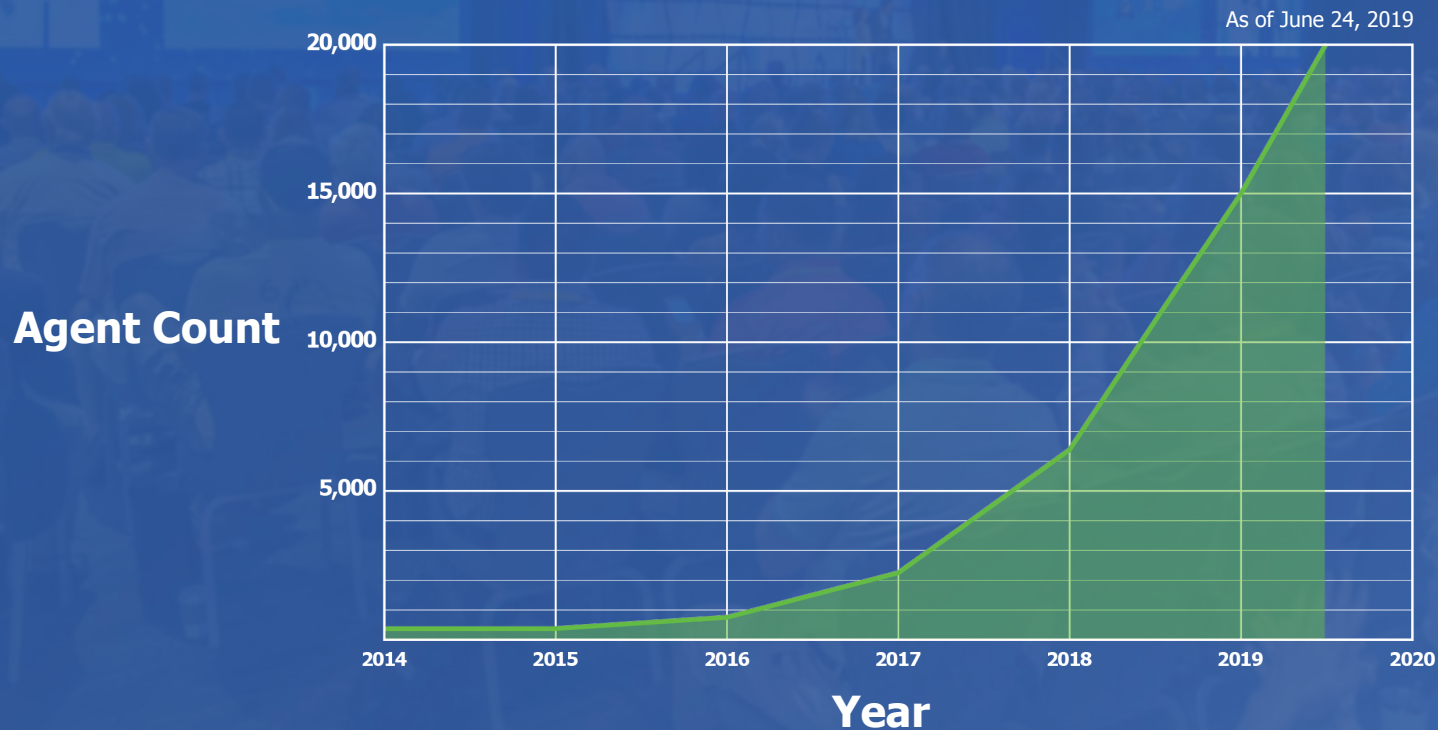
- Largest real estate brokerage by geography in North America
- Only brokerage to operate as a company-owned organization in all 50 U.S. States
- Publicly traded on NASDAQ: EXPI

One of the Fastest Growing Firms

- More than 20,000 agents across
 - 50 U.S. States
 - District of Columbia
 - Five Canadian Provinces

eXplosive Growth

Agent count rockets to more than 20,000 agents across 50 U.S. states and 5 Canadian provinces



Welcome to Our World

eXp World is the real estate office of the future, but available today. A cloud campus environment where agents can meet and learn together, no matter where they might be located.



Our Virtual Community



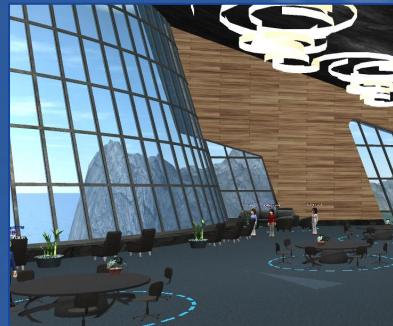
Real-Time Support



Specialized Departments



Team Collaboration



Information Sharing



Daily Training



Large-Scale Meetings

Standards are Foundational

National Reach

Agents Active in ~400 Markets

Significant national footprint with agents working in every major market across the country.

Business decision making requires approximately 95% coverage of US and Canadian Markets.

Our goal as business is to collect and operationalize data for every market where our agents are active.



Our diverse agent footprint requires data from numerous markets. Data standards are a requirement for success!

Standards Involvement

Spotlight on Transport Workgroup

Benefits of Transport

- Working for a common schema
- API consistency
- Validation through certification
- Enables reusable implementations

Giving Back

- Workgroup Co-Chair
- Common Schema discussions
- Replication RCP
- Feedback on real world API Usage
- Improve Image / Media Endpoints!

No Legacy Systems

Greenfield Systems built on Data Standards

- New system, built from the ground up, based on Data Dictionary 1.6 Schema
- We request Web API data feeds initially
 - 66% of the time we settle for RETS
- MLS Data Onboarding
 - Web API: 3 - 4 hours
 - DD RETS: 4 - 6 hours
 - RETS: 36 - 48 hours



Standards Involvement

Spotlight on Data Dictionary

Benefits of DD

- Standard name, universal understanding
- Simplified data mapping
- Predictability
- Payload definitions
- Industry defined, built in growth

Giving Back

- Field input based on our experience
- Common fields
- Payload suggestions

The Technology Enabled Broker



Standards Implementation

Spotlight on RESO Certification



eXp Realty is the first RESO Web API Gold certified brokerage!



eXp Realty is the first RESO Data Dictionary 1.6 Gold certified brokerage!

Operational Data

The Technology Enabled Brokerage



Data Dictionary and Web API give us the ability to take control of our data. Currently covering 40% of the active US Market.



Future interoperability with any RESO compliant organization across the industry.



Standards driven tools enable us to incubate innovation in the marketplace.

Questions?



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