

# eXp Realty and Commissions Inc. Announce Enterprise Lead Generation/CRM Platform

### eXp will deliver CINC tools and resources to all eXp Agents at no additional charge

BELLINGHAM, WA – October 6, 2016 - eXp Realty, the Agent-Owned Cloud Brokerage<sup>®</sup> (eXp World Holdings, Inc. OTCQB: EXPI) today announced a new strategic relationship with Commissions Inc. (CINC), the leading provider of web-based real estate marketing and CRM software for elite agents and teams across North America. Under this new relationship, CINC will become eXp's primary enterprise lead generation and CRM platform for eXp's 1800 agents in the U.S and Canada.

To date, CINC has been heralded by high performing teams as the most effective online lead generation and CRM platform on the market. When the system goes live in early 2017, eXp will be the only large brokerage firm where all eXp agents will have access to the CINC tools and resources at no additional cost. Every eXp agent will receive a consumer website that integrates with local MLS data, a comprehensive CRM platform through which agents can manage clients from lead to close, and three mobile apps (CINC Agent App, Houses.net, and Open Houses by CINC).

"eXp Realty puts our agents and brokers first in every decision we make and we are continually looking for valuable partnerships which will deliver long term sustainable value to them," stated eXp Realty CEO Jason Gesing. "While there are plenty of lead-gen and CRM choices in the marketplace, there are only a handful of companies that provide best in class tools and systems and CINC is at the top of that list. As third party portals continue to proliferate, we believe that providing a fully integrated CRM and IDX-based consumer search experience, the ability for agents to easily feature their own listings on their websites and the ability to promote themselves as part of a custom "portal strategy" is an essential part of our vision as a leading technology-based brokerage. We are honored to be selected by a company with the stellar reputation like CINC as their first Enterprise client and look forward to a long and mutually beneficial relationship."

"We have been searching for a company that shares both our dedication to make agents successful and our belief that having the best technology is a critical part of the agents growth," said Alvaro Erize, COO of Commissions Inc. "eXp, with its extremely rapid growth and agent focused values, is the perfect opportunity to get CINC in the hands of the right agents, knowing they are already part of a family geared for success."

The announcement came at eXp's international convention, eXp Con, in San Antonio, Texas where more than 600 broker and agent owners from the U.S. and Canada gathered to learn, share and motivate and celebrate eXp as the brokerage model that is quickly gaining national attention.

#### About eXp World Holdings, Inc.

eXp World Holdings, Inc. is the holding company for a number of companies most notably eXp Realty LLC, the Agent-Owned Cloud Brokerage<sup>®</sup> as a full-service real estate brokerage providing 24/7 access to

collaborative tools, training, and socialization for real estate brokers and agents through its 3-D, fully-immersive, cloud office environment. eXp Realty, LLC and eXp Realty of Canada, Inc. also feature an aggressive revenue sharing program that pays agents a percentage of gross commission income earned by fellow real estate professionals who they attract into the Company.

eXp World Holdings, Inc. also owns 89.4% of First Cloud Mortgage, Inc. a Delaware corporation launched in 2015 and now licensed to originate mortgages in Arizona, California, Virginia and New Mexico. First Cloud Mortgage has positioned itself as a Planet Friendly Mortgage Company via the purchase of carbon offsets for homeowners offsetting the first year of the Carbon Footprint of the typical home on each mortgage originated through First Cloud Mortgage, Inc.

As a publicly-traded company, eXp World Holdings, Inc. uniquely offers professionals within its ranks opportunities to earn equity awards for production and contributions to overall company growth.

For more information you can follow eXp World Holdings, Inc. on <u>Twitter</u>, <u>LinkedIn</u>, <u>Facebook</u>, <u>YouTube</u>, or visit <u>eXpWorldHoldings.com</u>. For eXp Realty please visit: <u>eXpRealty.com</u> and for First Cloud Mortgage, Inc. check out <u>FirstCloudMortgage.com</u>.

## About CINC

Founded in Marietta, Georgia in 2011, CINC (Commissions Inc.) is the leading provider of web-based real estate marketing and CRM software for elite agents and teams across North America. The solution includes a consumer website that integrates with local MLS data, a complete CRM platform that allows real estate agents to nurture clients and monitor their business, and access to three mobile apps (CINC Agent App, Houses.net, and Open Houses by CINC). Built with the support and input of some of North America's top brokers, CINC powers the business for thousands of agents and connects them with millions of consumers every month.

The statements contained herein may include statements of future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Such forward-looking statements speak only as of the date hereof, and the Company undertakes no obligation to revise or update them. These statements include, but are not limited to, statements about the Company's expansion, revenue growth, operating results, financial performance and net income changes. Such statements are not guarantees of future performance. Important factors that may cause actual results to differ materially and adversely from those expressed in forward-looking statements include changes in business or other market conditions; the difficulty of keeping expense growth at modest levels while increasing revenues; and other risks detailed from time to time in the Company's Securities and Exchange Commission filings, including but not limited to the most recently filed Annual Report on Form 10-K.

#### **Investor Relations Contact Information:**

Glenn Sanford, Chairman & CEO eXp World Holdings, Inc. glenn@expworldholdings.com 360-389-2426 Trade and Media Contact Information: Jason Gesing, CEO eXp Realty jason@exprealty.com 617-970-8518