

REALOGY

Q1 2015 EARNINGS CALL

May 4, 2015



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Important Disclosures

Forward-Looking Statements

This presentation contains forward-looking statements. The Company desires to take advantage of the Safe Harbor Provisions of the Private Securities Litigation Reform Act of 1995 and is including this statement for the express purpose of availing itself of the protections of the safe harbor with respect to all forward-looking statements. Therefore, the Company wishes to caution each participant to consider carefully the specific factors discussed with each forward-looking statement in this presentation and other factors contained in the Company's filings with the Securities and Exchange Commission under the captions "Forward-Looking Statements", "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" as such factors in some cases have affected, and in the future (together with other factors) could affect, the ability of the Company to implement its business strategy and may cause actual results to differ materially from those contemplated by the statements expressed herein. The information contained in this presentation is as of May 4, 2015. The Company assumes no obligation to update the information or the forward-looking statements contained herein, whether as a result of new information or otherwise. RECIPIENTS ARE STRONGLY ADVISED TO READ THE COMPANY'S FILINGS WITH THE SECURITIES AND EXCHANGE COMMISSION BECAUSE THEY CONTAIN IMPORTANT INFORMATION.

Non-GAAP Financial Measures

The financial measures EBITDA, Adjusted EBITDA, Free Cash Flow and Free Cash Flow/Cash Earnings Per Share, as used in this presentation, are supplemental measures of the Company's performance that are not Generally Accepted Accounting Principles ("GAAP") measures. Refer to slides 17 and 18 of this presentation and Tables 1a, 4a, 4b, 5a, 5b, 6, 7 and 8, of the May 4 press release announcing first quarter 2015 financial results for the definitions of these non-GAAP financial measures, a reconciliation of these measures to their most comparable GAAP measures, and the Company's explanation of why it believes these non-GAAP measures are useful to investors.



Q1 2015 Results vs. Forecast

Realty Combined (both RFG and NRT)	Q1 2015 Forecast % Change vs. Q1 2014	Q1 2015 Actual % Change vs. Q1 2014
Homesale sides	+2% to +4%	4%
Average homesale price	+3% to +5%	5%
Transaction volume	+5% to +9%	10%

Q1 2015 Results vs. Industry

Realty Compared to Industry (y-o-y)	Sides	Price	Volume Q1 2015 vs. Q1 2014
Transaction Volume (Sides x Average Price)			
National Association of Realtors	+7%	+5%	+12%
Realty Franchise Group	+4%	+6%	+10%
NRT	+6%	+3%	+9%
Realty (<i>RFG + NRT combined</i>)	+4%	+5%	+10%



Business Unit Accomplishments

RFG

- Added new franchisees and sales associates with approximately \$70 million in franchisee gross commission income (GCI) in Q1 2015
- Expects to deploy the Zap platform to approximately 300 franchisees by year end

NRT

- NRT ranked as No. 1 residential real estate brokerage in U.S. for 18th straight year by *REAL Trends*
- Completed acquisition of Coldwell Banker United, Realtors, expanding in Texas and Florida and entering the Carolinas



Q1 2015 Results

Financial Metric	
Net Revenue:	Revenue of \$1.1 billion increased 5% compared to the first quarter of 2014
Adjusted EBITDA*:	Adjusted EBITDA was \$70 million, compared to \$53 million in Q1 2014, an increase of 32%
Net Loss:	Q1 2015 Net loss of \$(32) million, compared to \$(46) million in Q1 2014.
Loss Per share:	GAAP basic loss per share for the quarter was \$(0.22).
Free Cash Flow/Cash Earnings per share:	Realogy used \$(122) million of free cash flow for the first quarter, or \$(0.83) per share.



* See Slides 17 and 18 for reconciliation from net income attributable to the Company to EBITDA and Adjusted EBITDA and Table 1a of our May 4, 2015 press release for reconciliation from net income to adjusted net income and earnings per share to adjusted earnings per share.

First Quarter Revenue Drivers

	Q1 2015 vs. Q1 2014	
	Amount	Change
Realty Franchise Group		
Closed homesale sides	212,139	4%
Average homesale price	\$ 251,373	6%
Average Broker Commission Rate	2.52%	(1) bps
NRT		
Closed homesale sides	60,187	6%
Average homesale price	\$ 502,597	3%
Average Broker Commission Rate	2.43%	(7) bps
Cartus		
Initiations	38,168	1%
Referrals	18,022	9%
Title Resource Group		
Purchase title and closing units	21,643	4%
Refinance title and closing units	9,496	32%
Avg. fee per closing unit	\$ 1,751	2%



Business Unit Revenue and EBITDA

Net Revenue (\$ in millions)	Q1 2015	Q1 2014	\$ Change	% Change
RFG	\$ 151	\$ 144	\$ 7	5%
NRT	796	750	46	6%
Cartus	85	86	(1)	(1)%
TRG	87	81	6	7%
EBITDA (\$ in millions)	Q1 2015	Q1 2014	\$ Change	% Change
RFG	\$ 86	\$ 79	\$ 7	9%
NRT	(16)	(20)	4	(20)%
Cartus	7	7	—	—%
TRG	(3)	(5)	2	(40)%
Corporate (\$10M of 2014 EED)	(16)	(15)	(1)	
(\$ in millions)	Q1 2015	Q1 2014	\$ Change	% Change
Adjusted EBITDA*	\$ 70	\$ 53	\$ 17	32%



* See Slide 17 for a reconciliation from net income attributable to the Company to EBITDA and Adjusted EBITDA

Second Quarter 2015 Guidance

Realty Combined (both RFG and NRT)	Q2 2015 vs. Q2 2014 % Change
Homesale sides	5% to 7%
Average homesale price	3% to 4%
Transaction volume	8% to 11%

Note: Please refer to conference call script, press release and 10Q for other factors that could impact guidance.

Guidance as of May 4, 2015. Note that Q2 2015 has the same number of business days as Q2 2014.

Impact of Coldwell Banker United Acquisition

RFG	For the Year Ended December 31,			Acquisition Adjustments	2014 proforma for CB United	Proforma Change vs. 2013
	2014	2013	Change vs. 2013			
Closed Homesales	1,065,339	1,083,424	(2)%	(23,400)	1,041,939	(4)%
Average Homesale Price	\$ 250,214	\$ 233,011	7%	\$ 247,900	\$ 250,266	7%
NRT	2014	2013	Change vs. 2013	Acquisition Adjustments	2014 Adjusted for CB United	Proforma Change vs. 2013
Closed Homesales	308,332	316,640	(3)%	23,400	331,732	5%
Average Homesale Price	\$ 500,589	\$ 471,144	6%	\$ 247,900	\$ 482,765	2%

Cash Flow Guidance for 2015

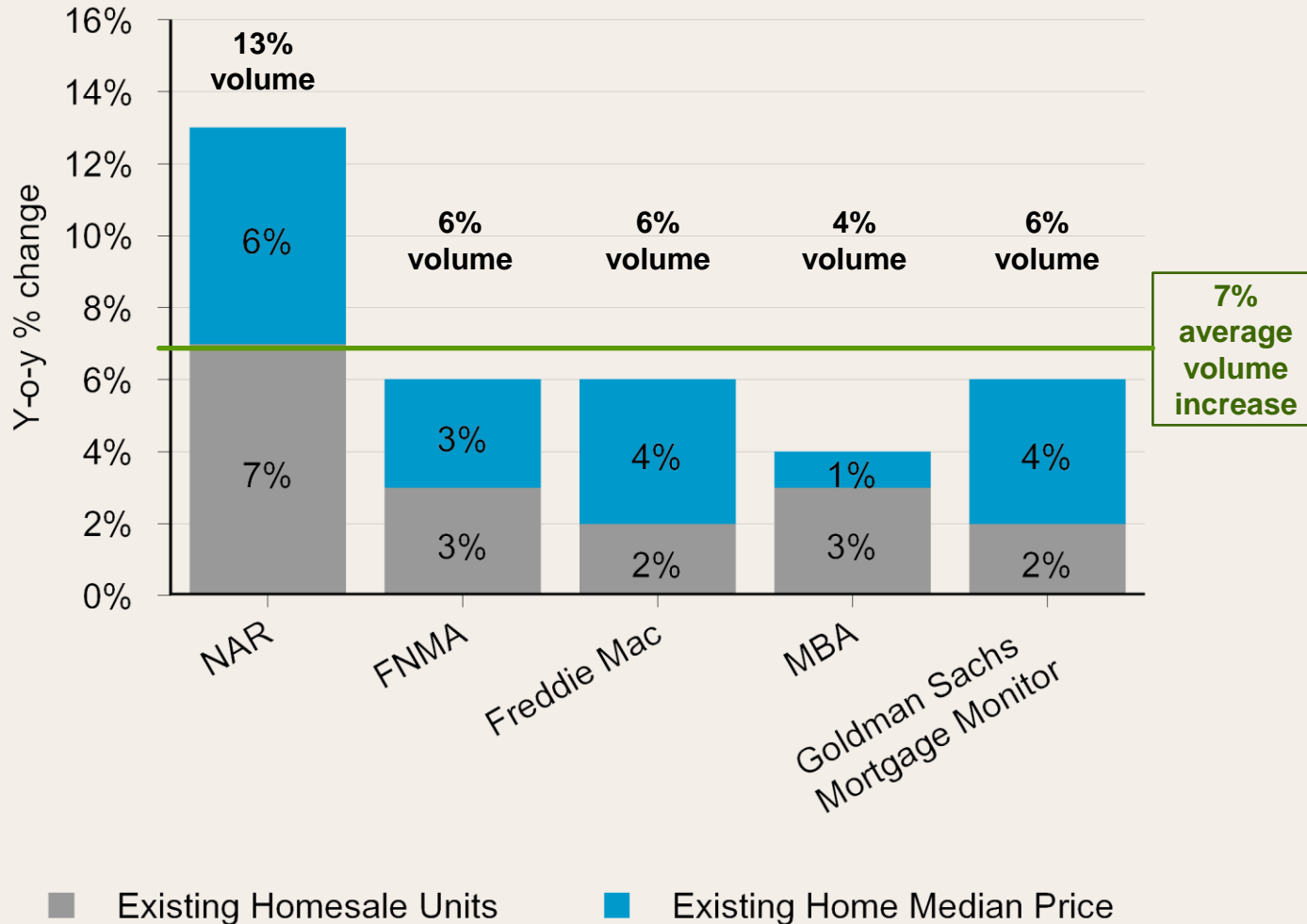
- Corporate cash interest expense of \$205 to \$215 million for 2015; Book interest expense is anticipated to be approximately \$40 million higher than cash interest
- Capital expenditures of approximately \$85 million
- Working Capital source of \$20 to \$30 million
- Cash legacy items of approximately \$15 to \$20 million
- Cash taxes of approximately \$15 to \$20 million



Appendix



2015 Industry Forecasts



All forecasts are as of April 2015, except NAR which is as of May 2015



Goldman Sachs and Freddie Mac price increases represent increases to their respective Home Price Indices



Capitalization Table

- The Company intends to continue to pay down high-cost debt and reduce interest costs and is focused on reducing its overall leverage
- Minimal cash payments for income taxes due to approximately \$2 billion of NOLs -- most federal and state NOLs do not begin to expire until 2028

(\$ in millions)	Rate	First Call Date	First Call Price	March 31, 2015 Balance
Cash and Cash Equivalents				<u>\$184</u>
Revolver	L+275			—
Term Loan	L+300			1,867
First Lien Debt	7.625%	Jan 2016	103.813%	593
1.5 Lien Debt	9.00%	Jan 2016	104.500%	196
Senior Cash Notes	3.375%	May 2016	NCL	500
Senior Cash Notes	4.50%	Apr 2019	NCL	450
Senior Cash Notes	5.250%	Dec 2021	NCL	300
Net Debt				<u>\$3,722</u>

Full-Year Industry Forecasts

2015	Existing Homesale Units	Existing Home Median Price	Transaction Volume
NAR	+7%	+6%	+13%
Fannie Mae	+3%	+3%	+6%
2016	Existing Homesale Units	Existing Home Median Price	Transaction Volume
NAR	+4%	+4%	+8%
Fannie Mae	+3%	+5%	+8%

NAR forecast as of May 2015 and FNMA forecast as of April 2015.



GAAP Reconciliation

(\$ in millions)	Three months ended March 31, 2015	Three months ended March 31, 2014
Net loss attributable to Realogy	\$ (32)	\$ (46)
Income tax benefit	(24)	(34)
Loss before income taxes	(56)	(80)
Interest expense, net	68	70
Depreciation and amortization	46	46
EBITDA	\$ 58	\$ 36
Former parent legacy costs, net	—	1
Loss on the early extinguishment of debt	—	10
Pro forma effect of business optimization initiatives	1	2
Non-cash charges	9	2
Pro forma effect of acquisitions and new franchisees	1	1
Incremental securitization interest costs	1	1
Adjusted EBITDA	\$ 70	\$ 53

Note: Refer to Table 8 of the Press Release dated May 4, 2015 for the definitions of certain non-GAAP financial measures, and the Company's explanation of why it believes those non-GAAP measures are useful to investors.

GAAP Reconciliation

(\$ in millions)	LTM Ended March 31, 2015	
Net income attributable to Realogy	\$	157
Income tax (benefit) expense		97
Income before income taxes		254
Interest expense, net		265
Depreciation and amortization		190
EBITDA	\$	709
Restructuring costs (reversals) and former parent legacy costs (benefit), net		(12)
Loss on the early extinguishment of debt		37
Pro forma effect of business optimization initiatives		13
Non-cash charges		36
Pro forma effect of acquisitions and new franchisees		7
Incremental securitization interest costs		4
Adjusted EBITDA	\$	794

Note: Refer to Table 8 of the Press Release dated May 4, 2015 for the definitions of certain non-GAAP financial measures, and the Company's explanation of why it believes those non-GAAP measures are useful to investors.

Seasonal Revenue Trends

Quarterly Revenue

