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From the Puget Sound Business Journal:

<https://www.bizjournals.com/seattle/news/2018/04/25/compass-real-estate-tech-company-expands-seattle.html>

\$2.2 billion real estate tech company enters the Puget Sound region market

➤ **SUBSCRIBER CONTENT:** Apr 25, 2018, 7:55am PDT

A fast-growing real estate technology company called Compass is opening in the Puget Sound region.

Led by a well-connected CEO, Compass is partnering with residential brokerage Northwest Group Real Estate (NWG). Compass has 14 full-time employees in Seattle and plans to open permanent offices in the city as well as Bellevue. NWG has a total of 25 agents in Bellevue and Seattle.

Compass, which aims to simplify buying and selling homes, said it's worth \$2.2 billion. It recently landed a \$550 million Series E investment by the Softbank Vision Fund and Fidelity.

The company offers a tool to give brokers analyses of their listings so they can tell clients in real time how the listings are doing. Another tool provides a portfolio of properties that brokers want to share with clients, giving them pricing and status updates and allowing buyers and sellers to send feedback to both the broker and their spouse or partner.

Seattle is the six-year-old Compass' 14th city. The company said it plans to be in 20 cities by the end of 2020.

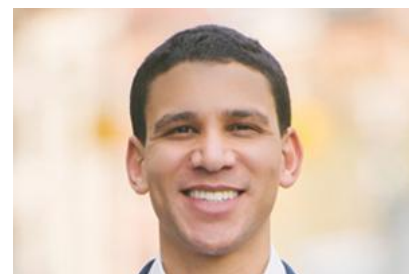
Compass founder and CEO Robert Reffkin said Seattle, with a large number of tech company headquarters plus a booming real estate market, is a natural fit for his company.

Reffkin is a Fortune 40 Under 40 honoree. He has the kind of résumé "that exhausts you," the magazine reported.

He graduated from Columbia in just over two years, and was a White House fellow who worked with John Snow, President George W. Bush's Treasury secretary. Reffkin later landed at Goldman Sachs, where he was a vice president and chief of staff for then-president and co-chief operating officer Gary Cohn, who recently left the White House as director of the National Economic Council.

In the past five years, Compass has grown to more than 60 offices in the 14 cities, serving more than 3,000 agents.

Compass plans to grow its Puget Sound region presence in the coming months with 30,000 square feet of office space in Seattle and Bellevue. The company plans hire more marketers, designers and administrators.



COMPASS

Robert Reffkin is founder and CEO of Compass, a New York City-headquartered residential real estate technology company that is expanding to the greater Seattle-area. Compass is partnering with Northwest Real Estate Group, a 25-agent company with offices in Bellevue and Seattle.

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