



Protected and Connected: The xDTM Standard and Real Estate

Heather Petersen, Executive Director
April 20, 2016



Setting the Stage

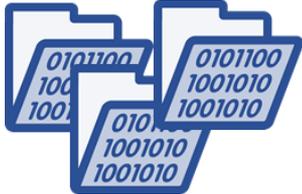
Technology is Liberating Information



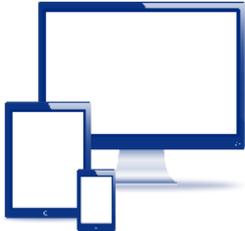
On Premise → **Cloud**



Paper → **Digital**



One Device → **Any Device**





THEN





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with the most complete source of homes for sale

For Sale For Rent Recently Sold All Homes

Address, City, Zip, Neighborhood

Search

House Talk™ is here! The place to be for all things home.

SEND A DOCUMENT: 525 South Virgil - Los Angeles

RECIPIENTS: Ann Evans, Jack Evans, Sally Stevens

FIELDS: Signature, Initial, Date Signed, Text, Name, Company, Title, Email, Checkbox, Radio Button, Drop Down, Attachment, Note

71 GENERAL PROVISIONS:
 72 This listing is an exclusive listing and Broker is granted the absolute, sole, and exclusive right to market the property for sale.
 73 Seller authorizes Broker to pay any expense incurred in marketing the property from any forfeited earnest money.
 74 any remaining earnest money between Seller and Broker equally, provided that the amount paid Broker shall not exceed the agreed commission. The information on this form is from the Seller and assumed to be correct. Broker does not guarantee its accuracy.
 75 Seller authorizes Broker to assemble or produce marketing information as the Broker deems necessary and appropriate including interior and exterior photographs, video, or similar materials. Seller further authorizes Broker to disseminate marketing information and materials through whatever sources the Broker deems appropriate including, but not limited to, multiple listing services, computer data bases, internet sites, magazines or other publications. Seller authorizes Broker to accept the assistance and cooperation of other brokers. Seller authorizes Broker to place a lock box on the property for use in connection with marketing the property pursuant to this listing. Seller authorizes Broker, Cooperating Broker, and accompanied customers to enter any part of the property at any reasonable time to show same. Seller also authorizes Broker to disseminate sold data on the property.
 76 In case either party engages an attorney's services in regard to this contract, or in case of suit or action on this contract, the prevailing party shall recover collection costs, court costs, and reasonable attorney's fees. SELLER HEREBY AUTHORIZES LENDER, ESCROW AGENT, AND UTILITY COMPANIES TO DISCLOSE TO BROKER ANY DOCUMENTS HELD BY ESCROW AGENT, THE CURRENT STATUS ON THE TERMS OF THE LOAN, AND/OR THE MONTHLY BILLS. The Civil Rights laws of the United States prohibit housing discrimination on the basis of race, religion, sex, national origin, color, handicap, or familial status. All parties to this contract shall deal in a free and open manner according to said law. SELLER CERTIFIES THAT SELLER HAS READ, UNDERSTOOD, AND RECEIVED A SIGNED COPY OF THIS CONTRACT. SELLER FURTHER CERTIFIES THAT IT HAS BEEN CALLED TO SELLER'S ATTENTION AND SELLER UNDERSTANDS THAT IF SELLER CONVEYS HIS/HER INTEREST IN THE PROPERTY DURING THE TERM OF THIS LISTING OR IF SELLER REVOKES THE UNDERSIGNED BROKERS EXCLUSIVE RIGHT TO SELL, SELLER WILL PAY THE ABOVE STATED COMMISSION.

94
 95 ABC Realty
 96 Listing Firm
 97 Signature of Seller
 98 Date
 99 Date Signed
 100 Signature of Broker
 101 Date
 102 Signature of Listing Salesperson
 103 Sally Stevens
 104 Signature of Listing Salesperson
 105 Sally Stevens
 106 Date
 107 Address
 108 Phone Number
 109 Phone Number
 110
 111 Jack Evans, Ann Evans
 112 Seller's Name
 (Optional) Seller's U.S. Number

NOW

My Forms

TRANSACTIONS TEMPLATES CONTACTS HELP

Back Followup Save Email Print Transaction Info FastFill Save as PDF Highlight Strikout M.L.S. Connect e-Sign More

STANDARD LISTING CONTRACT Exclusive Right to Sell

1 THIS IS INTENDED TO BE A LEGALLY BINDING CONTRACT. IF NOT UNDERSTOOD OWNER IS ADVISED TO SEEK THE ADVICE OF COMPETENT LEGAL COUNSEL.

2

3 PARTIES: John Evans, Mary Evans
 4 Seller(s) ABC Realty
 5 Listing Firm

6 LENGTH OF LISTING: This agreement begins on (date) January 1, 2000 and expires at midnight
 7 on (date) March 31, 2015 but Seller further allows a Broker a reasonable time thereafter to close any
 8 transaction on which earnest money is deposited.

9 PRICE & TERMS: Listing Price Ninety-Nine Thousand Nine Hundred
 10 (\$ 99,900.00)
 11 Terms
 12
 13

14 PROPERTY: Legal Description The property located on parcel 123 in Chicago, IL.
 15
 16 Commonly known as 3105 ROGERS
 17 City of SPRING VALLEY, County of San Diego, ST CA, Zip 91877-
 18 The following items are to be left upon the premises as part of the property purchased; electrical, plumbing, and heating fixtures,
 19 wood stoves, built-in appliances, screens, storm doors, storm windows, curtain rods, and hardware, attached floor coverage,
 20 air conditioning, air cooler or conditioner, garage door openers and controls, attached fireplace equipment, mailbox, trees, shrubs,
 21 all fixtures except:
 22

23 Following personal property is also included as part of the property offered for sale for said price:

Dashboard Inbox My Docs Transactions Network Admin My Account

Sally Stevens
 Real Estate Agent
 630-568-6005
 sally.stevens@cartavi.com

WILLIAMS

DETAILS TASKS DOCUMENTS PEOPLE ENVELOPES

Document Finder Name (A-Z)

GENERAL (4)

TRANSACTION DOCS (11)

Buy - Sell Agreement (7 Page) 4/14/2015
 HOA - Rules and Regulations 4/14/2015
 Home Inspection Report 9/16/2015
 Inspection Report Reply 4/14/2015
 Lead-Based Paint Disclosure 4/14/2015



Benefits





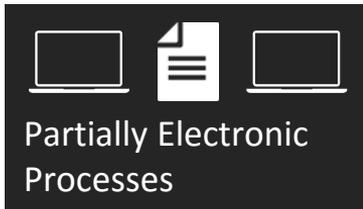
Challenges



Typical Agent Uses 33 Tools on Average



The Last Mile in Real Estate Transactions – Digital Transaction Management



- How important documents are transmitted, signed, and stored
- Removes transaction friction
- Involves people, data, documents
- Inside and outside the firewall
- Delivers end-to-end digital transactions
- Is trusted and secure

DTM Provides a Better Experience & ROI, but....



Is It Safe?



Is It Private?



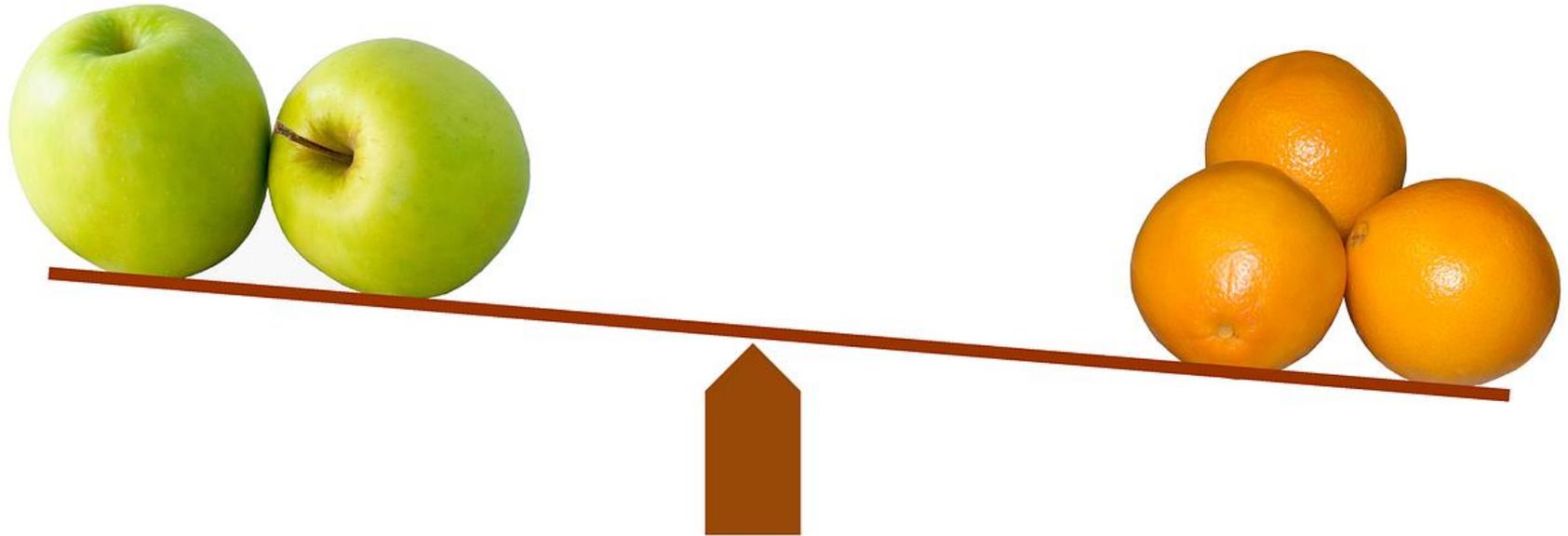
Stand Up in Court?



Will It Work?

... Can We Trust It?

Difficult to Compare DTM Providers



xDTM Standard Overview

The xDTM Standard

The Transaction Management Standard for an Open Digital World seeks to:

- Improve the quality of digital transactions
- Ensure transactions are protected yet accessible
- Reduce risk

The xDTM Standard, Version 1.0

Helps organizations leverage the speed, efficiency, and convenience of DTM to conduct all-digital transactions without the risks of non-compliant technologies



Security



Assurance



Privacy



Validity



Availability



Scalability



Universality



Interoperability

Protected

Connected

xDTM

Non-Profit Association with Independent Governing Board

 Stanford Hospital & Clinics	 NIST	 FedEx	 Hewlett Packard Enterprise	 Lucile Packard Children's Hospital Stanford	 NBCUniversal
CIO	Former Director	President FedEx Office, CIO	CISO	Chief Medical Information Officer	CISO
 Buckley Sandler LLP	 PURDUE UNIVERSITY	 intel	 DocuSign	 MANDIANT	 SECURITY Innovation Network
Partner	VP IT & System CIO	Vice President	CRO	Founder	Chairman
 VISA	 RISKIQ	 Microsoft	 Lookout	 UNITED STATES POSTAL SERVICE	 BROWN-FORMAN
Senior Vice President	Vice President	CISO	CTO/Founder	CIO	CISO

xDTM Today

xDTM Standard Version 1.0 Launched in March

- First standard for digital transaction management
- xDTM Standard available at xdtm.org
- Request for comments now open

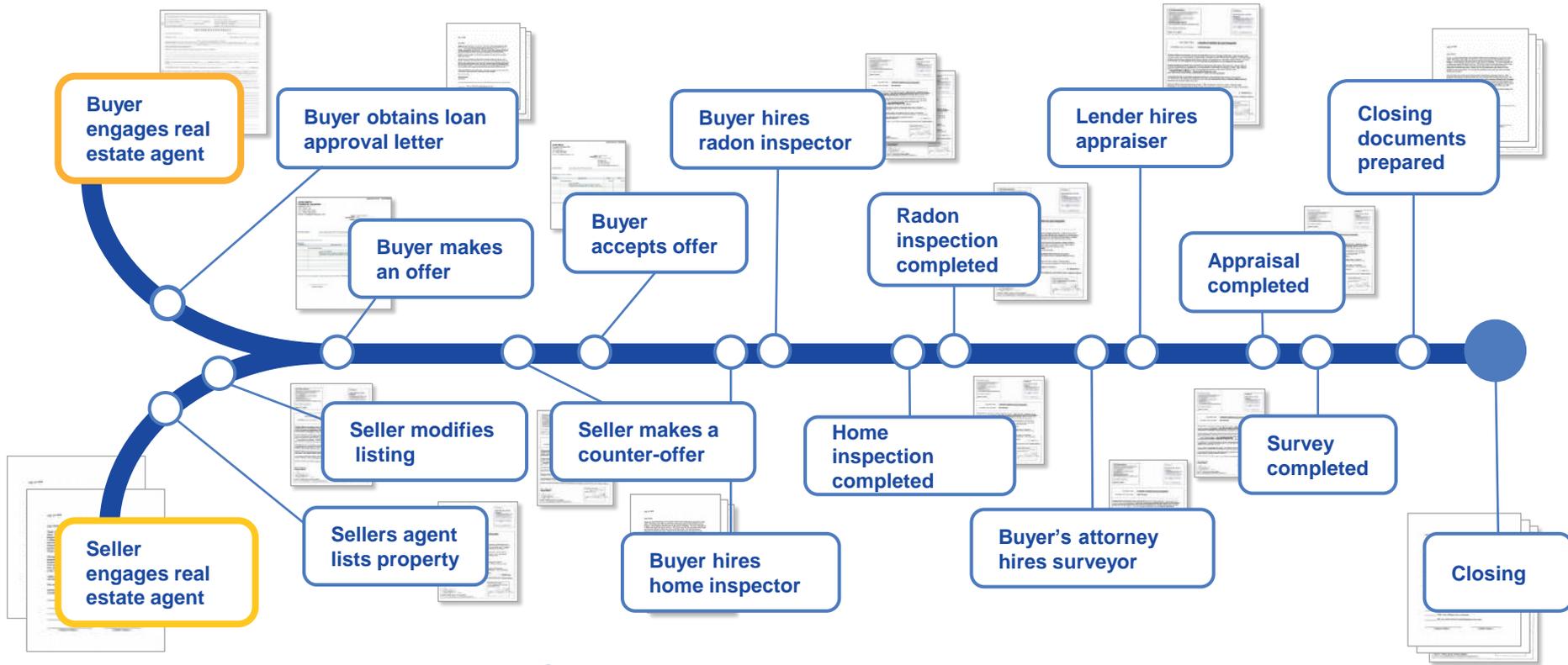
Future Focus Areas

- Incorporate input from interested parties
- Grow the international community
- Explore development of Integration Standard



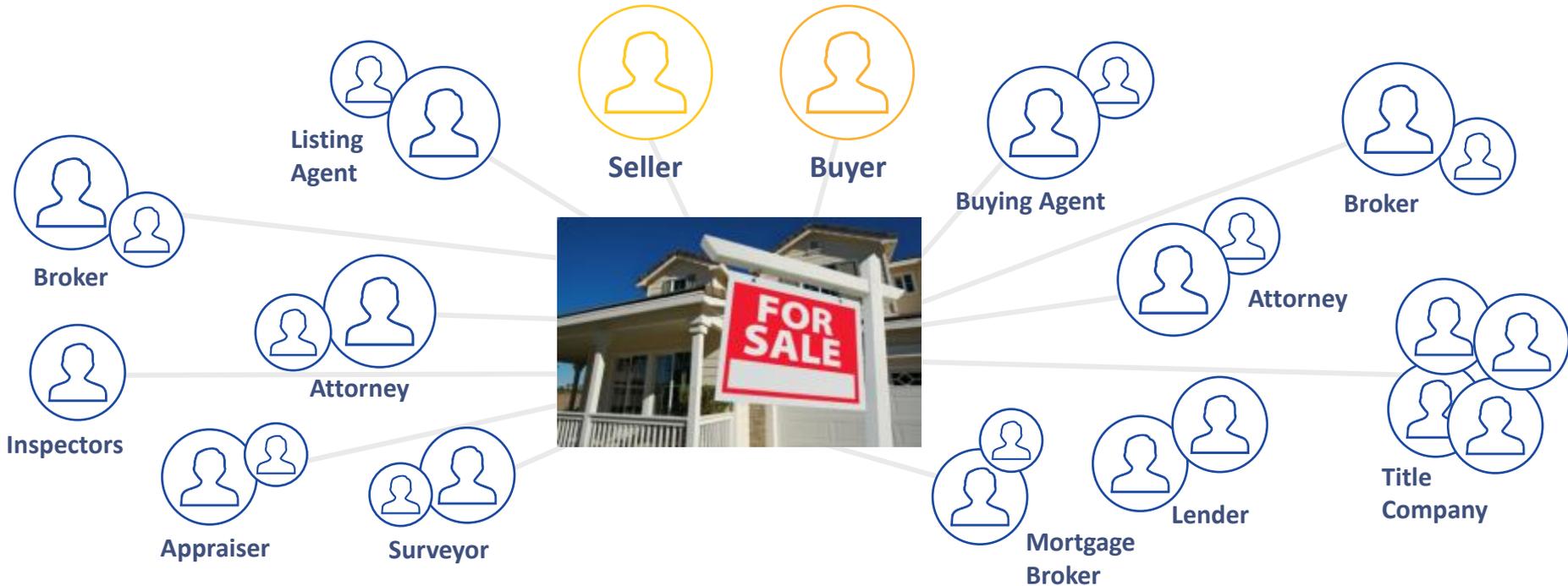
xDTM and Real Estate

Process and Document Complexity in Real Estate



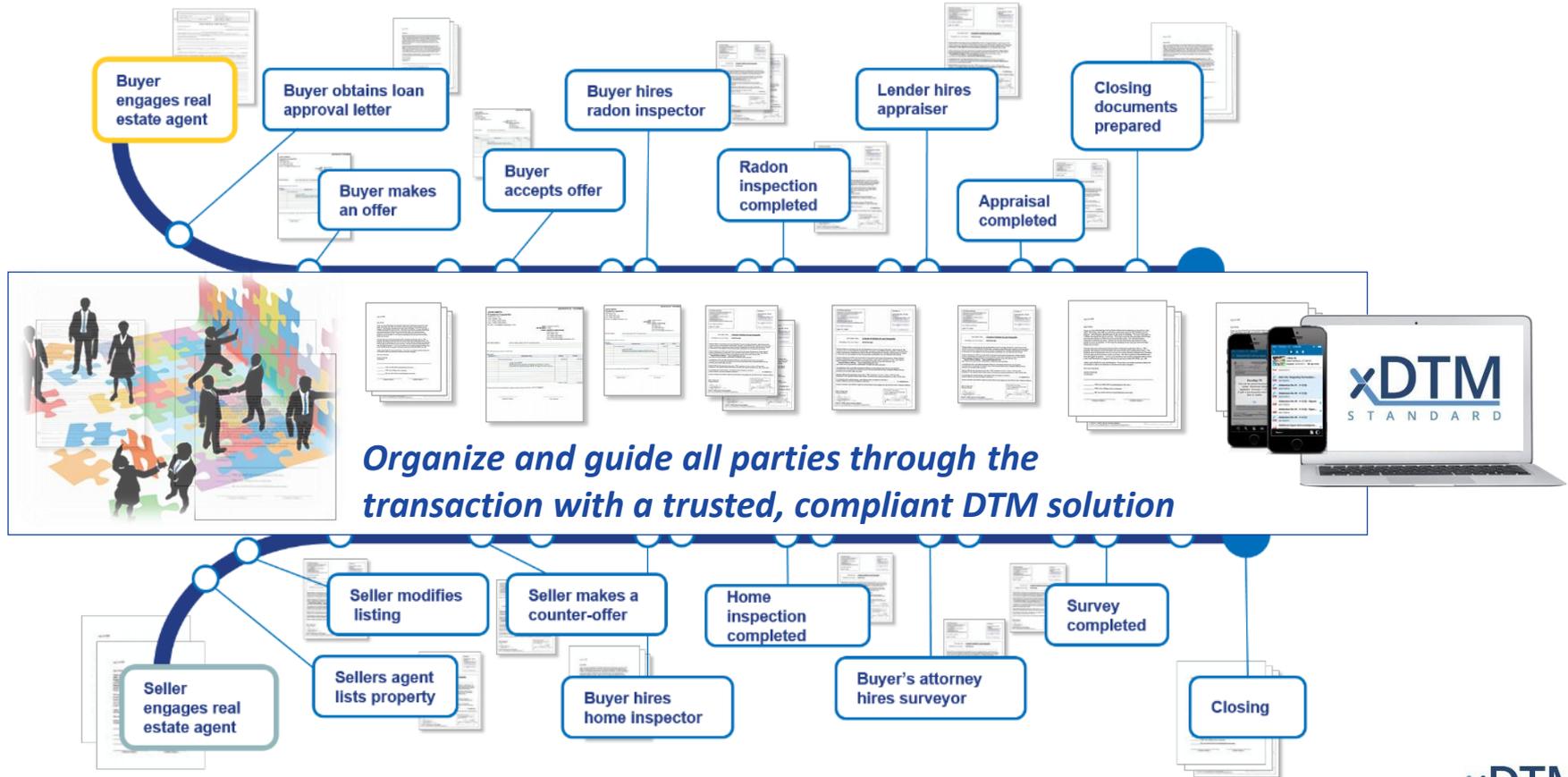
The process of buying and selling real estate is document intensive

Interactions Among Multiple Parties



Over a dozen people from at least 10 different companies participate in every transaction; with the participants changing on each transaction

xDTM: Assurance of Secure and Accessible Digital Transactions



xDTM: Assurance, Efficiency and Transparency for Real Estate



Real Estate Industry

- Clearly defines customer data privacy and control
- Incorporates comprehensive security measures
- Assures consistency and quality in transactions
- Provides requirements for integrating with third-party apps and tools



Customers

- Provides peace of mind
 - Documents are secure
 - Documents are accessible

The xDTM Standard, Version 1.0



Security



Assurance



Privacy



Validity



Availability



Scalability



Universality



Interoperability

Protected

Connected



The logo features the text 'xDTM' in a large, bold, white sans-serif font. The 'x' is stylized with a diagonal line through it. Below 'xDTM' is a thick white horizontal line that starts under the 'x' and extends to the right. Below this line, the word 'STANDARD' is written in a smaller, white, spaced-out sans-serif font.

xDTM
STANDARD