

RealPage shows more optimism as COVID-19 brings change

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A Richardson company's executives – even in the face of COVID-19 – are getting a little more hopeful about the rest of the year.

Richardson-based RealPage Inc., a software company servicing the apartment industry, is raising its sales outlook in 2020 as demand surged. The company also reported revenue jumped more than expected in the second quarter.

“Numbers were exceptionally good relative to guidance because the impact of COVID-19 was not as impactful as we had feared,” CEO Steve Winn said during a call with analysts.

Winn is investing in digital tools that help apartment managers handle operations even as the pandemic limits how they’ve traditionally interacted with their tenants. The shake-up of the past several months is encouraging RealPage customers to embrace more technology options.

“COVID-19 has impacted how we think apartments are going to function in the future,” he said.

That means less on-site work and more virtual services, such as chatbots and online tours.



Steve Winn is CEO of RealPage Inc.

For 2020, RealPage (Nasdaq: RP) now expects \$10 million more at the midpoint of guidance for revenue – or \$1.13 billion to \$1.15 billion. Adjusted EBITDA is expected to be in the range of \$300 million to \$308 million, up from \$290 million to \$300 million in May.

During the second quarter, revenue rose 17 percent to \$286 million, easily more than the upper end of the guidance in May. Adjusted EBITA also jumped 17 percent.

While leasing volume was down March through May, it is now returning to healthier levels. Also, pricing, which was down in late first quarter and early second quarter, is now stabilizing, the company said on its website.

Still, Winn said it's important for Congress and the president to provide more economic health to help the sector.

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