# TheRealReal, Inc.

**REAL**

Nasdaq; shops; SIC 5900, Retail-Miscellaneous Retail; CIK 0001573221

**E**

**weakest fifth of 257 graded peers in shops**

rank 218 of 257; percentile 84.8; sampling error 2.9 points; lower is stronger

A B C D E

**E, the bear**



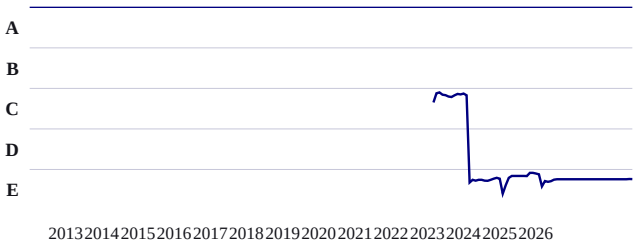
| Scoreboard | |
|---|---|
| **Profitability** | B<br>percentile 36.3 |
| **Solvency** | E<br>percentile 86.7 |
| **Growth and financing** | D<br>percentile 70.4 |
| **Reliability** | 0.87 AUC<br>filers with $120M to $591M assets; 95% interval 0.83 to 0.90; 206 events, 2020 to 2025 |
| **Peer failure rate** | 1.03% a year<br>Item 1.03 bankruptcies, same asset band, 2012 to 2025 |
| **Size band** | $120M to $591M assets<br>total assets $409.0M |
| **Standard universe** | inside<br>revenue above $1M and assets above $10M |
| **Warnings** | none triggered<br>not computable: distress, fortress balance sheet |
| **Inputs computable** | 8 of 14 |
| **Graded from** | filings received through Feb 26, 2026<br>239 days before the rescan; latest periodic filing 10-Q received Aug 6, 2026 |
| **Last close** | $10.47<br>2026-10-22; market equity $1.3B; no price enters the letter |

**Share price, twelve months to the rescan**




*Split-adjusted close. Each lollipop is a rescan and carries the letter held then.*

**Letter at every rescan, 2012 to 2026**




*Sector percentile at each rescan, stronger toward the top; facts filed by each date only.*

## Business, in the company's words

*opening of Item 1 of the 10-K received Feb 26, 2026*

The RealReal is the world's largest online marketplace for authenticated, resale luxury goods. We are revolutionizing luxury resale by providing an end-to-end service that unlocks supply and creates a trusted, curated online marketplace for buyers globally. Since our inception, we have cultivated a loyal and engaged consignor and buyer base through continuous investment in our technology platform, logistics infrastructure, brand and people. We offer a wide selection of authenticated, primarily pre-owned luxury goods on our online marketplace bearing the brands of thousands of luxury and premium designers.

## The fourteen inputs

*lower percentile is stronger; sleeves and inputs within a sleeve carry equal weight*

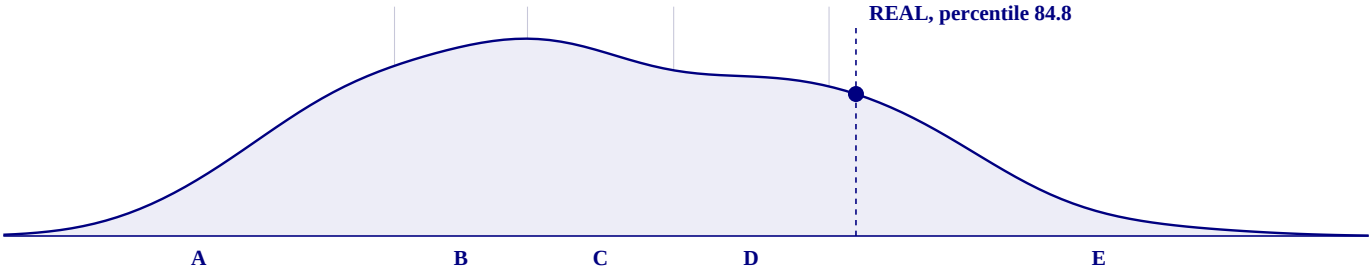
| Input | Value | Peer median | Percentile, 0 to 100 | Pct | Peers | Period end |
|---|---|---|---|---|---|---|
| **Profitability, sleeve percentile 36.3** | | | | | | |
| Gross profitability | 126.4% | 42.9% | | 3.3 | 241 | 2025-12-31 |
| Return on invested capital | not computable | 10.9% | | | | |
| *one or more required annual facts are missing* | | | | | | |

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| | | | | | |
|---|---|---|---|---|---|
| Accruals ratio | (18.9%) | (4.9%) | 11.5 | 287 | 2025-12-31 |
| Gross margin stability, five years | 7.4 pts | 1.2 pts | 94.0 | 219 | 2025-12-31 |
| **Solvency, sleeve percentile 86.7** | | | | | |
| Twelve-month failure probability | not computable | 0.04% | | | |
| *latest liabilities, cash plus short-term investments, book equity, and shares are required* | | | | | |
| Altman Z double-prime | (11.84) | 1.93 | 92.8 | 208 | 2025-12-31 |
| Net debt to EBITDA | not computable | 1.84x | | | |
| *one or more required annual facts are missing* | | | | | |
| Interest coverage | not computable | 2.28x | | | |
| *latest aligned inputs end 2023-12-31; latest annual assets end 2025-12-31* | | | | | |
| Current ratio | 0.86x | 1.38x | 80.6 | 295 | 2025-12-31 |
| **Growth and financing, sleeve percentile 70.4** | | | | | |
| Revenue growth, three-year compound | 4.7% | 1.5% | 34.1 | 268 | 2025-12-31 |
| Free cash flow growth, three-year compound | not computable | 5.5% | | | |
| *current FCF must be positive and base FCF must exceed $100,000* | | | | | |
| Reinvestment rate | not computable | 8.4% | | | |
| *pretax income must exceed the validity floor and imply a 0%-100% tax rate* | | | | | |
| Asset growth, three years | (12.7%) | 3.3% | 89.3 | 271 | 2025-12-31 |
| Net share issuance, one year | 7.0% | (0.6%) | 88.0 | 209 | 2026-02-18 |

## Among 257 peers

*shops; letters are fifths of this list*




*Composite score of every graded peer, smoothed; vertical rules are the letter band edges; stronger to the left.*

| Rank | Company | Percentile | Letter | Warnings |
|---|---|---|---|---|
| 213 | Vestis Corp. (VSTS) | 82.8 | D/E | |
| 214 | CDW Corp. (CDW) | 83.2 | E | |
| 215 | Gold.com, Inc. (GOLD) | 83.6 | E | |
| 216 | Carriage Services Inc. (CSV) | 84.0 | E | |
| 217 | RH (RH) | 84.4 | E | |
| 218 | TheRealReal, Inc. (REAL) | 84.8 | E | |
| 219 | Citi Trends Inc. (CTRN) | 85.2 | E | |
| 220 | ThredUp Inc. (TDUP) | 85.5 | E | |
| 221 | Restaurant Brands International Inc. (QSR) | 85.9 | E | |
| 222 | Sportsman'S Warehouse Holdings, Inc. (SPWH) | 86.3 | E | |
| 223 | Petmed Express Inc. (PETS) | 86.7 | E | late filer |

## What the price implies

*at the 2026-10-22 close; none of these enters the grade*

| Measure | Value | Peer median | Percentile |
|---|---|---|---|
| Twelve-month price change, skipping the latest month | (3.7%) | 0.2% | 45 |
| Distance from 52-week high | (38.0%) | (20.8%) | 27 |
| EBIT to enterprise value | not computable | 5.3% | |
| Free cash flow yield | 1.4% | 3.9% | 29 |

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| | | | |
|---|---|---|---|
| Book value to price | (0.30) | 0.34 | 7 |
| Sales to price | 0.54 | 1.64 | 18 |
| Composite equity issuance, five years | 30.3% | (16.7%) | 91 |
| Relative strength against the sector, log excess return | (0.01) | 0.03 | 45 |

## Diagnostics

*shown on every report; none enters the grade*

| Measure | Value |
|---|---|
| **Piotroski F-score None of 9, period end 2025-12-31** | |
| Return on assets above zero | fail |
| Operating cash flow above zero | pass |
| Return on assets improved | pass |
| Operating cash flow exceeds net income | pass |
| Long-term leverage fell | fail |
| Current ratio improved | fail |
| No new shares issued | fail |
| Gross margin improved | pass |
| Asset turnover improved | pass |
| **Cash, filings, liquidity** | |
| Cash and equivalents | $119.1M |
| Operating cash flow, four quarters | $53.8M |
| Months of runway | not finite |
| Days since last periodic filing | 78 (10-Q received Aug 6, 2026) |
| Median daily dollar volume, 63 sessions | $27.0M |

## Sources

*every fact behind the inputs; each row links to its filing index on sec.gov*

| # | Concept | XBRL tag | Value | Period end | Received | Form | Accession |
|---|---|---|---|---|---|---|---|
| 1 | gross profit | us-gaap:GrossProfit | $516.8M | 2025-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 2 | assets | us-gaap:Assets | $409.0M | 2025-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 3 | net income | us-gaap:NetIncomeLoss | -$41.8M | 2025-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 4 | operating cash flow | us-gaap:NetCashProvidedByUsedInOperatingActivities | $37.0M | 2025-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 5 | assets | us-gaap:Assets | $423.1M | 2024-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 6 | revenue | us-gaap:RevenueFromContractWithCustomerExcludingA... | $692.8M | 2025-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 7 | gross profit | us-gaap:GrossProfit | $447.5M | 2024-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 8 | revenue | us-gaap:RevenueFromContractWithCustomerExcludingA... | $600.5M | 2024-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 9 | gross profit | us-gaap:GrossProfit | $376.3M | 2023-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 10 | revenue | us-gaap:RevenueFromContractWithCustomerExcludingA... | $549.3M | 2023-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 11 | gross profit | us-gaap:GrossProfit | $348.7M | 2022-12-31 | 2025-02-21 | 10-K | 25-000013 |
| 12 | revenue | us-gaap:RevenueFromContractWithCustomerExcludingA... | $603.5M | 2022-12-31 | 2025-02-21 | 10-K | 25-000013 |
| 13 | gross profit | us-gaap:GrossProfit | $273.5M | 2021-12-31 | 2024-03-01 | 10-K | 24-000030 |
| 14 | revenue | us-gaap:RevenueFromContractWithCustomerExcludingA... | $467.7M | 2021-12-31 | 2024-03-01 | 10-K | 24-000030 |
| 15 | current assets | us-gaap:AssetsCurrent | $227.5M | 2025-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 16 | current liabilities | us-gaap:LiabilitiesCurrent | $264.2M | 2025-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 17 | retained earnings | us-gaap:RetainedEarningsAccumulatedDeficit | -$1.3B | 2025-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 18 | operating income | us-gaap:OperatingIncomeLoss | -$23.9M | 2025-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 19 | book equity | us-gaap:StockholdersEquity | -$415.5M | 2025-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 20 | liabilities | us-gaap:Liabilities | $824.6M | 2025-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 21 | operating income | us-gaap:OperatingIncomeLoss | -$166.3M | 2023-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 22 | interest expense | us-gaap:InterestExpense | $10.7M | 2023-12-31 | 2024-03-01 | 10-K | 24-000030 |
| 23 | capital expenditure | us-gaap:PaymentsToAcquirePropertyPlantAndEquipment | $18.6M | 2025-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 24 | operating cash flow | us-gaap:NetCashProvidedByUsedInOperatingActivities | $26.8M | 2024-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 25 | capital expenditure | us-gaap:PaymentsToAcquirePropertyPlantAndEquipment | $14.2M | 2024-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 26 | operating cash flow | us-gaap:NetCashProvidedByUsedInOperatingActivities | -$61.3M | 2023-12-31 | 2026-02-26 | 10-K | 26-000010 |

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| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| 27 | capital expenditure | us-gaap:PaymentsToAcquirePropertyPlantAndEquipment | $29.2M | 2023-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 28 | operating cash flow | us-gaap:NetCashProvidedByUsedInOperatingActivities | -$91.6M | 2022-12-31 | 2025-02-21 | 10-K | 25-000013 |
| 29 | capital expenditure | us-gaap:PaymentsToAcquirePropertyPlantAndEquipment | $22.9M | 2022-12-31 | 2025-02-21 | 10-K | 25-000013 |
| 30 | depreciation amortization | us-gaap:DepreciationDepletionAndAmortization | $33.0M | 2025-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 31 | pretax income | us-gaap:IncomeLossFromContinuingOperationsBeforeInc... | -$41.4M | 2025-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 32 | income tax | us-gaap:IncomeTaxExpenseBenefit | $363,000 | 2025-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 33 | current assets | us-gaap:AssetsCurrent | $232.7M | 2024-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 34 | current liabilities | us-gaap:LiabilitiesCurrent | $248.7M | 2024-12-31 | 2026-02-26 | 10-K | 26-000010 |
| 35 | assets | us-gaap:Assets | $446.9M | 2023-12-31 | 2025-02-21 | 10-K | 25-000013 |
| 36 | assets | us-gaap:Assets | $615.6M | 2022-12-31 | 2024-03-01 | 10-K | 24-000030 |
| 37 | shares outstanding | dei:EntityCommonStockSharesOutstanding | 118,982,805 | 2026-02-18 | 2026-02-26 | 10-K | 26-000010 |
| 38 | shares outstanding | dei:EntityCommonStockSharesOutstanding | 111,246,608 | 2025-02-14 | 2025-02-21 | 10-K | 25-000013 |

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