



CUSTOMER SUCCESS STORIES

# Lone Wolf Cuts Costs and Boosts Performance with EDB Postgres<sup>®</sup> AI





## CUSTOMER: LONE WOLF

*EDB customer since February 2015*

**Vladimir Sanchez**  
Director of Engineering

**CHALLENGE:** Decreasing legacy database costs and increasing database stability for growing real estate data needs.

**EDB SOLUTION:** EDB Postgres Advanced Server

**RESULTS:** By migrating to EDB Postgres Advanced Server, Lone Wolf dramatically enhanced its data management capabilities and reduced costs while positioning the company for unprecedented scalability and technological innovation.



## OVERVIEW

### How Lone Wolf delivers strategic real estate insights with EDB Postgres

Lone Wolf Technologies was founded with the vision of making real estate simpler. The company's comprehensive, lead-to-close software platform streamlines every stage of the real estate transaction process for real estate agents, brokers, franchises, associations, and their customers.

Gaining an edge in the competitive real estate industry requires data, and Lone Wolf aggregates massive amounts of data from its multiple listing service (MLS) to power its flagship analytics tool, BrokerMetrics. By leveraging agents' sales histories, supply inventories, market shares, property listings, transaction details, local market trends, and more, BrokerMetrics enables real estate brokers to analyze agent performance, compare themselves to competitors, and understand market dynamics within specific geographic areas.

As all the real estate data was stored and managed in legacy Oracle databases, licensing fees became increasingly unsustainable. The mounting expenses created a pressing need for a more cost-effective and scalable solution to support the company's growing data management requirements. "Had we scaled out our infrastructure, we'd have had to pay even more. For a small business, it becomes infeasible," says Vladimir Sanchez, Lone Wolf's director of Engineering.





## Increasing stability while decreasing costs

Lone Wolf's migration strategy focused on finding a solution to increase database stability while lowering expenses. Open source Postgres emerged as the ideal choice, with EnterpriseDB (EDB) offering a seamless transition path that preserved existing interfaces and programs without the need for extensive recoding.

"It was the most fluent path out of Oracle," says Sanchez. "It allowed us to keep our interfaces, our programs, everything running in Oracle, without the licensing expense."

**“As we progressed towards migrating from Oracle to Postgres, EDB was brought into the picture because it allowed Lone Wolf the least friction.”**

**Vladimir Sanchez**  
Director, Engineering  
Lone Wolf

## Turning a major challenge into an opportunity

When Lone Wolf was almost ready to make the switch to [EDB Postgres Advanced Server \(EPAS\)](#), there was a catastrophic failure in its legacy database. Fortunately, the data team had already begun ingesting MLS data in EPAS. This crisis accelerated the transition to EDB, and the team made the switch within weeks, preserving operational continuity.

"Had it not been for EPAS and my team ingesting data in parallel into Oracle and EDB, we would have been out of business. EDB saved our company from catastrophe," says Sanchez.

## Postgres, the hero of the database world

Postgres has rapidly increased in popularity since Lone Wolf started using it, and Sanchez credits the rise of Postgres to its open source nature and its community, which is constantly evolving and adding features.

Alongside the increase in popularity, Sanchez sees the growing talent pool of PostgreSQL experts as a huge plus. "As I tell my colleagues, why would you choose a language or a technology that you can't easily find? You can find reliable resources for Postgres because it's easy to work on," he says.

The resiliency of Postgres is another significant benefit. Sanchez recounts how, before Lone Wolf, he worked at a company with problematic drivers. "Our servers were battle-tested," he says. "And when I say battle-tested, I mean it. Drivers were corrupting the data, yet we came out unscathed. Data centers even caught on fire, and we lost a couple of racks, but we never had any data loss. That's the kind of battle-testing I'm talking about with Postgres. And I vouch for it because I've seen it."

Sanchez has also worked with other databases with backups that were worthless and couldn't be restored. "Guess what?" he says. "I've never had that problem with Postgres—never. I switched from Oracle to Postgres a while back, and I see the success Postgres has had in so many companies."

Sanchez was sold on Postgres when he saw the transaction rates per minute his company was able to reach with numerous clusters and the ability to seamlessly scale.

"I've been in the trenches, and I've seen what I can accomplish with Postgres—the teams that I was able to support, and the applications and the revenues that I was able to support. I've seen how you can support a \$900 million acquisition on Postgres," he says.



## A solid foundation for future growth

Lone Wolf's migration from Oracle to EDB Postgres resulted in significant cost savings. The company was able to reduce its database licensing costs by about 90%, from about \$1 million to \$100,000.

In addition to addressing financial legacy constraints, the transition also provided Lone Wolf with a more flexible, robust database platform capable of supporting the company's rapid growth. Today, with its impressive market presence and resilient Postgres database infrastructure, Lone Wolf serves approximately 20,000 brokerages, 30 franchises, and 1.5 million agents across more than 1,000 MLS systems in North America and internationally. As the real estate technology landscape evolves, Lone Wolf relies on EDB and EPAS to store, manage, and deliver the data and tools real estate professionals need to do it all.

**“EDB allows us a cost efficiency that wasn't possible with other vendors, because it's a substantially more economical option for hosting databases. That's why we chose EDB.”**

**Vladimir Sanchez**  
Director, Engineering  
Lone Wolf



EDB provides a data and AI platform that enables organizations to harness the full power of Postgres for transactional, analytical, and AI workloads across any cloud, any time. For more information, visit [www.enterprisedb.com](http://www.enterprisedb.com).