

Property Technology: Shaping the Future of Real Estate Investments





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All information and materials are for educational purposes only. All parties are encouraged to consult with their attorneys, accountants and financial advisors before entering into any type of investment.

Agenda

- 1 About Entrust & Self-Directed IRAs
- 2 Proptech vs. Fintech Comparison
- 3 Proptech Industry Analysis
- 4 Regional Market Analysis
- 5 Industry Unicorn Case Studies
- 6 Q&A Time

Meet Your Host

Bill Neville

Business Development Manager at The Entrust Group



10

Years at Entrust



Educating investors and professionals on tax-preferred retirement accounts



B.S. in Finance from Penn State University

About Entrust



\$4B

Assets Under
Administration



45k

Investors
Empowered



40+

Years in
Business



1

Point of
Contact

About Entrust



- Self-Directed IRA administrators
- Knowledgeable staff with CISP designations
- Nationwide offices
- In-person events and virtual webinars
- National Continuing Education program for other credentials
- Bi-annual IRA Academy

What is a Self-Directed IRA?



A retirement account in which the individual investor is in charge of making all investment decisions



Greater opportunity for asset diversification outside of traditional stocks, bonds, and mutual funds



All securities and investments are held in a retirement account administered by a regulated custodian or trustee



UGRO
Willness by Design

PropTech: The fast growing world of Property Tech

And what it means for real estate and for real estate investors

Grocapitus: Meet the Dream Team



Neal Bawa



CEO & Founder



ABOUT GROCAPITUS & NEAL

- ✓ Grocapitus owned / managed a portfolio of over \$550 Million
- ✓ Over 3,600 units of Multifamily, Self-Storage, Industrial and Student Housing, in 10 states
- ✓ Neal is a Nationally known Multifamily mentor and speaker
- ✓ About 5,000 investors attend Multifamily webinar series and hundreds attend Multifamily Boot camps each year
- ✓ Co-founder of the largest Multifamily Investing Meetup in the U.S. with 10,000+ members.



Anna Myers



Chief Operating Officer &
General Partner

Grocapitus: Experienced at Building High Demand Rental Properties



NOVA RTP1 TOWNHOMES

NEW CONSTRUCTION
MULTIFAMILY
46 UNITS
DURHAM, NC



UNIVERSITY OAKS

NEW CONSTRUCTION
MULTIFAMILY
16 PLEXES
HOUSTON, TX



PARK LANE HOUSTON

NEW CONSTRUCTION
MULTIFAMILY
56 UNITS
HOUSTON, TX



BOTANICA OAK HILLS

NEW CONSTRUCTION
MULTIFAMILY
96 UNITS
SAN ANTONIO, TX



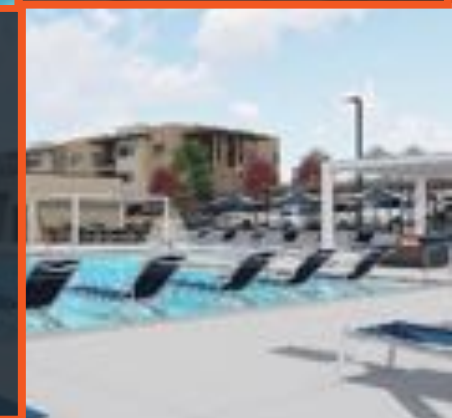
FALLS AT CRISMON COMMONS

NEW CONSTRUCTION
MULTIFAMILY
240 UNITS
MESA, AZ



COYOTE CREEK

NEW CONSTRUCTION
MULTIFAMILY
116 UNITS
ST GEORGE, UT



BOTANICA CHASE HILL

NEW CONSTRUCTION
MULTIFAMILY
72 UNITS
SAN ANTONIO, TX



MILL RACE PHASE 1A

NEW CONSTRUCTION
STUDENT HOUSING
210 UNITS
PROVO, UT



THE GRID - MAIN & DODGE

NEW CONSTRUCTION
STUDENT HOUSING
217 UNITS
BUFFALO, NY



AND MANY MORE...





COMPARISON: FINTECH VS PROPTech



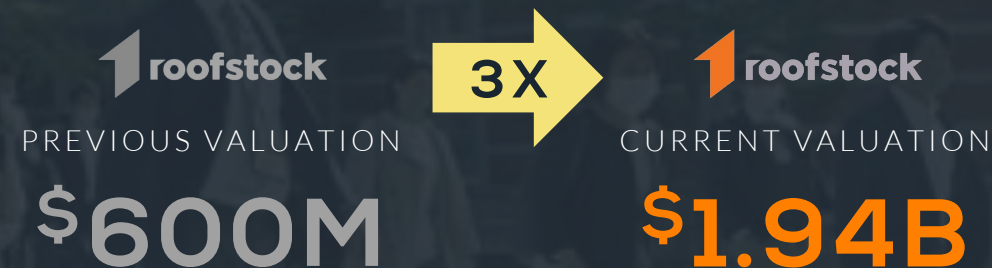
FINTECH



PROPTech

Tech Type	Financial Technology	Real Estate Technology
Outcome	Automated & Improved Financial Services	Revolutionize RE Markets
Examples	 CROWDSTREET CADRE  FUNDRISE	 roofstock COMPASS Opendoor  Zillow®

SOFTBANK JAPAN INVESTS \$365M IN ROOFSTOCK



Single-family rental units are proving a popular option for investment amid surging rents nationwide and more real estate investors snatching up homes. Over 18% of U.S. home sales were from real estate investors in the fourth quarter of 2021.

REDFIN

Sources: 1) BisNow, SoftBank Funnels Millions Into Fast-Growing Single-Family Rental Investment Platform, Mar 2022; 2) Crunchbase, SoftBank Vision Fund Portfolio Companies, 2022.

PROPTech: VENTURE FUNDING BREAK RECORDS

\$32B

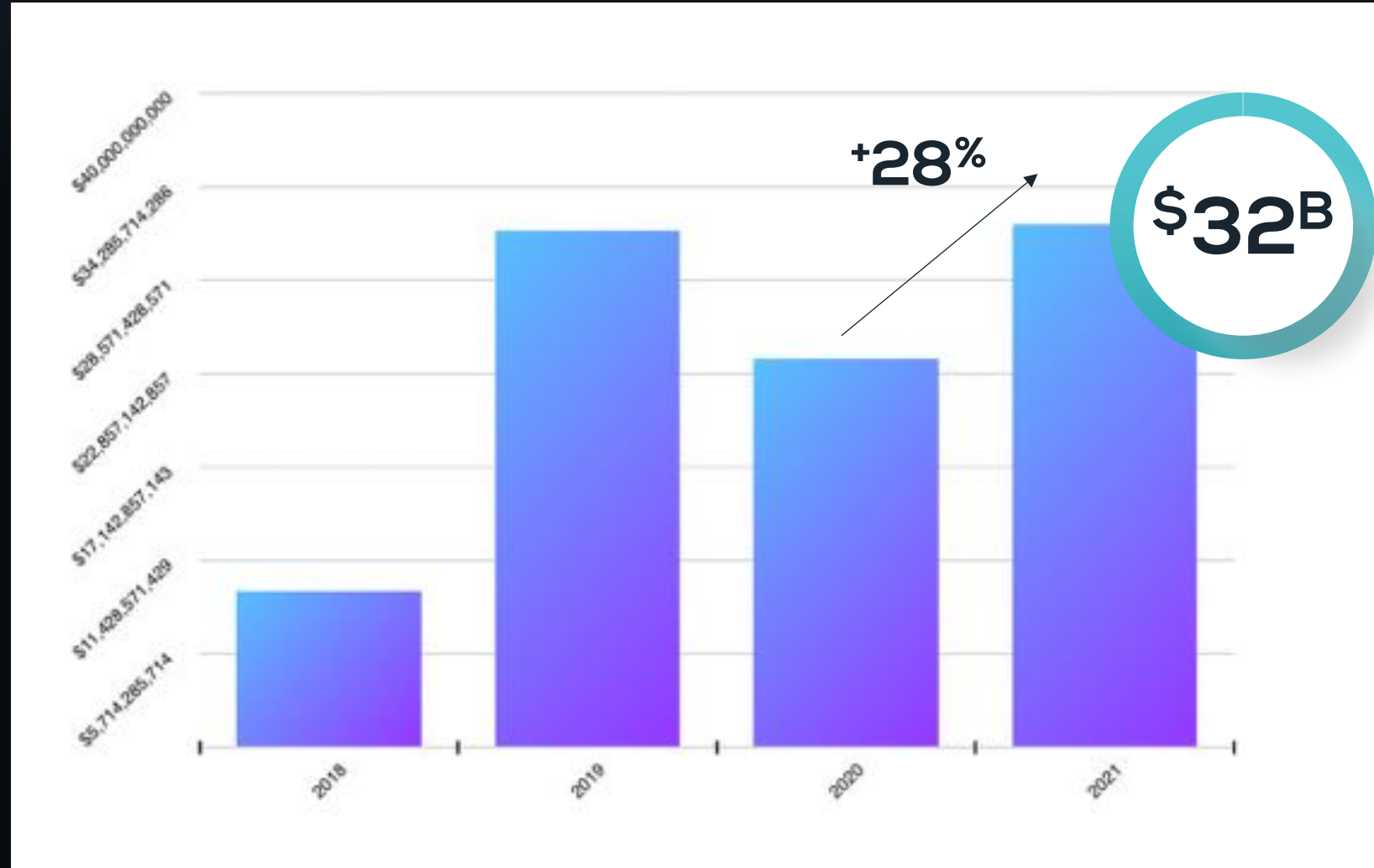
PROPTech INVESTMENTS
2021

49%

FUNDING WENT TO
RESIDENTIAL PROPTechs

+28%

VENTURE FUNDING
SINCE 2020



PROPTech: DISRUPTS THE REAL ESTATE INDUSTRY



Develop & Build



Search & Evaluate



Buy & Sell



Manage



Asset Utilization



PROPTech: A LOOK AT SOME 2021 DEALS

Pacaso®

- Unique co-ownership model
- "Launch to unicorn" in five months
- Six months after raising \$75 million, it raised \$125 million at a \$1.5B valuation

VALUATION
\$1.5^B



- Software platform for home service trades, raised \$500M in March and \$200M a few months later at a \$9.5B valuation and is now making plans to go public

VALUATION
\$9.5^B

HomeLight

- Streamlined homebuying company, raised \$100 million in a Series D raise that valued the company at \$1.6 billion

VALUATION
\$1.6^B

PROPTech: NOTABLE EXITS

PROCORE®

CONSTRUCTION TECH

\$635M

IPO RAISE

2002

FOUNDED

\$5B

IPO VALUATION

SmartRent

SMART HOME TECH

\$500M

IPO & PIPE

2017

FOUNDED

\$2.2B

MERGER WITH SPAC

LATCH

BUILDING SOFTWARE

\$453M

IPO

2014

FOUNDED

\$1.6B

MERGER WITH SPAC

@brivo®

BUILDING SECURITY

\$276M

IPO

1999

FOUNDED

\$808M

MERGER WITH SPAC



79.1%

PEOPLE WITHIN
1-MILE RADIUS
PREFER TO RENT
THAN BUY

#2

FASTEST
GROWING
COUNTY IN U.S.



Neal Bawa



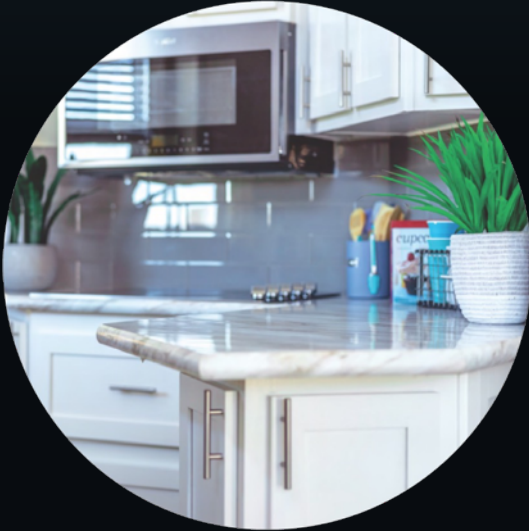
CASATA Micro Homes | San Marcos, TX

210 Units: Brand New Modular Tech-Enabled Micro Home Rental Community

Inspirational images. Subject to change

CASATA: CURATED LIFESTYLE EXPERIENCE

Uniquenesses Like No Other with Broad Market Acceptance



UNIQUE DESIGN

Modern, stylish, and eco-friendly micro homes with spacious & highly functional layouts



SEAMLESS TECH

Dedicated mobile app where residents can manage all needs and control their smart home



CURATED LIFESTYLE

Modern amenities such as food trucks, outdoor greenspace, art, music, events, and a beautiful common area

CASATA UNIT DESIGN

MODULAR & EXPANDABLE

DESIGN COST REDUCTION

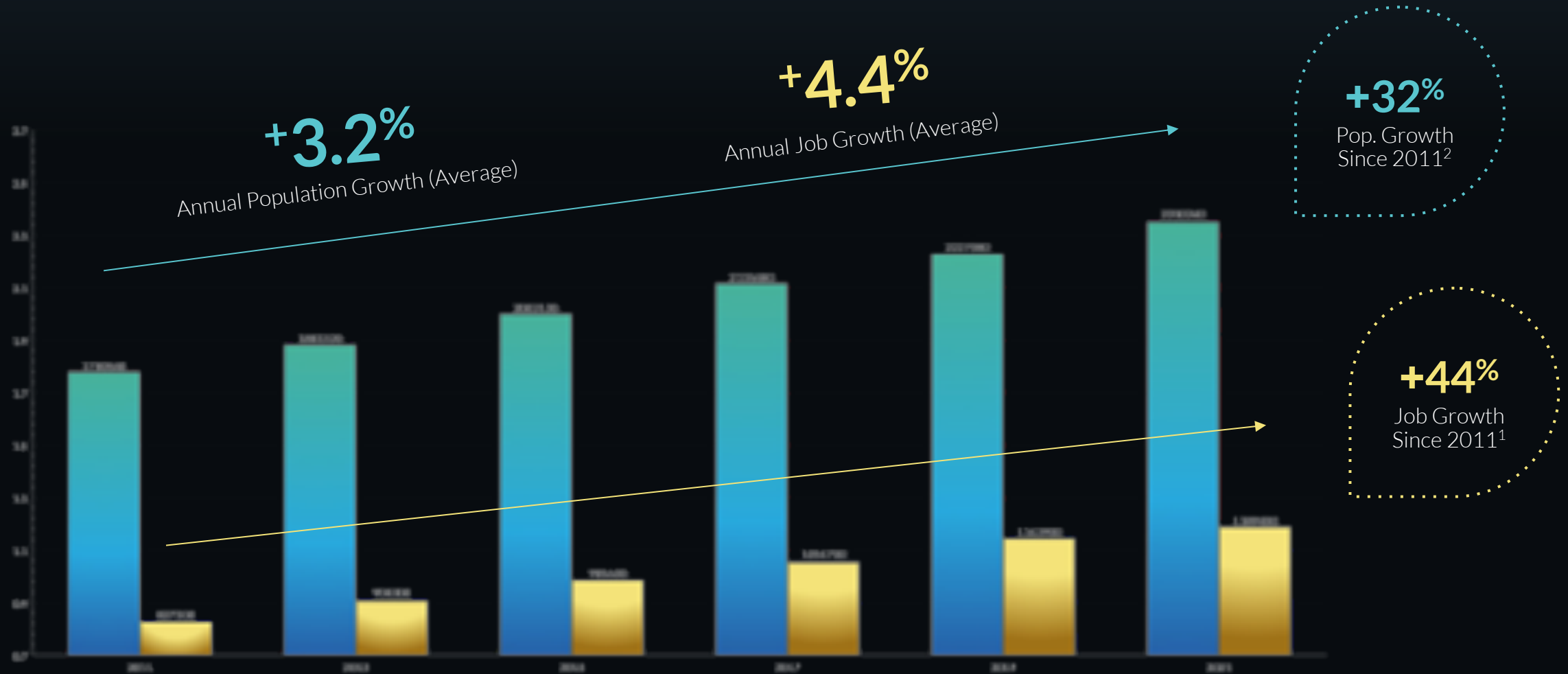
SHORTER DEVELOPMENT TIMEFRAME

ENERGY EFFICIENT



AUSTIN-ROUND ROCK-SAN MARCOS: BOOMING MSA

Since 2011, Austin MSA's Population and Employment Has Grown 32% and 44% Respectively!



AUSTIN: ACCELERATED ECONOMIC GROWTH

Unique Business Climate: High Rankings for Talent Attraction, Recruitment & Retention

#2

BEST PERFORMING METRO
JOB LOSSES DURING PANDEMIC
U.S. BUREAU OF LABOR STATISTICS 2021

+23%

RENT GROWTH

As of Q3 2021

-2.2%

VACANCY
IMPROVEMENT

Year to date, Q3 2021

#1

BEST POSITIONED FOR
ROBUST GROWTH

- Economic Innovation Group

#1

CITY MOST RECOVERED
FROM THE PANDEMIC

- Economic Innovation Group

#1

BEST STATE CAPITAL
TO LIVE IN

- WalletHub

#1

HOTTEST BIG CITY
LABOR MARKET

Wall Street Journal

#1

PREFERRED MARKET
FOR INVESTMENTS

- CBRE Survey

#1

FASTEST-GROWING
METRO IN THE U.S.

- Business Facilities

#1

BEST GLOBAL CITY
FOR REAL ESTATE

- AFIRE

Top 10

COMMERCIAL REAL ESTATE
MARKET IN U.S.

- NAR, 2021

SAN MARCOS: MOST AFFORDABLE CITY IN AUSTIN MSA

Zumper Austin Metro Area Report: Ranks San Marcos #1 Highest Monthly Rental Growth Rate

+22%

SAN MARCOS RENT GROWTH

San Marcos rent growth is comparable to Austin rent growth of 23%

+5.1%

HIGHEST MONTHLY RENT GROWTH

San Marcos had the largest monthly rental growth rate in December 2021 for 2-bedrooms & 4.7% for 1-bedroom

34.8%

CHEAPER RENTS THAN AUSTIN

San Marcos ranked as the least expensive city with one-bedrooms priced 34.8% cheaper at \$1,120

MORE THAN
9X

Faster Population
& Job Growth
than Nation


Exceptional
A+ Rated City
Ranking Better
than 99% of U.S.

(A9EA1B6E2)



Generational
Wealth Creation

EQUINOX
TOWNHOMES
NEW BRAUNFELS

 grocapitus

Neal Bawa
Anna Myers

Equinox Townhomes | New Braunfels, TX

111 Units: Brand New Class A Turnkey Multiplex Investment Opportunity

Inspirational Images. Subject to change.

Aerial Overview & Surrounds



Inspirational images. Subject to change.

Ground / Upper-Level View





INTEREST RATE PROTECTION PROGRAM

Invest without stress related to interest rate hikes

FEATURED INVESTMENT

EQUINOX TOWNHOMES



Attend a Group Presentation:

PEGGY BOHANAN

grocipitus.com/buyer-group-call

FEATURED INVESTMENT

CASATA MICRO HOMES AUSTIN-SAN MARCOS



Attend a Group Presentation:

ANDREW LAPERRE

grocipitus.com/andrew

UNICORNS: THE GLOBAL \$1B CLUB IS GROWING

Global Unicorn Count: Companies Valued at Over \$3 Trillion Collectively

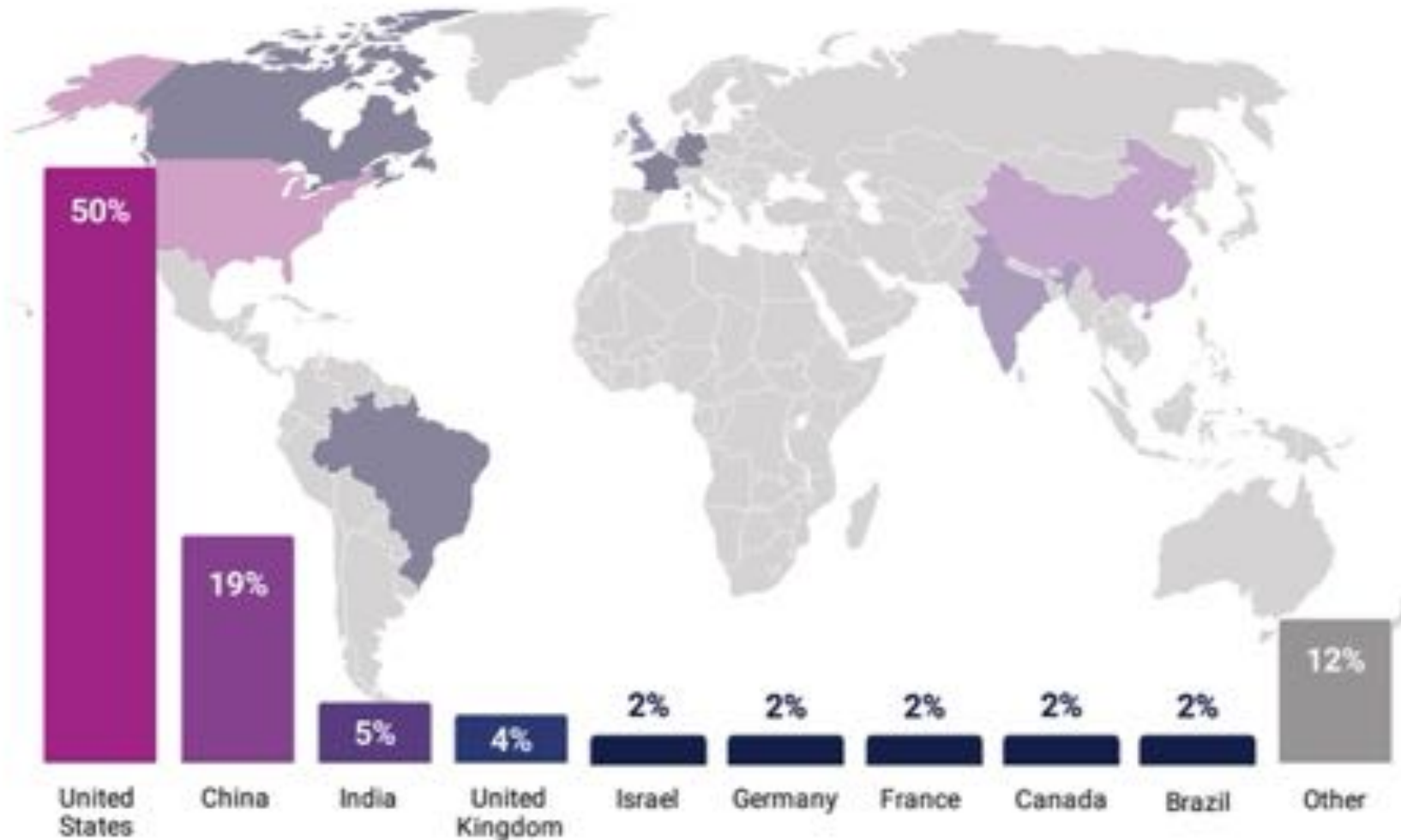


Sources: 1) Crunchbase, The World's Unicorns Are Now Valued At \$3T, July 2021; 2) CB Insights, State of Venture, 2021.

AT FEB 2022, TOTAL NUMBER OF UNICORNS STANDS AT 1,148 COMPANIES

UNICORNS: US TAKES THE GLOBAL LEAD

Percentage Share of Total Unicorns by Country



Source: CB Insights, The Unicorn Report, Sep 2021.

PUBLIC LISTINGS & SPAC EXITS: COMMONPLACE

\$1B+ Deals Boom: Driven By Elevated Transaction Multiples, Trillions on Corporate Balance Sheets & Record Dry Powder

PUBLIC LISTING MEGA-EXIT ACTIVITY



SPAC MEGA-EXIT ACTIVITY



MEGA DEALS & EXITS: BECOMING COMMONPLACE

\$1B+ Deals Boom: Driven By Elevated Transaction Multiples, Trillions on Corporate Balance Sheets & Record Dry Powder

PRIVATE EQUITY MEGA-DEAL ACTIVITY



PRIVATE EQUITY MEGA-EXIT ACTIVITY



CORPORATE ACQUISITIONS: COMMONPLACE

\$1B+ Deals Boom: Driven By Elevated Transaction Multiples, Trillions on Corporate Balance Sheets & Record Dry Powder

PRIVATE EQUITY CORPORATE ACQUISITION MEGA-EXIT ACTIVITY



Healthy Homes

Homebuyers are willing to invest more in spaces that enhance their well-being, with a focus on healthy home features such as the quality of air, water and light.

76%

believe that their homes
are harming their health
& well-being



66%

believe the right housing
could cut their annual medical
costs by as much as 40%

83%

of people are willing to pay more for a healthier home

...And The Demand Is Just Beginning

INTRODUCING **THE WORLD'S FIRST HOME WELLNESS INTELLIGENCE PLATFORM**



WELLNESS INTEGRATIONS

INTEGRATED WELLNESS SOLUTIONS FOR RESIDENTIAL SPACES

DelosTM
Innovate Well



Advanced Air Purification

The high efficiency air purification system effectively reduces air pollutants such as particulate matter and volatile organic compounds. This system operates via a three stage filtration process that includes a pre-filter, HEPA/MERV 16 filter and a high capacity activated carbon filter.



Point of Entry Water Filtration

In order to mitigate the risks of poor water quality, best-in-class water filtration is utilized to help achieve nationally-recognized water quality standards for inorganic, organic and biological contaminants. The premium filtration targets chlorine taste & odor, particulates, lead, cysts and select VOCs to provide consistent high-quality water.



Indoor Air Quality Monitoring

Indoor air quality can be 2-5 times worse than outdoor air quality. The IAQ sensor monitors indoor air including PM2.5, CO2, TvOCs and temperature. The visual display allows access to indoor air quality readings at all times.



Delos[™]
Innovate Well

MAYO
CLINIC



FOUNDED AS A DELOS AND MAYO CLINIC COLLABORATION:
THE WELL LIVING LAB

Delos and Mayo Clinic collaborated to create the Well Living Lab[™] in order to study the impact of indoor environments on our health and well-being.

The Well Living Lab is the first scientific research center that uses exclusively human-centered research to understand the interaction between health and well-being and indoor environments. A second branch of the Well Living Lab will open in Beijing, China in 2021.

The Lab's unique data and building infrastructure enables human-study research in the 5,500 square-foot laboratory in Rochester Minnesota, and soon, anywhere in the world with an internet connection, using a cloud-based, secure system.

THE INTERNATIONAL WELL BUILDING INSTITUTE (IWBI):
A public benefit corporation whose mission is to improve human health and well-being in buildings and communities across the world through its WELL Building Standard (WELL)



THE WELL BUILDING STANDARD:

- Is about creating healthier, more productive spaces for people.
- Provides a performance-based framework to measure and evaluate buildings on their impact on the people within.
- Positions design and building operations as an agent of public health.
- Measures, certifies, and monitors building features that impact health and well-being.

*Includes WELL Certified, WELL PreCertified and WELL registered projects. As of August 26, 2023

Inspired by the tremendous strides made by the sustainability movement, Delos pioneered the concept of Wellness Real Estate:



30,000
WELL PROJECTS*

2.77B
SQUARE FEET

98
COUNTRIES

19,254
WELL APs
(98% OF COUNTRIES)

DelosTM
Innovate Well

DELOS IS ANCHORED BY A DIVERSE SET OF GLOBAL CLIENTS





Case Studies: Are these Unicorns worth the \$\$\$

Let's look at the Revenue & Profit of some Wall Street Darlings

CASE STUDY: CROWDSTREET

Provider of online commercial real estate investment offerings & technology connecting investors with CRE firms.



DEAL-BY-DEAL



Minimum Investment

POTENTIAL VALUATION

\$3B

AVERAGE RAISE

\$7M

TOTAL DEALS

600+

EQUITY RAISED, LAST 12 MO.

\$1.2B

ACTUAL REVENUE VS CAPITAL RAISED

2-3%

AVERAGE IRR

18.5%

COMPARISONS: SO, HOW MUCH MONEY DO THEY MAKE?



VALUATION

\$3B

2021 REVENUE EQUIVALENT

~~**\$1.2B**~~

ACTUAL REVENUE (EDUCATED GUESS)

\$36M

A large, thick green curved arrow pointing from the right towards the left, spanning the width of the three columns above it.

VALUATION IS 80X OF REVENUE

CASE STUDY: ROOFSTOCK

Founded in 2015, Roofstock is a digitally-enabled marketplace for investing in leased single-family rental homes



OWNERSHIP PER SHARE



Minimum Investment

VALUATION

\$1.94B

TRANSACTION VOLUME / REV.
EQUIV LAST YEAR / ALL TIME

\$3B* / \$5B

ASSETS UNDER MANAGEMENT

15K

FUNDING TO DATE

\$372M

REVENUE SOURCES

3% of sale price

REVENUE LAST YEAR (GUESSTIMATE)

\$90M

**Assuming that 60% lifetime revenue came in 2021.*

COMPARISONS: SO, WHAT IS A REVENUE EQUIVALENT?



VALUATION

\$2B

2021 REVENUE EQUIVALENT

~~**\$3B**~~

ACTUAL REVENUE (EDUCATED GUESS)

\$90M

22X
(74X of profit)

What's Next?



Upcoming Webinar: *How to Avoid IRA Fraud*

➡ Register today & join us June 22!



Want to learn something new?

➡ Let us know in the survey as you leave



Need more information on SDIRAs?

➡ Visit our website and Learning Center



Follow us on social media for updates



Time for Questions



Stay Connected



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Neal Bawa



CEO
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“

Learning gives CREATIVITY

Creativity leads to THINKING

Thinking provides KNOWLEDGE

Knowledge makes you **GREAT**

- Abdul Kalam

