

Blockchain for Real Estate

Real Estate Consortia

CA BRE 01908507 NMLS 1286612

Teresa Grobecker teresa@reconsortia.com 415.259.7232

Summary: Real Estate Just Got Social!

Real Estate Consortia is a property's digital identity.

Just like people have social media, real estate has relationships and a story to tell. The Real Estate Consortia patent-pending title token tracks referrals between Realtors, bank loans, home additions and incidents that increase (or decrease) property valuation. The more info that's shared, the higher the property's value and more marketable the property is!

Real Estate Consortia Title Token

- Real Estate Consortia has developed a proprietary platform and patent-pending blockchain token to be assigned to every property in the United States
- Created by a San Francisco Broker Realtor for Realtors
- Title token provides owners with property title updates, deed info, mortgage rates
- Go to Market for free to Realtors who control 94% of consumers
- The reC title token is a value-add relationship management tool
- ReC is partnered with a real-tech company that has 450,000 agents for rapid token distribution
- Buyers access off-market inventory through the title token homeowners and Realtors

TAM: Market Size

US real estate is largest market in the world:

- ✓ \$36T residential and commercial valuation
 - ✓ \$30T residential, \$6T commercial
- ✓ \$70B residential real estate commissions 2017
- ✓ \$9B annual real estate agent marketing budget
- ✓ \$9.9T current mortgage debt

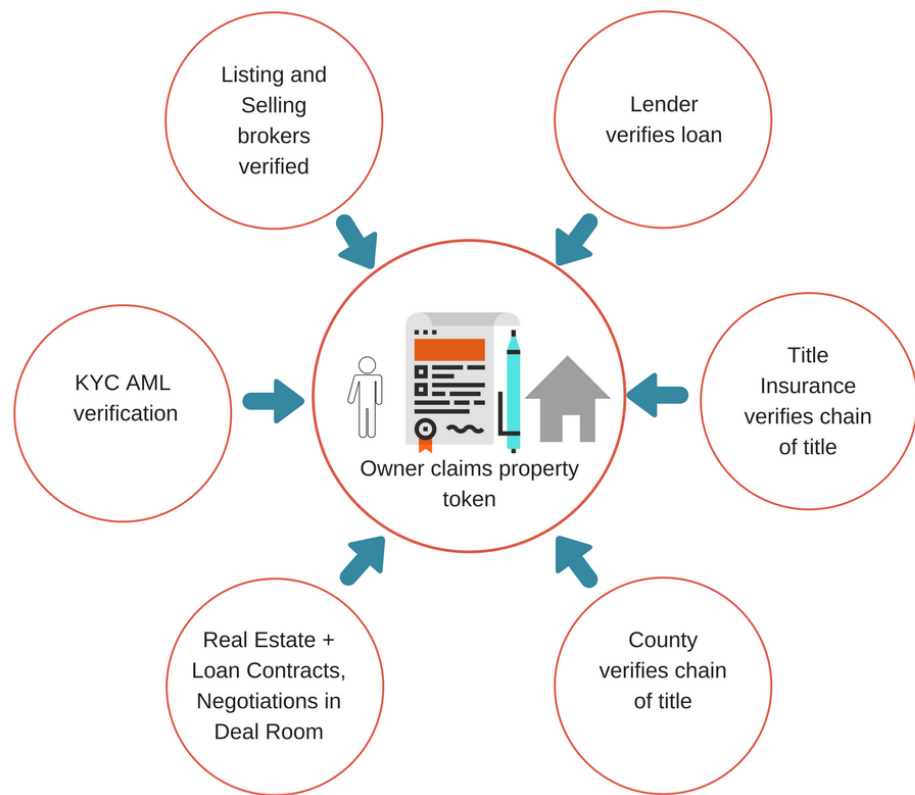
Constituents

Stakeholder	Market Size US	Current Problems	Unique Value Proposition
Property Owners (Residential)	77,200,000	<ul style="list-style-type: none"> ❑ Homeowners don't have a method of tracking title history ❑ Sellers want to "test the market" without full listing ❑ Sellers need to save money on their monthly payments or tap liquidity 	<ul style="list-style-type: none"> ✓ Track title changes ✓ Receive offers without full listing ✓ Receive competitive refinance rates
Buyers	6,122,000 (2017)	<ul style="list-style-type: none"> ❑ Buyers want off-market pocket listings in competitive MSAs ❑ Housing shortage will push buyers into more clever methods of finding inventory 	<ul style="list-style-type: none"> ✓ Make quiet offers on pocket listings ✓ Avoid bidding wars in competitive
Agents	2,000,000	<ul style="list-style-type: none"> ❑ Cyclical bear market conditions: real estate sales are trending down so agents will be evaluating marketing budgets ❑ Current marketing systems are too expensive to be sustainable ❑ Agents will opt for a more affordable marketing system 	<ul style="list-style-type: none"> ✓ Re-engage with homeowners during the 7-year dormant sales cycle ✓ Provide meaningful content for relationship CRM ✓ Spend less up-front marketing budget
Realtor subset	1,334,6688		
Brokerage firms	86,004	<ul style="list-style-type: none"> ❑ Real estate brokers need to track referral fees (-30% revenue loss) ❑ Brokers don't have a way to meaningfully engage with previous brokerage clients when agents turnover every four years 	<ul style="list-style-type: none"> ✓ Track referral income ✓ Revive homeowner client relationships when agents transfer or retire
Lenders: Mortgages Originated	8,442,623 (2016)	<ul style="list-style-type: none"> ❑ Lenders need buyer mortgage leads ❑ As interest rates reset higher, more loans will default ❑ Lenders will need to move distressed assets more quickly 	<ul style="list-style-type: none"> ✓ Mortgage lenders get hot leads from real buyers ✓ reC verifies assets, income, true cost of living ratio ✓ Lenders access experienced distressed sale agents to quickly move inventory
Escrows Settlement, Title, Attorneys, Banks	Varies	<ul style="list-style-type: none"> ❑ Wire fraud ballooned from \$19M in 2016 to \$1B in 2017 ❑ With fewer transactions, escrow settlement agents will compete for broker business and will join the system that helps brokers capture referral revenue 	<ul style="list-style-type: none"> ✓ Settlement service providers securely send wire instructions ✓ Escrow can check payouts based on property address
Counties	3,007	<ul style="list-style-type: none"> ❑ Counties want blockchain but have limited resources and talent 	<ul style="list-style-type: none"> ✓ Counties can access and store data in the reC platform

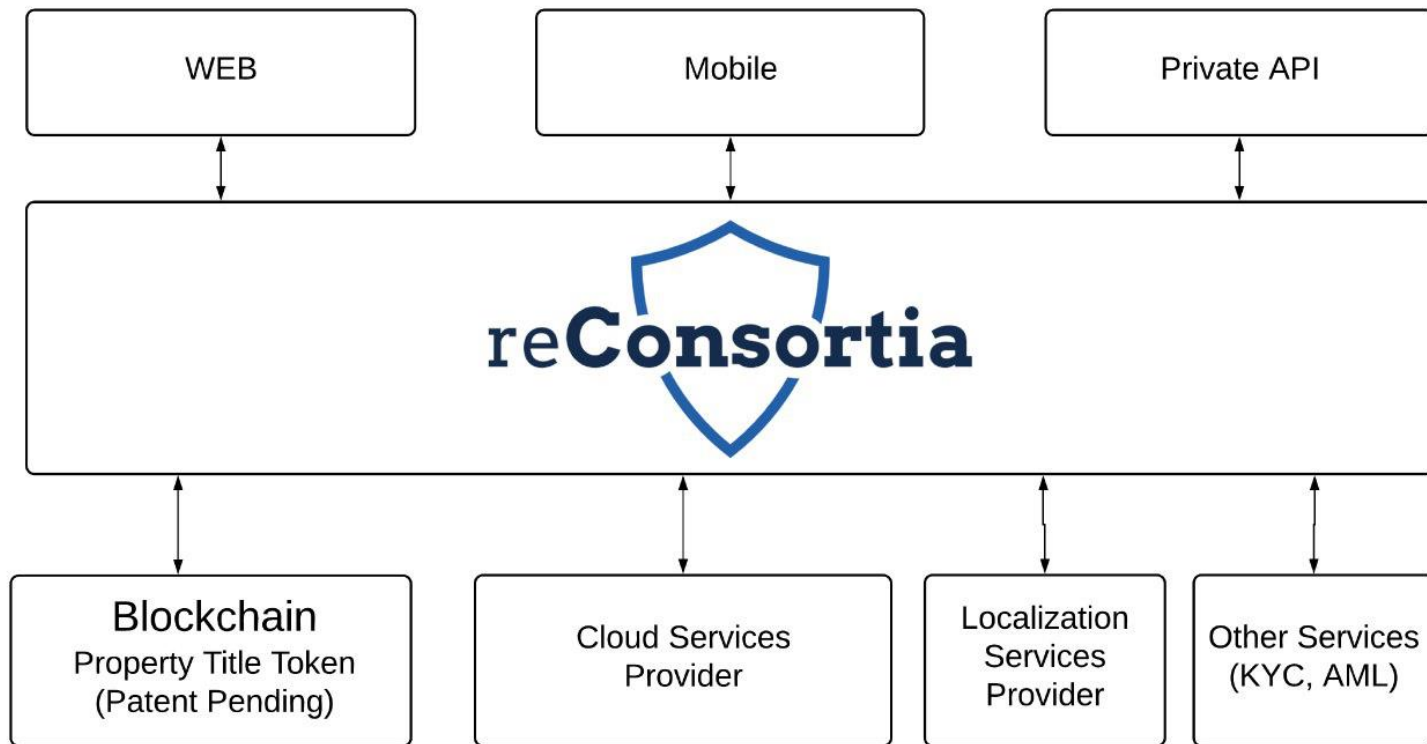
Competition

Company	Description	Strength	Distribution	Geography	Stage
HomeTitleLock.com	Home title updates, Doesn't verify ownership	First to market	Direct to consumer	United states	Live
Ubiquity.io	Land records and title	Title, BC	E-recording, title, municipalities	Brazil	V1.0 Beta
Propy	International Sales, Payments, MLS Replacement	ICO raise complete, land registry	One-off deals, Trial with Vermont	SF, London, LA, Moscow	Beta testing
TellusTitle	Geocoded, 3D BC, Title on BC	Escrow, Backup and Storage, Title information assistance	n/a	n/a	Whitepaper
HM Land Registry & Digital Street	BC Land registry	Government endorsed	Municipalities	UK	Research
Miscellaneous Investment funds	Fragmented real estate ownership	Tokenizing real estate investments	Exchanges, ICO, non- US markets	US and other MSAs	Varies from concept, pre ICO to proof of concept

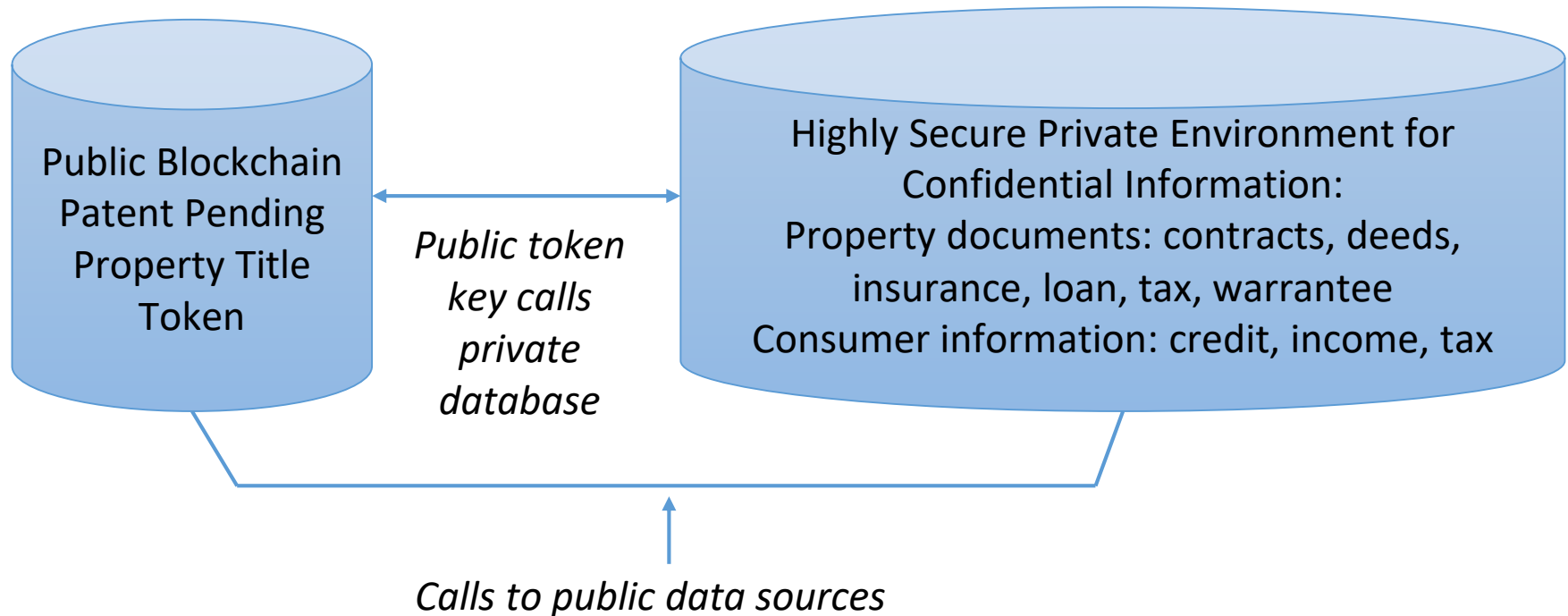
The Product: Property Token + Decentralized Ledger



How It Works: System Architecture



How It Works: System Architecture



Title Token in Action:

1. Creating a Title Token
2. Connect with Agent



Sarah Williams

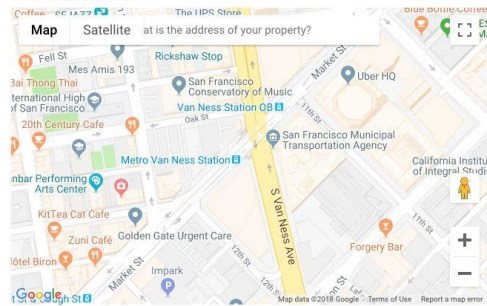
VERIFIED

Dashboard

Properties

Deals

Find your property



Next



Sarah Williams

VERIFIED

Dashboard

Properties

Deals

Assign your agent

Charles Thompson

Note: You can change your Listing Agent anytime you want. Just Edit your property.



Charles Thompson

★★★★★

Specialties: Single Family Homes, Condos, Townhomes

Broker: Grobecker Holland International

License: #1234

Skip

Previous

Next

reConsortia Broker Admin Panel



Broker
Admin Panel

Properties

Clients

Agents

Blockchain

Referrals

1257 Silverado Street, La Jolla, CA

Verified

Geolocation



Owner



Alan Ezeir

★★★★★

Verified

Listing Agent



Teresa Grobacker

★★★★★

Specialties: Luxury properties, Investments.
Single Family

License: 01908507

Verified

Blockchain Info

PROPERTY

REC UUID	DVby279Jxk8yy9WcSWixMfmShnCgWfBr
Token ID	1.783
APN	350.192-07-00
Country	US
Lat	32.8468797
Lng	-117.27029829999998
Provenance score:	150

TOKEN

```
{
  "recUUID": "DVby279Jxk8yy9WcSWixMfmShnCgWfBr",
  "token": {
    "id": 1.783,
    "orderId": "5b4e19be3347084b9d993724",
    "blockchain": "ETH"
  },
  "property": {
    "location": {
      "address": "1257 Silverado Street",
      "lat": 32.8468797,
      "lng": -117.27029829999998,
      "zip": "92037",
      "city": "La Jolla",
      "state": "CA",
      "country": "US"
    }
  }
}
```

HISTORY

Date	Responsible	Action	Etherscan	IPFS
July 31, 2018 11:51 AM	Alan Ezeir	Token Claim	Etherscan	IPFS
July 2, 2018 12:00 PM	Alan Ezeir	Upload Documents	Etherscan	IPFS

Deal Room Attached to Title Token



Sarah Williams

VERIFIED

Dashboard

Properties

Deals

Dealroom: 145 Jefferson Street (hWVIC)

145 Jefferson Street (hWVIC)



Name ^	Modified	Size
Financial	Wed Aug 1 2018 by Mario Coltan	0 Byte
General Information	Wed Aug 1 2018 by Mario Coltan	0 Byte
Information Technology	Wed Aug 1 2018 by Mario Coltan	0 Byte
Material Agreement	Wed Aug 1 2018 by Mario Coltan	0 Byte

Guests:



Deal Room: Document Sharing, Data Rich Info



Real Estate

- Listing Agreement
- Inspections
- Roof
- Structural
- Pest
- Sewer lateral
- Plumbing
- Disclosures
- Natural Hazards
- HOA
- State required disclosures and documentation



Lending

- Loan application
- Credit report
- Proof of funds (down payment)
- Bank statements (historical)
- Employment verification
- IRS tax verification
- Appraisal
- Property insurance
- Closing cost estimate
- Loan documents



Title + Escrow

- Earnest money deposit
- Preliminary title report
- Sales contract
- Additional funds to close
- Title insurance policy
- Settlement statement
- Loan docs
- Broker demands
- Wire instructions
- Deed
- Bill of sale
- Affidavits
- Transfer tax declarations

Broker Referral Fee Agreement: Captures 30% of Missing Referral Revenue



Peter Moore

BROKER

VERIFIED

Dashboard

Referrals

Properties

Clients

Agents

Escrow

Statistics

Deals



Referral Fee Agreement

The referring broker **Claudio Ceballos Paz** is referring his agent **Claudio Ceballos Paz**, E-mail: **claudio@reconsortia.com**.

The recipient broker **Claudio Ceballos Paz**, recipient agent **Carlos Tolaba**, E-mail: **cdt.tolaba@gmail.com**.

The client or customer **Mario Coltan** with address **145 Jefferson Street**, E-mail **mario@gmail.com**.

In consideration for receipt of the referral of Principal from Referring Broker, Recipient Broker agrees to pay Referring Broker as follows: **25%** of the total gross compensation earned by Recipient Broker (based upon the Principal's side of the transaction), OR \$, payable (through escrow, if used in Principal's transaction) upon recordation of deed or other evidence of transfer, if within 12 months from the date of this Agreement, Principal: **Sells**

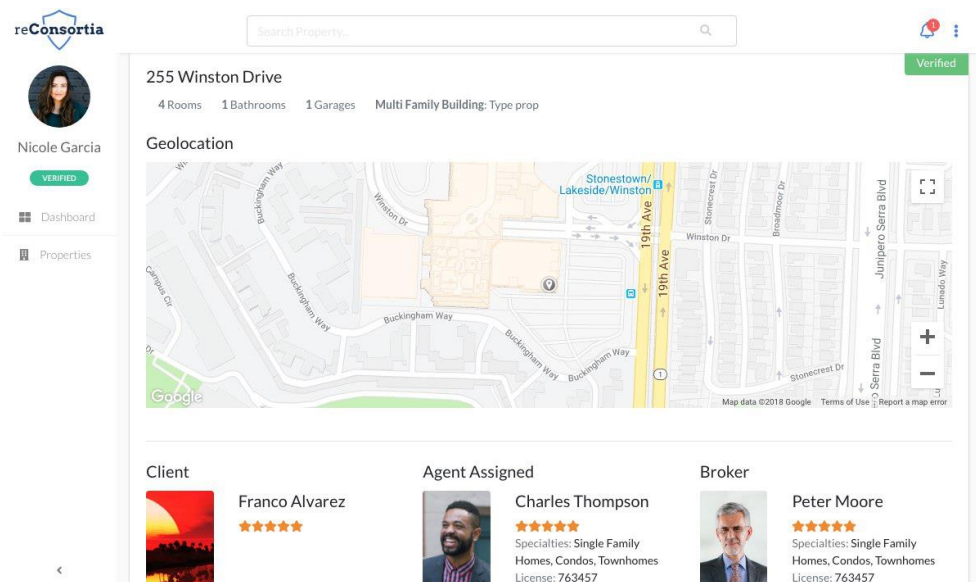
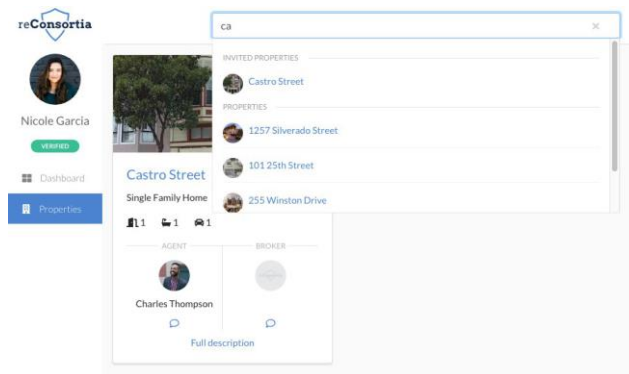
California real estate law prohibits (a) a broker from paying compensation for licensed activity to anyone other than (i) a broker, (ii) a salesperson who is licensed under the compensating broker or (iii) a broker of another State.



Agreement status

Role	Name	Email	Status
Recipient Agent	Carlos Tolaba	cdt.tolaba@gmail.com	Pending
Recipient Broker	Claudio Ceballos Paz	claudio@reconsortia.com	Accepted
Client	Mario Coltan	mario@gmail.com	Accepted
Client Agent	Claudio Ceballos Paz	claudio@reconsortia.com	Accepted
Client Broker	Claudio Ceballos Paz	claudio@reconsortia.com	Accepted
Referral Fee Agreement Status			Pending

Escrow Search for Stakeholder Affiliations



Business Model

1. Free token distribution
 1. Brokers distribute to agents to capture referral revenues
 2. Agents distribute to homeowners to maintain relationships
2. Buyers find inventory on reConsortia system
3. Sellers pay commission, reConsortia receives 35% referral fee (standard and customary fee, included in TOS)
4. Lenders add distressed asset inventory to reConsortia
 1. reConsortia earns referral fee
5. reConsortia sells buyer leads to mortgage lenders
6. reConsortia sells marketing for auxiliary residential and CRE services

Strategic Partners

- ReSaas – MOU signed, JV formation stage – distribution to 450,000 users
- Stack (Richard Branson's banking service) – LOI signed
- Cushman & Wakefield – Board Member
- iValley Accelerator – DXC – negotiating LOI
- Real Estate Standards Organization
- MBA MISMO – Blockchain Community of Practice Member

Stack and Real Estate Consortia LOI

- Stack tracks consumers saving for down payment
- ReC receives buyer leads and match with Realtors based on specialization, past performance and geographic location
- Millennials in population-dense MSAs experiencing housing inventory shortages locate on and off market properties via the reC title token database
- Sellers trust buyer inquiries because buyers are pre-qualified for mortgages

ReSaas JV Revenue Projections

Deal Room Referral Income		
ReSaas Agents		450,000
Onboarded Clients per Agent		120
Total Clients via ReSaaS		54,000,000
Turnover per Annum		4.0%
# Transactions per Annum via ReSaas Agents		2,160,000
Median House Price of Existing Homes	\$	250,000
Total ReSaas Transaction Volume per Annum	\$	540,000,000,000
Selling Agent Commission Rate		2.5%
Total Deal Room Referral Income to be Allocated	\$	13,500,000,000

Deal Room Referral Income Allocation	% Allocation	% of Commission	Allocated Income
Closing Agent	65.0%	1.625%	\$ 8,775,000,000
ReConsortia	35.0%	0.875%	4,725,000,000
Total	100.00%	2.500%	\$ 13,500,000,000

reConsortia Deal Room Referral Income Allocati	% Allocation	% of Commission	Allocated Income
Referring Agent	71.0%	0.621%	\$ 3,354,750,000
ReConsortia	14.5%	0.127%	685,125,000
ReSaas	14.5%	0.127%	685,125,000
Total	100.00%	0.875%	\$ 4,725,000,000.00

2.5% Commission Allocation

Closing Agent	65%
Referring Agent	25%
ReCon	5%
ReSaas	5%

DXC Early Resolution Referral Income

Early Resolution Short Sale Annual Volume	321,290	Early Resolution REO Annual Volume	268,112
Approximate Home Value	\$250,000	Approximate Home Value	\$250,000
Total Short Sale Value	\$80,322,500,000	Total Short Sale Value	\$67,028,000,000
Percent on reC Platform	20.0%	Percent on reC Platform	20.0%
Total reC Platform Value	\$16,064,500,000	Total reC Platform Value	\$13,405,600,000
Agent Commission (%)	2.5%	Agent Commission (%)	2.5%
Agent Commission (\$)	\$401,612,500	Agent Commission (\$)	\$335,140,000
Total reC Platform Share (%)	35.0%	Total reC Platform Share (%)	35.0%
Total reC Platform Share (\$)	\$140,564,375	Total reC Platform Share (\$)	\$117,299,000
reC Share (%)	60.0%	reC Share (%)	60.0%
reC Share (\$)	\$84,338,625	reC Share (\$)	\$70,379,400
DXC Share (%)	40.0%	DXC Share (%)	40.0%

Team: Founders



Teresa Grobecker, CEO & Founder

CEO, Grobecker Holland International, Inc. Real Estate Brokerage

Teresa founded Real Estate Consortia from her love and experience in financial services, real estate and technology. reConsortia is her second fintech project. GHI is a full-service boutique real estate, lending, and escrow company. GHI is the first cloud based real estate brokerage in San Francisco and first to move unlimited amounts of crypto to real estate. Prior to real estate, Teresa worked in financial services and holds a Chartered Retirement Planning Counselor certification. She graduated with two degrees in three years and finished her MBA in Global Strategic Management in one year. Teresa is passionate about positive leadership, constant kaizen, and blockchain.



Milo Sprague, Co-Founder and Chairman Real Estate Consortia

Government Geospatial Security and Tech Advisor, Private Equity Consultant; Former CTO Silicon Valley Bank

Milo was most recently the Chief Technology Officer at Silicon Valley Bank and has over 25 years of experience in senior technology roles in financial services. Prior to Silicon Valley Bank, Milo was a C-Level IT strategy consultant and a senior IT leader in numerous positions at Morgan Stanley both domestically and in Asia. Milo graduated cum laude with a BA from Harvard College and the Harvard Kennedy School of Government in the area of international relations and technology.



Claudio Cebellos Paz, Co-Founder and Lead Engineer

CEO, Hash Dog Software Factory

Claudio is co-founder of HashDog Software Factory. Claudio is responsible for a team of 20 developers creating end-to-end solutions for web-mobile-cloud platforms. Since 2012, HashDog partner up with mayor US corporations to build great products. Google, Github, 500 Startups, McKinsey&Company, among others, have acquired and/or invested in products built by HashDog.

HashDog is the creator of beerpay.io an escrow service for developers and final users, and scrapfy.io an online real-time collaboration tool for sharing code.

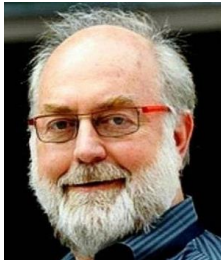
Team: Senior Strategic Advisors



Keith Koo, Host, Silicon Valley Insider Radio Show, Managing Partner Guardian Insight Group
Business and technology executive with over two decades of experience in Banking, IT, Corporate Development, and Finance. Expert in driving strategic initiatives, negotiations, and leading highly critical and complex projects while successfully navigating through differing agendas, personalities, geographies and cultures.



Greg Upham, CFO + Cofounder – PrecisionLender, Serial Entrepreneur
Over 25 years of executive business, finance and technology experience with early-stage startups, high growth private equity-backed companies and large public enterprises. Most recently, Greg cofounded PrecisionLender, a successful fintech SaaS company focused on bringing applied insights to the banking space using AI / ML. He has grown PrecisionLender from concept to over 150 employees and over 200 banking clients around the world. Greg brings a wealth of practical experience in launching and building successful companies. He is also a certified public accountant.



Thomas Frey, Google's top-ranked futurist speaker, Experienced Blockchain and ICO Advisor
Thomas Frey is the Executive Director and Senior Futurist at the DaVinci Institute, and currently Google's top-rated futurist speaker. He works closely with his Board of Visionaries to develop original research studies, which enables him to speak on unusual topics, translating trends into unique opportunities. As part of the celebrity speaking circuit, Tom continually pushes the envelope of understanding, creating fascinating images of the world to come. His keynote talks on futurist topics have captivated people ranging from high level government officials to executives in Fortune 100 companies including NASA, IBM, AT&T, Hewlett-Packard, Lucent Technologies, First Data, Boeing, Capital One, Bell Canada, Visa, Ford Motor Company, Qwest, Allied Signal, Hunter Douglas, Direct TV, International Council of Shopping Centers, National Association of Federal Credit Unions, Times of India, and many more.

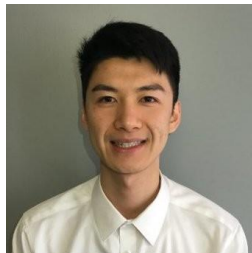
Team: Strategic Advisors



Ali Ayyash, Chief Blockchain Advisor
Co-Founder Bee Token
Technical Blockchain Cofounder, Advisor,
Blogger & Investor | ex-Beetoken | ex-Google
| ex-Amazon



Toshi Masubuchi, Finance Advisor
Head of Finance, Bee Token
Skills: Corporate Finance, Financial
Analysis, Business Valuation, Financial
Modeling, Cash Flow Analysis and
Forecasting



Rico Chen, Blockchain Engineer + Advisor
Yahoo!
Blockchain and Smart contracts engineer
Yahoo! Software developer



Subhi Barakat, Real Estate Advisor
Top Producing San Francisco Realtor
Relentless focus on delivering the 'ultimate
client experience'. Possesses uncanny
negotiation skills necessary to close even
the most challenging deal. Passionate and
driven. Yielding results that are second to
none.

Thank you

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