

CRETECH RESEARCH

CREtech Mid Year Report

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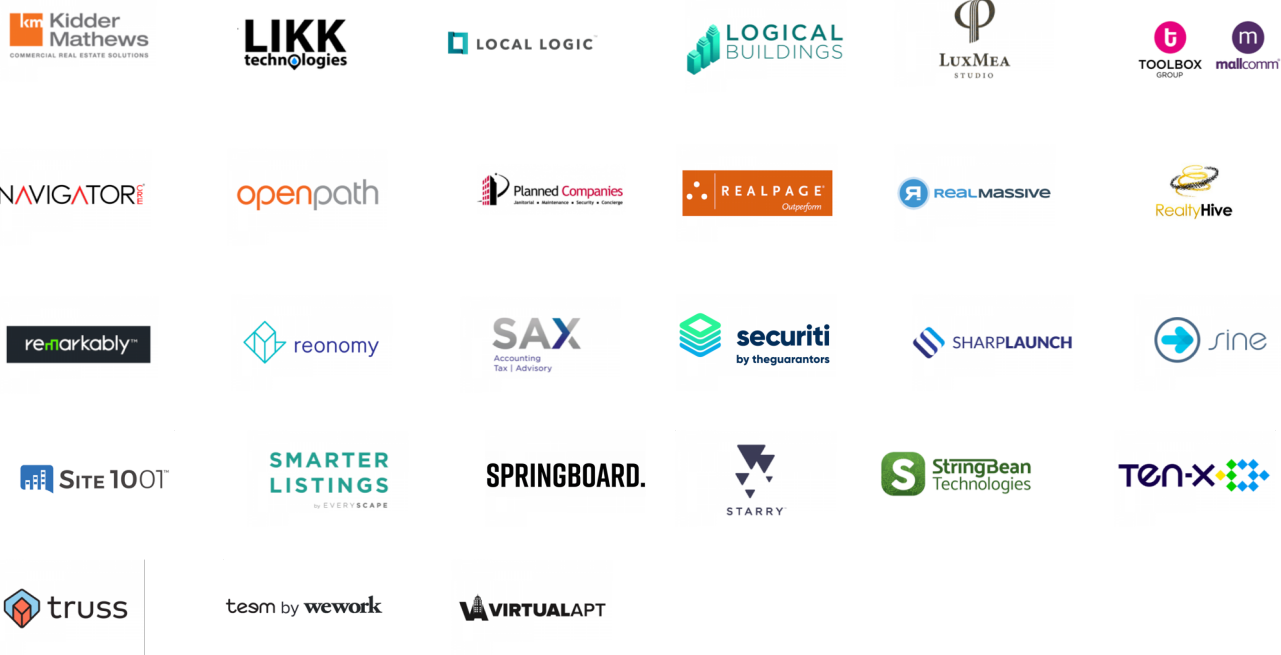


Exhibitors



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UPCOMING EVENTS

CREtech New York

THE MUST-ATTEND CRETECH EVENT OF THE YEAR

WHEN: OCTOBER 16-17, 2019

WHERE: DOCK 72, BROOKLYN, NEW YORK

REGISTER: [CRETECH.COM/EVENTS](https://cretech.com/events)

Another one for the record books!

The CREtech sector continues to set records as evidenced by this 2019 Mid Year Report by our research team. On so many levels, I see this past period as a critical one in the history of our young industry. With new records set, the first half of this year shows that we are entering a period where we are at a tipping point. And the funding is broad and deep, impacting virtually every niche within the sector. A great sign for our industry.

But it's more than just the funding records that have gotten my attention and given me such confidence that we, as a community, are heading in the right direction. It's the size and quality of our events with nearly 1,000 professionals attending our L.A. event this past spring and record turnout for our joint conference with The MIT Center for Real Estate as well.

And just as important as the size and energy of the crowd, is "who" is attending. Our own data and analytics show us that the caliber and diversity of our attendee mix is as strong as ever. Another thing to note is the increasing global nature of the audience at CREtech events.

Finally, it was a period in which we are also witnessing some real, measurable adoption in the sector as more and more companies are building the infrastructure internally needed to vet, invest and adopt in technology to enhance their particular business.

There are so many other exciting trends I am personally paying attention to such as the convergence of multiple CRE product types into "true" mixed-use development, the emergence of new players on the scene making great inroads in the data side of the business, and some M&A that are finally happening.

I hope you find our enclosed report useful and I appreciate all of your support of the growing commercial real estate tech sector.



Michael Beckerman

CEO, CREtech



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INSIGHTS AND RESEARCH

At the mid year point of 2019, the pace of venture capital investing has skyrocketed to record setting highs, surpassing 2018 totals.



Executive Summary

Venture Capital in Q1 & Q2 2019: The PropTech World Ascends to Record Highs

At the mid year point of 2019, the pace of venture capital investing has skyrocketed to record setting highs, surpassing 2018 totals. Despite a flattening trendline across the greater startup ecosystem, venture capital investments in real estate tech (PropTech) continues to be an area of opportunity for investors.

Globally, venture-backed real estate tech (PropTech) companies raised \$14 billion USD in 2019 Q1-Q2, a 309% increase from 2018 Q1-Q2. Despite the 13.7% decline in total companies funded (deal volume), average deal sizes increased by 50%. Reinvestments, or follow on investments, in early stage to mid-stage companies lead the majority of total companies funded with average check sizes increasing to \$6.3 million (USD) per deal.

What to Expect for the Remainder of 2019?

The big, bullish take away, of course, is on dollar volume. The continued trend towards larger deal sizes and an overall decline in aggregate deal volume will greatly impact new to market companies and companies looking to raise considerable capital. Additionally, Corporate Venture Capital (CVC) will continue to rise as institutional real estate companies are increasingly turning to real estate tech for tech-enabled solutions that can help with streamlining processes.

Top 5 Trends of 2019

1. Surge in Dollar Volume

Looking back on the first half of 2019, a record setting \$14 billion (USD) has been invested in real estate tech companies. The surge in dollar volume is on pace to set new mid year and annual venture activity.

2. Decrease in Deal Volume

A total of 334 real estate tech companies completed their venture rounds mid year through 2019. The 13.7% decrease in funding is on trend as fewer companies are coming to market while mid-stage companies raise larger rounds.

3. Corporate Venture Capital (CVC)

An emerging trend in 2019 has been the involvement of strategic corporate investors. Large capital real estate funds are increasingly active in the real estate tech ecosystem.

4. Goldman Sachs

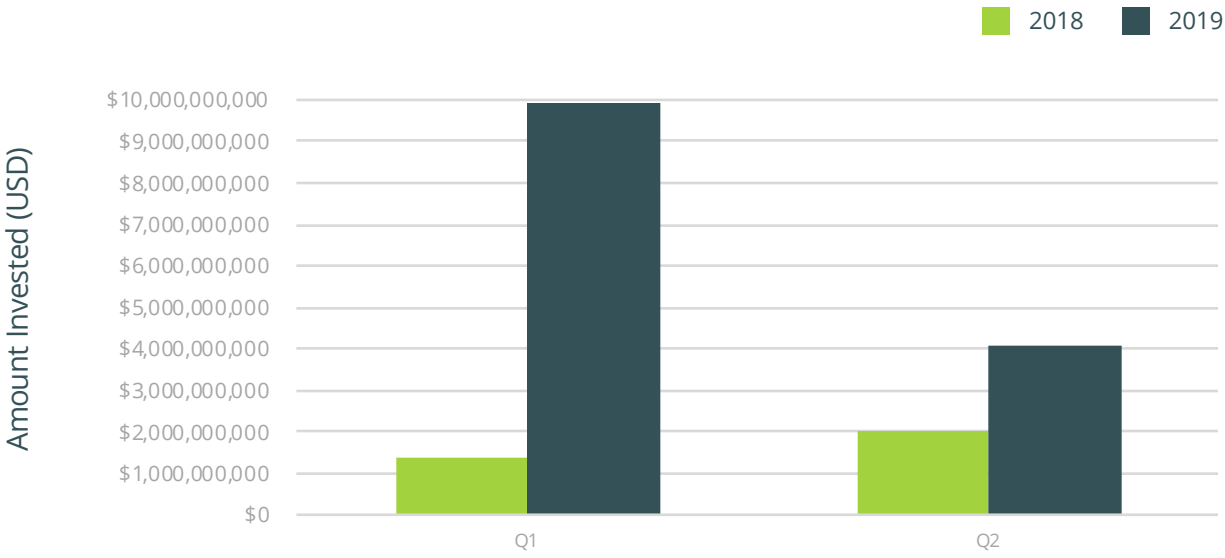
A continuation of CVC, Goldman Sachs has been increasingly active by investing in mid to late stage real estate tech companies with meaningful scale.

5. VTS Becomes a Unicorn

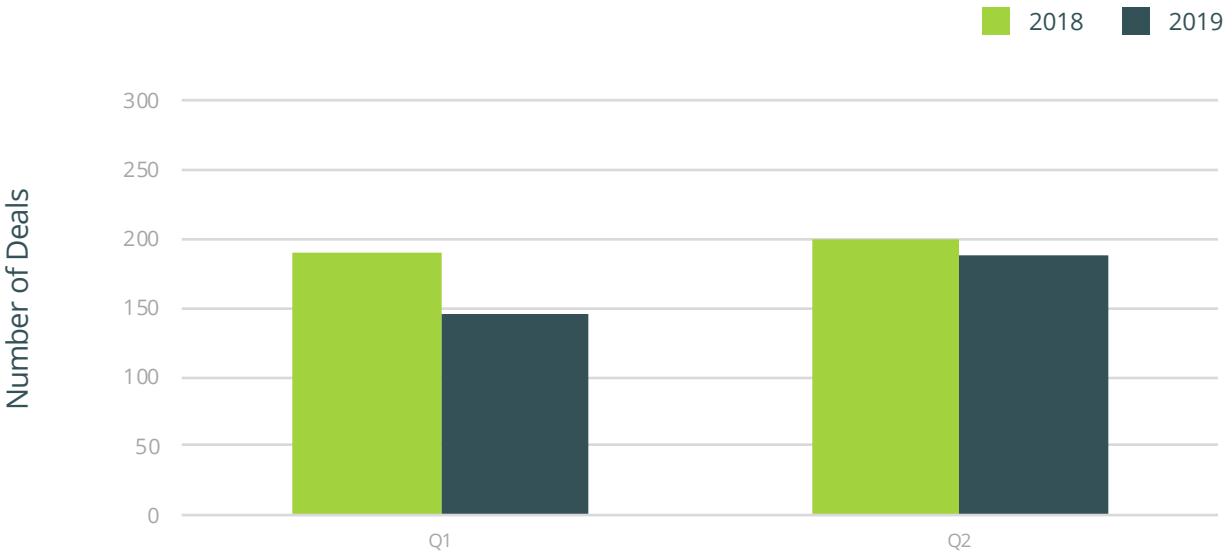
VTS, the New York-based company streamlining leasing and asset management, closed a \$90 million (USD) Series D round in May, catapulting their value to unicorn status. The billion dollar valuation made VTS one of less than two dozen unicorns in the real estate tech space.



Dollar Volume Summary



Deal Volume Summary



TECHNOLOGY PROVIDERS

Discover the most innovative technology providers for the commercial real estate industry.





Aquicore

Aquicore is a leading commercial real estate software company with an all-in-one real estate operations and performance optimization platform. Built from the ground up as a portfolio-wide solution, Aquicore's cloud-based platform tracks, analyzes and predicts key building performance factors in real time to unlock portfolio-grade actionable insights.

Category: Automation & IoT, Built World, Energy Management



Brandcast

Brandcast enables companies and brokers to generate more leads for their properties and improve their digital brands through elegant, mobile-friendly websites for their properties listings, sales proposals, and content marketing. Brandcast empowers companies to quickly create websites without needing to write any code and with no limitations on customization.

Category: CRM & Marketing, Property Search & Marketing, Listing Marketplace



Building Engines

Building Engines is a web and mobile property management solution for commercial real estate. Our unified SaaS platform provides property management teams with the tools they need to effectively capture, communicate, and report on every aspect of their service delivery workflow, while measuring their overall tenant satisfaction and performance.

Category: Property & Facility Management, Property Management





Cherre

Cherre provides large enterprises with a platform to collect, resolve, and augment data from public, private, and internal sources. We empower clients to evaluate opportunities faster and more accurately, while saving millions of dollars in manual data collection and analytics costs.

Category: Artificial Intelligence, Information & Intelligence



WAREHOUSE SHARING
ONE CHUNK AT A TIME

Chunker

Chunker is transforming industrial warehousing by delivering a unique online marketplace where businesses can list or search for unused warehouse space designated for short-term use. In addition, Chunker provides a complete set of tools for closing the deal, right down to capturing signatures and distributing funds.

Category: Listing Marketplace, Property Search & Marketing



CoStar Group

CoStar Group, Inc. (NASDAQ: CSGP) is the leading provider of commercial real estate information, analytics and online marketplaces. Founded in 1987, CoStar conducts expansive, ongoing research to produce and maintain the largest and most comprehensive database of commercial real estate information.

Category: Listing Marketplace





Digital Map Products

Digital Map Products, a LightBox company, provides location intelligence solutions to over 20,000 real estate professionals across North America. As part of the DMP Location Intelligence Platform, several top commercial real estate brokerages trust LandVision, our map-based real estate application, to find off-market opportunities and win more deals.

Category: Geospatial & Mapping, Property Search & Marketing



Eden

Eden is the most innovative facilities and amenities operations technology platform for businesses to manage their entire facility from one place. Eden has built the only unified suite of software for service partners and workplace teams, which enables consolidated invoicing, inventory tracking, rapid project turnaround time, on-site statement of work review, and quality assurance.

Category: Property Management, Property & Facility Management



Enertiv

Enertiv drives NOI by streamlining building operations. Our key differentiator is the ability to affordably capture more data per building, and to leverage an industry-leading 5 billion hours of performance data to deliver actionable insights and industry best practices to every stakeholder, from the boardroom to the boiler room.

Category: Automation & IoT, Property & Facility Management





Envoy Technologies Inc.

Envoy is the leading provider of on-demand shared electric vehicles. Envoy vehicles are located in dedicated parking spaces at apartment complexes, hotels, workplaces and more. We provide a turnkey solution that includes EV infrastructure and an all-electric fleet, entirely accessible via the "Envoy There" mobile app.

Category: Asset Utilization, Residential



essensys

essensys is a leading provider of mission-critical SaaS platforms and on-demand cloud services to the high growth flexible workspace industry. essensys' software was specifically designed and developed to help solve the complex operational challenges faced by multi-site flexible workspace operators as they grow and scale their operations.

Category: Smart Buildings, Information & Intelligence, Data



Foyr

Foyr offers a cloud-based 3D visualization platform for the real estate and design industry. Foyr has more than 100 Mn SF of space created on its platform delivering over 15,000 3D experiences across its subscribed customer base of 2500+ design and real estate professionals and 150+ property developers.

Category: VR, AR & 3D, Tech-Enabled Brokerage, Property Search & Marketing





HELIX RE

HELIX was the first company spun out of Google's X labs. Since 2018, we deliver Digital Twins, accurate 3D models that can be used without special equipment or software on mobile phones, tablets and laptops. HELIX is the trusted provider of Digital Twins to the most technically advanced real estate owners and tenants in the world to help make their buildings better.

Category: Information & Intelligence, Ai



Join Digital

Join is leading a fundamental shift in how IT is consumed by revolutionizing the way digital services are delivered to organizations through the cloud. The Join Smart Workspace Platform enables building owners and operators to deliver secure enterprise scale on demand digital services to tenants, and to manage critical infrastructure systems and smart devices such as cameras, building access and environmental controls and more.

Category: Built World, Smart Property



LuxMea Studio

LuxMea Studio specializes in creating the eco-system of AI powered Generative Design - Big Data - 3D Printing - Digital fabrication for a future generation of highly customized, automated, sustainable and affordable build environment through Age of Mass Customization™. Services include building solution and Personalized Profile + Customized Products (PPCP) such as eye glasses, shoes, hearing aids and jewelry.

Category: CRM & Marketing





Moody's Analytics

Moody's Analytics Real Estate Information Services (REIS) Network - An eco-system of connected applications that join extensive real estate data sets with investment and risk assessment workflows so you can make better, faster decisions. The Network is linked by our powerful search function allowing you to retrieve pertinent information and effortlessly migrate data across applications.

Category: Data, Information & Intelligence



NavigatorCRE

NavigatorCRE, enables the alignment of data and program functionality into a single secure cloud data visualization platform to empower our members. A powerful meta platform that enables its users to strategize, manage and execute with greater effectiveness and efficiency.

Category: Data, Information & Intelligence



Openpath

Openpath creates hands-free, customizable access control solutions by combining sleek hardware with enterprise cloud software. With encryption at every level and a patented triple-unlock technology, Openpath is the first and only solution to achieve 94% mobile adoption and 99.9% reliability.

Category: Smart Buildings, Property Management, Automation & IoT



REALPAGE RealPage, Inc.

RealPage is a leading global provider of software and data analytics to the real estate industry. Clients use our platform to improve operating performance and increase capital returns. RealPage currently serves nearly 12,200 clients worldwide from offices in North America, Europe and Asia.

Category: Property Management

 remarkably™

Remarkably

Remarkably is a portfolio performance platform for multifamily real estate innovators. We are passionate about helping the nation's top property owners, investors, developers, and managers reach their leasing, occupancy and revenue goals with portfolio-grade marketing operations and analytics software.

Category: CRM & Marketing, Information & Intelligence, Data

reonomy Reonomy

Reonomy leverages big data, partnerships and machine learning to connect the fragmented, disparate world of commercial real estate. By creating a single source of truth, reonomy products empower individuals, teams and companies to share information, unlock insights and discover new opportunities.

Category: Data, Information & Intelligence, Ai





RetailMatch

RetailMatch is a matchmaker for Tenants, Agents, and Landlords. They make it easy to put sustainable tenants in retail spaces, and find the most profitable location for businesses to open up shop. RetailMatch.io utilizes more than 20 different data sources, and over 200 variables.

Category: Listing Marketplace



Securiti™ by TheGuarantors

TheGuarantors is a Fintech company rethinking real estate industry inefficiencies and market needs to create innovative insurance products and financial solutions for everyone in the real estate ecosystem -- residential and commercial real estate professionals as well as residents and tenants. Our commercial business frees up tenant cash flow while offering the same protection as traditional security deposit or letter of credit.

Category: Information & Intelligence, Finance



Sine

Sine is assisting global real estate portfolios, corporates and NFPs, to streamline operations and enhance security with a modern SaaS platform. Sine has implemented geofencing, facial recognition and smart workflows to help facilities teams save time and increase security levels.

Category: Property & Facility Management, Property Management, Amenities & Tenant Relations





Site 1001

Site 1001 is a software developer using AI to revolutionize how buildings are run. The company's Skylight Building Performance and Operations platform combines core building information, live building systems, sensors and "people-generated" information with artificial intelligence and machine learning technologies to help make buildings truly "smart."

Category: Smart Buildings, Information & Intelligence, Ai



Smarter Listings

Smarter Listings is a service platform that enables both the cost-effective creation of 3D tours at scale but also the infrastructure required to host and manage our collaborative 3D experiences. Unlike the Google street view process which uses a significant amount of sensor data to capture the 3D experience, we only require panoramic images to create our collaborative spaces

Category: AR/VR, Property Search & Marketing



Starry Internet

Starry is a super-advanced, next-generation internet service that uses millimeter wave technology to beam blazing-fast internet into the homes of our (very happy) customers. For property managers, setup involves zero cost and zero hassles. It's a simple, easy upgrade for any building—an exceptional new option for internet service that your residents will view as a new, added amenity.

Category: Property & Facility Management





Ten-X Commercial

Ten-X Commercial is the leading end-to-end transaction platform for commercial real estate, powering more than 90% of all online CRE sales. Our platform empowers brokers, sellers and buyers with data-driven technology and comprehensive marketing tools to expand market visibility and decrease time to close.

Category: Transactions, Property Search & Marketing



Truss

Truss is the leading online commercial real estate marketplace where business owners can find, tour, and lease space. Our tech-enabled platform features price transparency and 3D virtual reality tours that help you find the right space for the right price in record time.

Category: Tech-Enabled Brokerage, Property Search & Marketing, Listing Marketplace



View, Inc.

We manufacture View Dynamic Glass, a new generation of smart windows that let in natural light and views, and enhance mental and physical wellbeing by significantly reducing headaches, eyestrain and drowsiness. In addition, View's windows reduce glare and heat, improving the energy efficiency of buildings by 20 percent.

Category: Built World, Smart Property



VIRTUALAPT VirtualAPT

Our robots capture data and film moving, 4K, 360° videos of physical spaces, which our technology and production teams bring to life online. We create immersive, interactive experiences that drive traffic and reduce selling cycles and inventories for real estate, hotel, tourism, retailer, and entertainment clients.

Category: VR, AR & 3D, Property Search & Marketing

teem by wework Teem by WeWork

Teem by WeWork is building the future of workplace experience. We provide the software platform that many of the world's most dynamic and forward-looking organizations improve the interaction between employees and their workplace, through meeting room scheduling, beacon and sensor technology integrations, and space utilization analytics and insights. We drive workplace productivity, efficiency and happiness for our incredible customers worldwide.

Category: Coworking & Pop Up, Asset Utilization



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