



Houlihan
Lokey

1H 2023 PropTech Market Update

July 2023

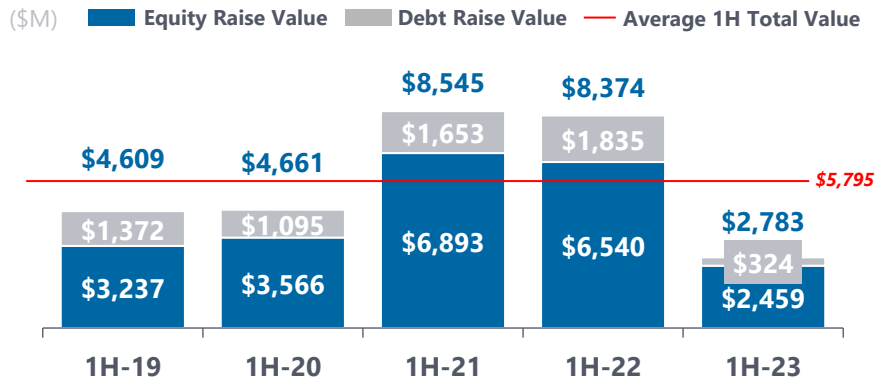
Executive Summary—1H 2023 PropTech Market Update

The PropTech market saw one of the lowest first-half funding totals since Houlihan Lokey began tracking the space, but positive momentum in Q2 signals a potentially stronger 2H.

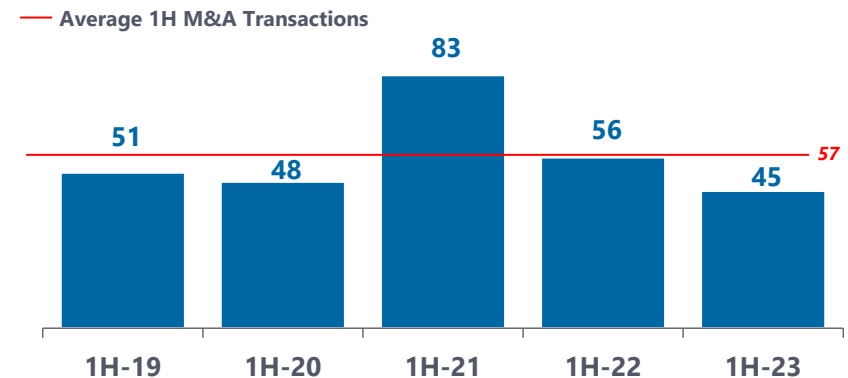
- Macro concerns around the broader tech market and higher interest rates led to a slower start to 2023 in the PropTech market; however, there was still **~\$2.8 billion in growth equity and debt financing and 45 M&A transactions** in the U.S. PropTech market in 1H 2023.
- The PropTech market had a **particularly weak Q1 in 2023** with one of the lowest investment levels in recent years, but an **uptick in investment during Q2, led by a larger number of later-stage rounds**, is fueling optimism for a stronger 2H in the sector.
- PropTech public equities have rallied, with the Houlihan Lokey PropTech public market index ⁽¹⁾ **outperforming the S&P 500 in both 1H 2023 and the LTM period**. PropTech **SPACs also saw equity appreciation in 1H 2023**, although they remain down in the LTM period and have underperformed the broader market.
- PropTech remains **a very diverse market**: some end markets may be more affected by higher interest rates (e.g., mortgage tech), but **there is still a large opportunity due to increasing technology adoption among real estate investors and property managers** looking to streamline operations and increase efficiency.

U.S. PropTech Investment Activity and M&A Have Fallen in 1H 2023

1H U.S. PropTech Private Growth Capital Investment—Trailing Five Years



1H U.S. PropTech M&A Transactions—Trailing Five Years



Sources: PitchBook.com, CBInsights.com, company filings, company websites, press releases.


(1) PropTech Index includes all companies shown on page 14, except for companies that went public via SPACs and is weighted on a market-capitalization basis.

Executive Summary—Q2 2023 PropTech Market Update (cont.)

Multiple, high-profile PropTech investments / transactions were announced in Q2 2023, signaling an uptick in momentum.

- Q2 2023 saw renewed activity in capital investment and M&A in the category:
 - **~\$1.5 billion in growth equity and debt investment** into the U.S. PropTech market in **Q2 2023 across 70+ investments**.
 - **~17 financing rounds of more than \$20 million**, seven of which were over \$50 million, marking a return of larger financing rounds; EquipmentShare, Avenue One, and Measurabl (among others) announced significant capital raises.
 - **M&A activity increased QoQ with 23 announced transactions in Q2 2023**, largely led by strategic consolidators, including Latch's acquisition of Honest Day's Work and Setpoint's acquisition of Resolute.

Significant Q2 2023 Capital Raises


avenue one
\$100M Equity Raised


BUILD OPS
\$50M Equity Raised


Elise AI
\$35M Equity Raised


EquipmentShare
\$290M Equity Raised


measurabl
\$93M Equity Raised


obie
\$25M Equity Raised

Significant Q2 2023 M&A Transactions⁽¹⁾

 FORD / 
Undisclosed

 / 
~\$45M⁽²⁾

 / 
Undisclosed

 / 
Undisclosed

- Q2 saw a continued shift in the end market focus toward enterprise-oriented SaaS solutions in the commercial and multi-family sectors, as well as a **focus on higher-quality assets with a demonstrated track record of profitability**. Looking forward, we expect that:
 - The market will increasingly value businesses that have used capital efficiently to build a strong profitability and growth profile.
 - Financial sponsors will face increasing pressure to deploy dry powder, but the focus will remain on reserving premium multiples for top-quality assets with differentiated growth, retention, and cash flow metrics.
 - The PropTech market will continue to rebound as investors adjust to higher interest rates and the overall technology landscape continues to see returns in the public market.

Sources: PitchBook.com, CBInsights.com, company filings, company websites, press releases.

(1) Deal values represent enterprise values.

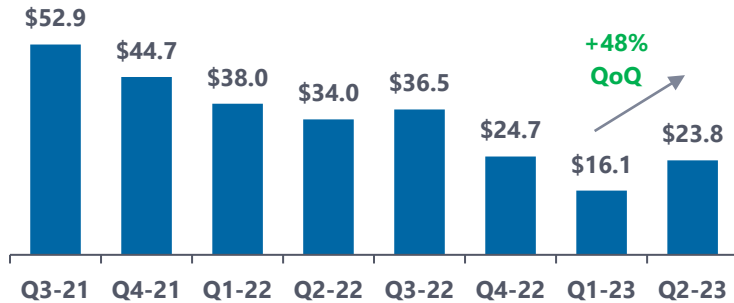
(2) Implied EV consists of 29M shares of Latch, Inc., and \$22M in unsecured promissory notes.

Recent Investments Highlight Rebound off Q1 Trough and Continued Shift in Sector Focus

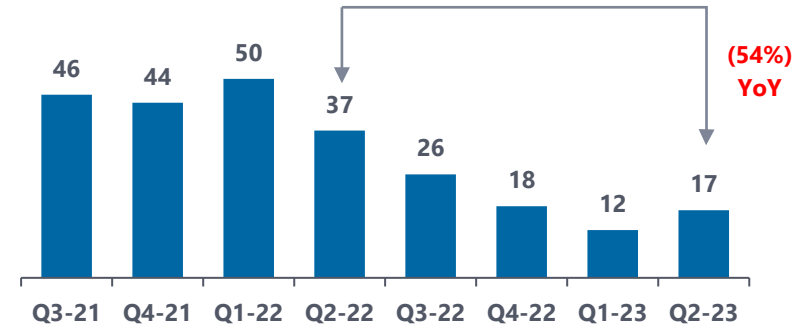
Increased PropTech investment volume in Q2 2023 was largely driven by growth-stage rounds in the commercial and multi-family categories.

- Average investment size increased in Q2 2023 but remains below 2022 levels, reflecting a continued focus on funding later-stage, capital-efficient businesses.

Average U.S. PropTech Investment Deal Size (\$M)

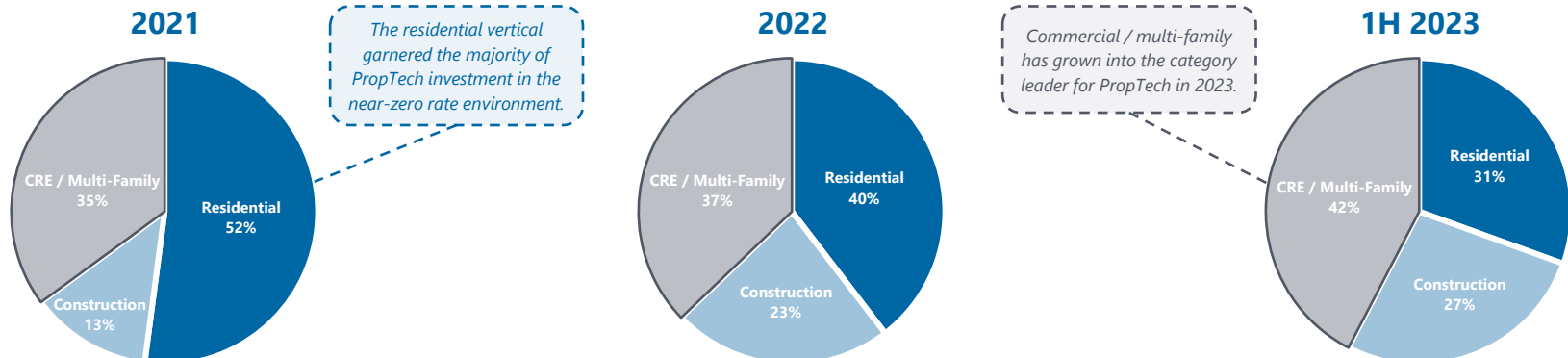


Number of \$20M+ U.S. PropTech Investments



Commercial / Multi-Family Has Increased Its Share of PropTech Equity Investment by Category

- Investors continue to shift capital away from residential in favor of commercial and multi-family, highlighted by rounds raised by market leaders, including Measurabl and EliseAI, in Q2 2023.

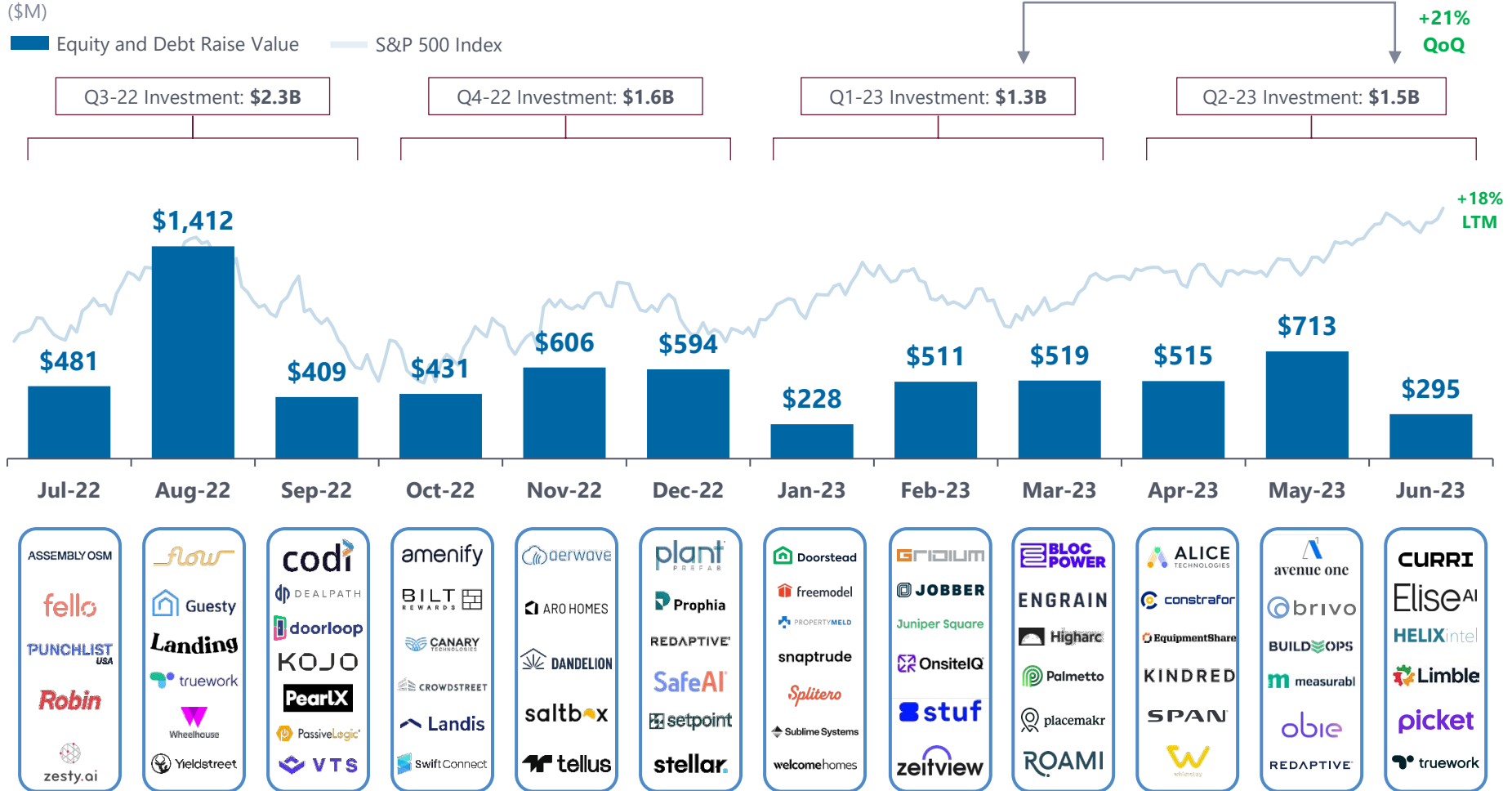


Sources: PitchBook.com, CBInsights.com, company filings, company websites, press releases.

PropTech Market Activity Has Begun to Rebound in 2023

Following two below-average quarters, May 2023 saw the highest investment volume recorded since August 2022 as the PropTech market began to show signs of recovery.

LTM Monthly PropTech Growth Investment vs. S&P 500 Index



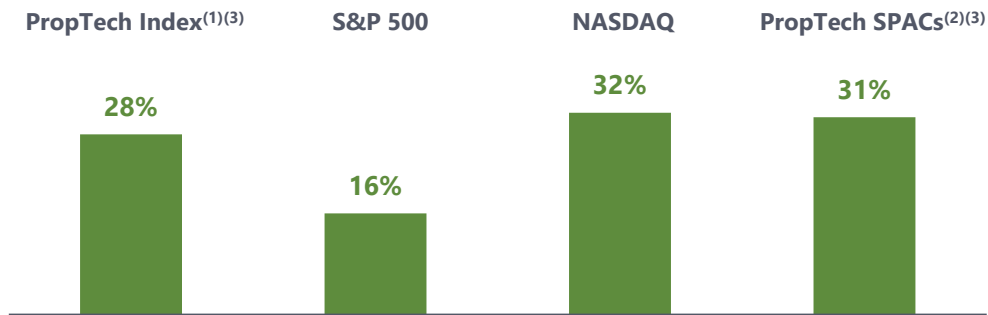
Sources: PitchBook.com, CBInsights.com, S&P Capital IQ as of 6/30/2023, company filings, company websites, press releases.

Strong 1H PropTech Public Market Performance Fueled by Broader Tech Market Rebound

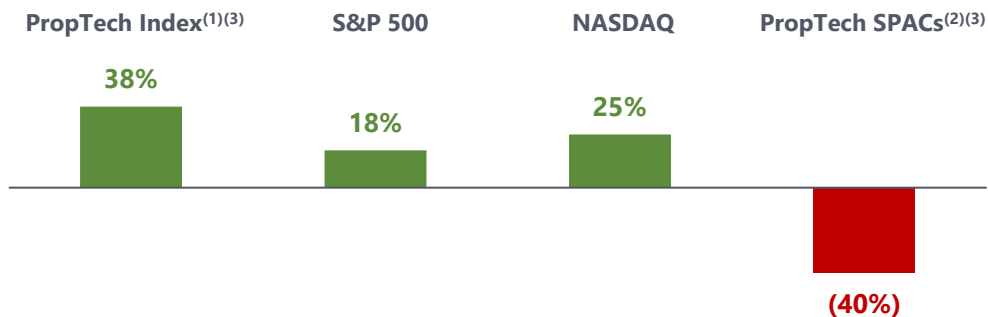
Despite market headwinds during the first half of 2023, PropTech stocks have continued to perform well, along with the broader tech market.

- Houlihan Lokey's PropTech Index ⁽¹⁾ **outperformed the S&P 500 in both 1H 2023 and the LTM period.**
- PropTech SPACs rebounded off their lows in 1H 2023 but remain down in the LTM period.

1H 2023 Performance



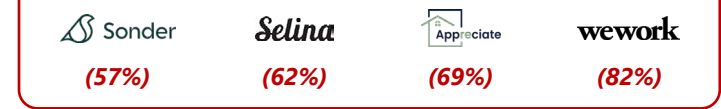
LTM Performance



Top 1H 2023 PropTech Performers⁽³⁾⁽⁴⁾



Bottom 1H 2023 PropTech Performers⁽³⁾⁽⁴⁾



Top LTM PropTech Performers⁽³⁾⁽⁴⁾



Bottom LTM PropTech Performers⁽³⁾⁽⁴⁾



Sources: PitchBook.com, CBInsights.com, company filings, company websites, press releases.

(1) PropTech Index includes all companies shown on page 14, except for companies that went public via SPACs and is weighted on a market-capitalization basis.

(2) PropTech SPACs include Porch, Opendoor, Open Lending, UWM, Selina, Matterport, SmartRent, Nextdoor, Vacasa, WeWork, Appreciate, Sonder, Latch, Offerpad, Hippo, and Doma and are weighted on a market-capitalization basis.

(3) Individual companies' performances are based on stock price performance as of 6/30/2023.

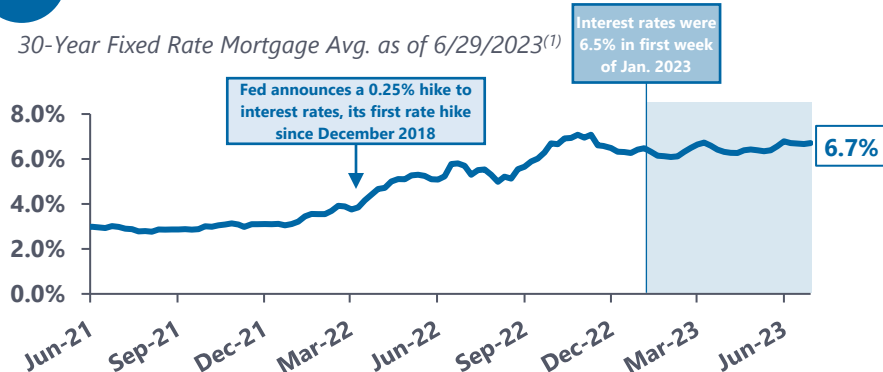
(4) The performers in consideration are all companies shown on page 14 and companies that went public via SPACs.

Market Starting to Adjust to the Reality of Higher Rates With a Modest Improvement in the Residential Housing Market

Rising interest rates have driven a significant slowdown in residential real estate and mortgage markets, but sales have begun to return as the market adjusts to the higher rates.

1 Mortgage Rates Have Levelled Since the Uptick in 2022

30-Year Fixed Rate Mortgage Avg. as of 6/29/2023⁽¹⁾



2 Monthly Home Sales Have Remained Steady in 2023 as Consumers Adjust to Higher Rates

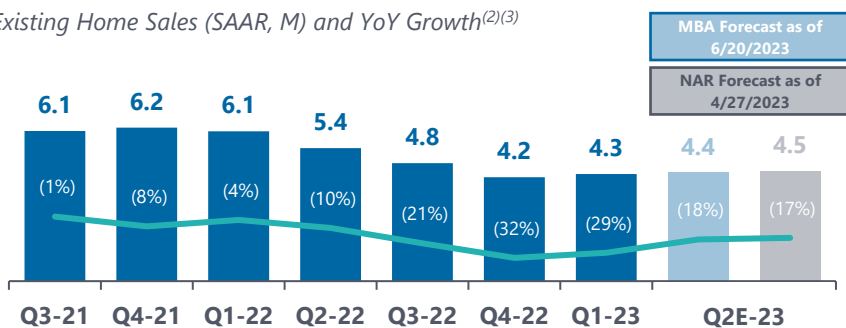
Seasonally Adjusted U.S. Existing Home Sales Annual Rate (in M)⁽²⁾



3 Fed Interest Rate Hikes Drove a Rapid Slowdown in Residential Transactions in the Past Three Quarters

Existing home sales growth declined 29% YoY in Q1 2023 and is expected to remain depressed in Q2.

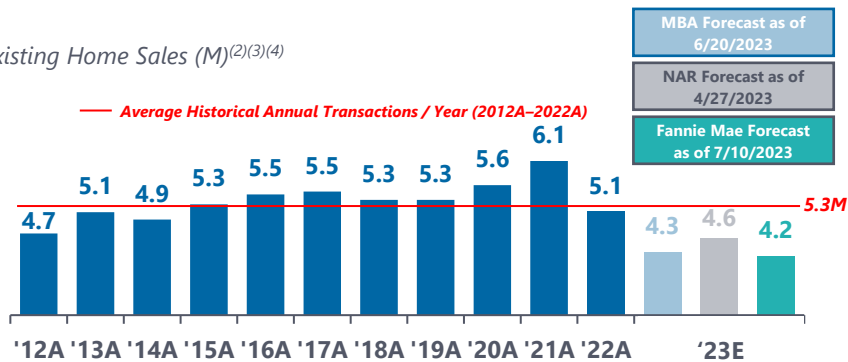
Existing Home Sales (SAAR, M) and YoY Growth⁽²⁾⁽³⁾



4 Existing Home Sales Expected to Fall Below Historical Average in 2023

Forecasts for 2023 have been revised down 1% on average since the start of the year.

Existing Home Sales (M)⁽²⁾⁽³⁾⁽⁴⁾



(1) Freddie Mac.
(2) National Association of Realtors (NAR).

(3) Mortgage Bankers Association (MBA).
(4) Fannie Mae.

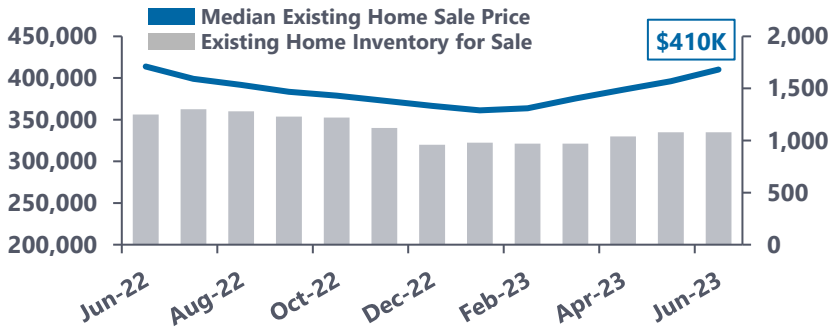
Increase in Existing Home Sale Prices Driving Improved Homebuilder Activity

Despite the overall slowdown in the residential real estate market, homebuilder activity has picked up significantly throughout 1H 2023.

1 Existing Home Sale Prices Have Remained High and Seen a Minor Uptick in 1H 2023

Prices have remained elevated in 2023, with **sale prices rising 12% since Dec-22 end.**⁽¹⁾

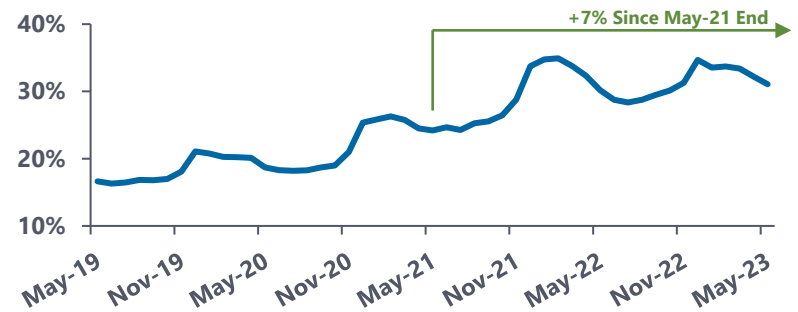
U.S. Existing Home Sales Median Price and Inventory⁽¹⁾



2 With Existing Home Sale Volume Depressed, yet Continued High Prices, the Share of New Single-Family Homes for Sale Has Risen

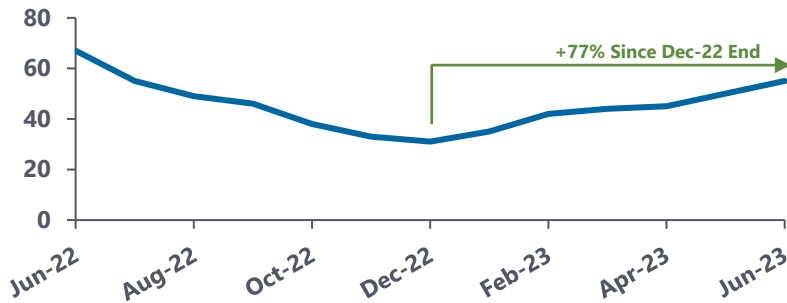
Existing home sales decreased last year leading to a **greater share of newly constructed homes on the market.**

U.S. New Single-Family Homes Share of Single-Family Homes for Sale⁽²⁾



3 Leading to Homebuilder Sentiment Rebounding From December 2022 Lows...

NAHB / Wells Fargo Housing Market Index⁽³⁾



4 ...And Home-Builder Stocks Rising in 2023

S&P Homebuilders Select Industry Index⁽⁴⁾



(1) National Association of Realtors (NAR).

(2) NAR and U.S. Census Bureau.

(3) National Association of Home Builders.

(4) S&P Capital IQ as of 6/30/2023.

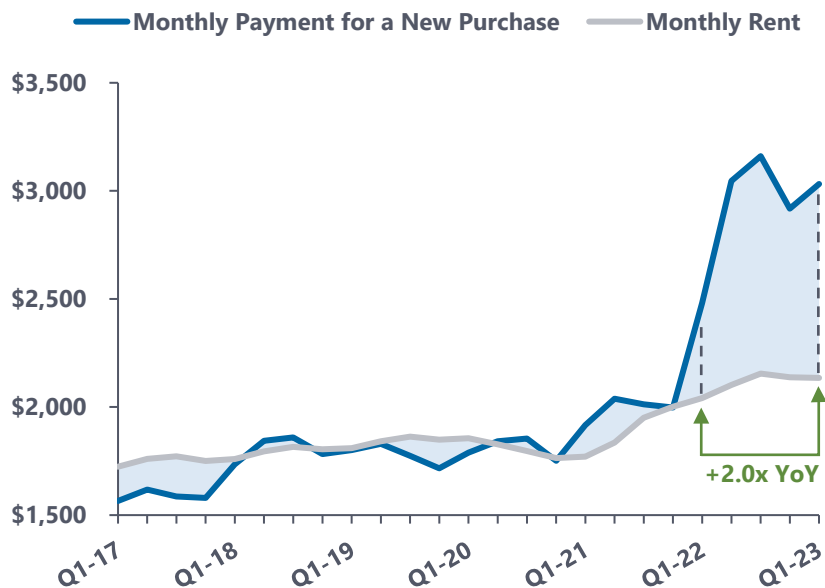
Home Ownership Remains Materially More Expensive Than Renting Despite Sustained Rent Increases

Elevated interest rates have kept home ownership costs high while new multi-family construction continues to bring new inventory online.

1 Significant Gap Remains Between Rental and Home Purchase Cost

Despite sustained growth in the cost of rent over the past 18 months, **new home purchase cost remains substantially more expensive.**

Monthly Payment for a New Purchase vs. Monthly Rent as of Q1 2023⁽¹⁾



42%

Higher monthly payment for newly purchased home vs. renting.⁽¹⁾

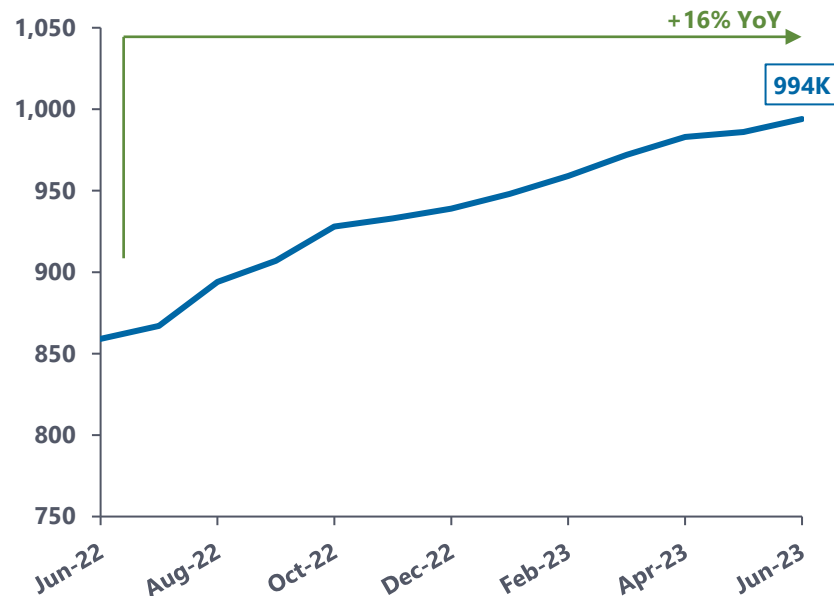
2.0x

Expansion of delta between the monthly cost of a new home vs. renting YoY.⁽¹⁾

2 Multi-Family Construction Levels Hit Record in May

Multi-family **units under construction hit a record 994,000 in June 2023.**⁽²⁾

U.S. Multi-Family Housing Units Under Construction (in Thousands)⁽²⁾



15.7%

Increase in multi-family housing units under construction YoY in June 2023.⁽²⁾

25.8%

Increase in multi-family housing units completed YoY in June 2023.⁽²⁾

(1) CBRE Research, CBRE Econometric Advisors, Freddie Mac, U.S. Census Bureau, Realtor.com®, FHFA, Q1 2023.

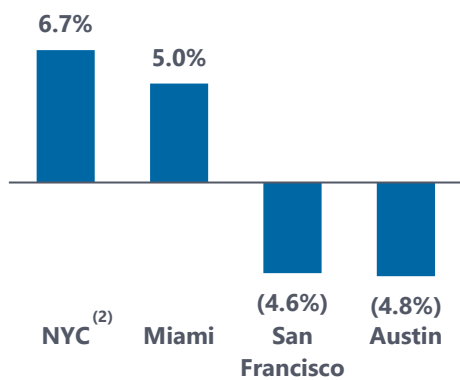
(2) U.S. Census Bureau.

Commercial Real Estate Market Outlook Remains Mixed

The CRE market remains mixed across geographies as concerns linger about the market's ability to digest "maturity wall" refinancing risk and long-term return to office trends.

1 Changes in Commercial Rent Rates Highlight Divergence Across Markets

YoY change in office rent asking prices per square foot in Q2-23⁽¹⁾

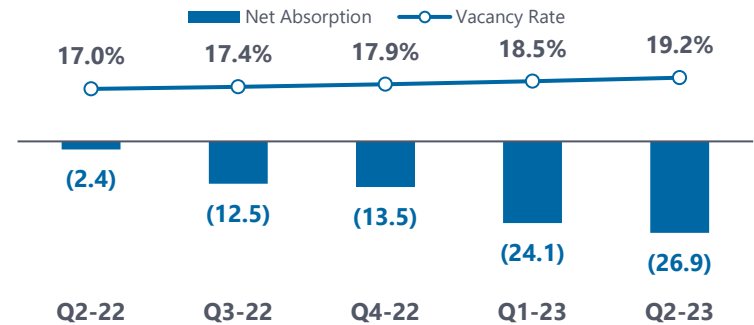


Contrast in office rent asking prices across major cities reflect **geographic differences in return to work, tech exposure, and corporate migratory patterns.**

2 Net Absorption Reached a Two-Year Low, Vacancy Rates Climbing

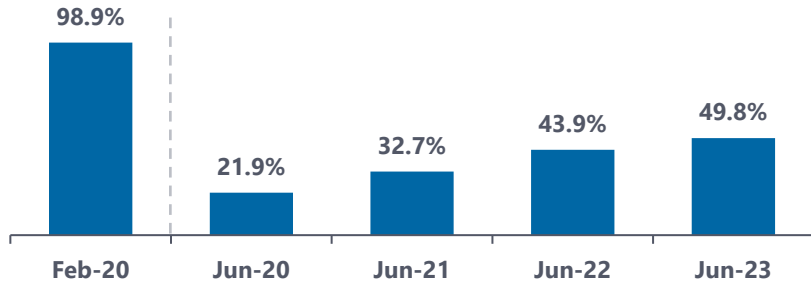
U.S. net absorption rates are increasingly negative in Q2 2023, **marking the sixth consecutive quarter of decline.**⁽¹⁾

U.S. Office Market Net Absorption (S.F. in M) and Vacancy Rates (%)⁽¹⁾



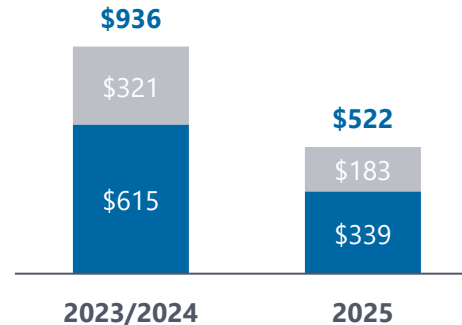
3 U.S. Office Utilization Increasing, but Still Below Pre-Pandemic Levels as Employers Adjust to Hybrid Reality

Kastle's Back to Work Barometer Average for Top 10 U.S. Cities as of the Last Week of the Month⁽²⁾



4 ~\$1.5 Trillion "Maturity Wall" Approaching for Commercial Real Estate Debt

U.S. Near-Term CRE Debt (\$B)⁽³⁾



With nearly \$1.5 trillion of the outstanding U.S. commercial real estate debt maturing before 2026, regional banks are under intense scrutiny as the largest lender group to the asset class. Refinancing risk will remain a key challenge through 2025.⁽³⁾

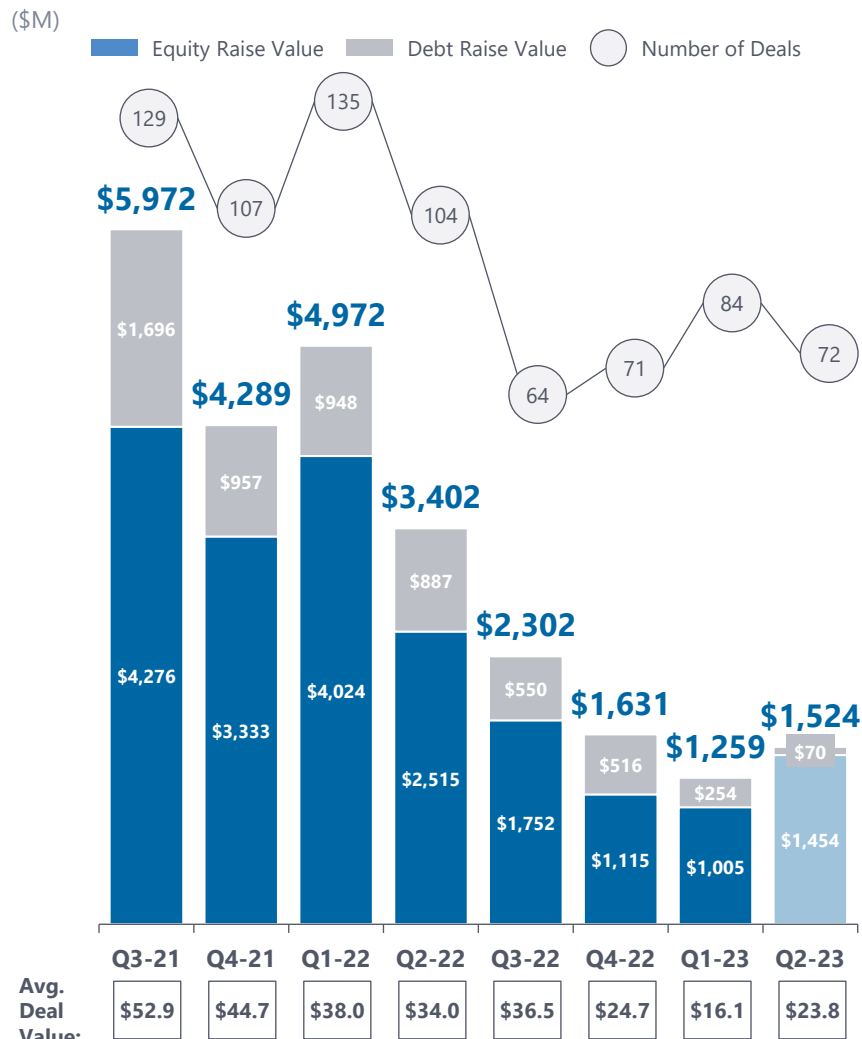
(1) Cushman & Wakefield, "U.S. Office MarketBeat Q2 2023."

(2) Kastle Systems, Back to Work Barometer.

(3) Morgan Stanley, "Scaling Maturity Walls."

PropTech Private Capital Deal Dashboard—Q2 2023

Q2 2023 U.S. PropTech Financing Activity



Sources: PitchBook.com, CBInsights.com, company filings, company websites, press releases.

(1) Extension to Series E, bringing total round funding to \$250M.

Select Q2 2023 U.S. PropTech Financing Transactions

(\$M)

Date	Company	Selected Investor(s)	Equity Invested	Equity Funding to Date	Latest Reported Valuation
6/22	Limble	Goldman Sachs Asset Management	\$58	\$93	\$508
6/20	picket	LL FUNDS	\$20	\$36	NA
6/7	EliseAI	POINT72 VENTURES	\$35	\$67	\$285
6/6	CURRI	Bessemer Venture Partners	\$42	\$51	\$162
5/31	m measurabl	e /sway ventures	\$93	\$179	\$433
5/18	BUILD OPS	fika VENTURES (01.ADVISORS)	\$50	\$111	\$300
5/15	avenue one	WESTCAP	\$100	\$160	\$1,000
5/3	REDAPTIVE	Linse Capital	\$50 ⁽¹⁾	\$438	\$1,000
4/24	SPAN	WELLINGTON MANAGEMENT*	\$100	\$236	\$700
4/24	EquipmentShare	BDT&MSD	\$290	\$654	\$3,590

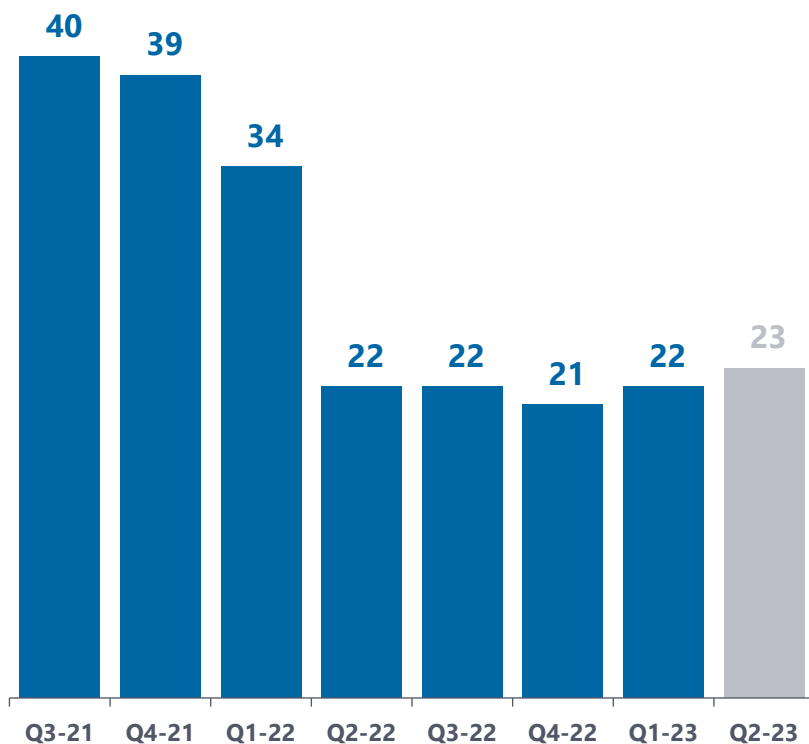
PropTech M&A Deal Dashboard—Q2 2023

Q2 2023 U.S. PropTech M&A Activity

(\$M)

Q2 2023 M&A Activity

Four PE-led deals and 19 strategic-led deals (including PE-backed strategics)



Sources: PitchBook.com, CBInsights.com, company filings, company websites, press releases.

(1) Implied EV consists of 29M shares of Latch, inc. and \$22M in unsecured promissory notes.

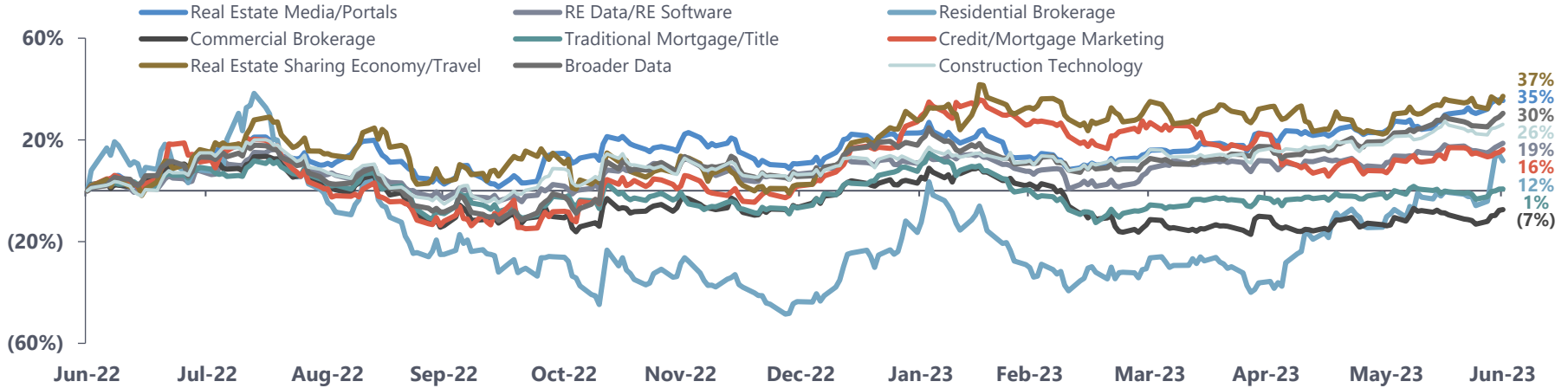
Select Q2 2023 U.S. PropTech M&A Transactions

(\$M)

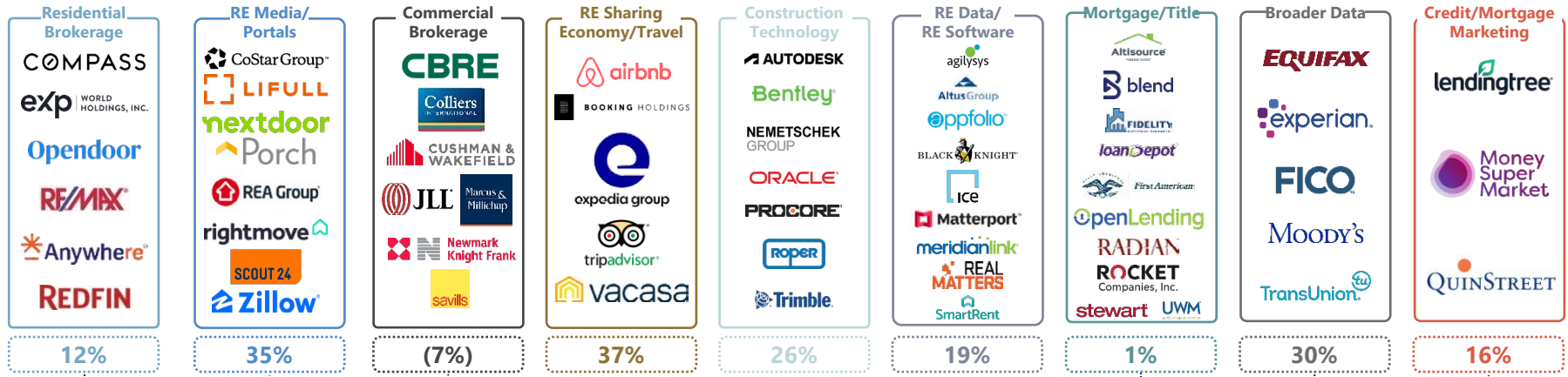
Announced Date	Acquirer	Target	Enterprise Value
6/21	FLEXPOINT  FORD		NA
6/6		CloudVO	NA
5/23	 LeaseAccelerator	LeaseController™ <small>(Deloitte Lease Accounting Software Tools)</small>	NA
5/22	 setpoint		NA
5/17		Doorsey	NA
5/16	LATCH™	Hdw®	\$45 ⁽¹⁾
5/9			\$16
5/8	EasyKnock	ribbon	NA
5/4	 FOUNDATION software		NA
5/1	 Guesty		NA
4/18			NA
4/3	ETHOS CAPITAL		NA

PropTech Public Company Performance

LTM Share Price Performance



Public PropTech Ecosystem

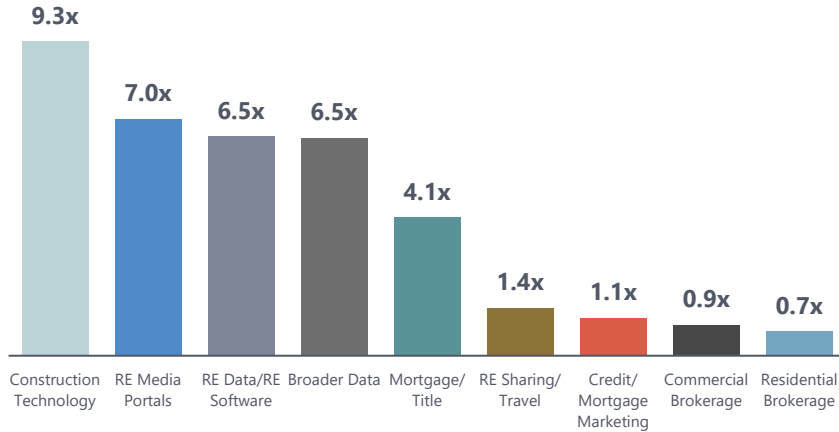


LTM Share Price Performance

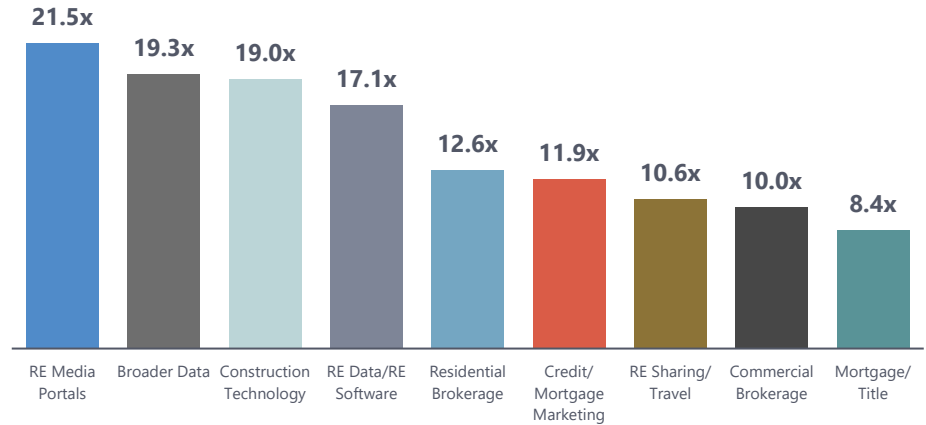
Source: S&P Capital IQ as of 6/30/2023.

PropTech Public Company Valuation

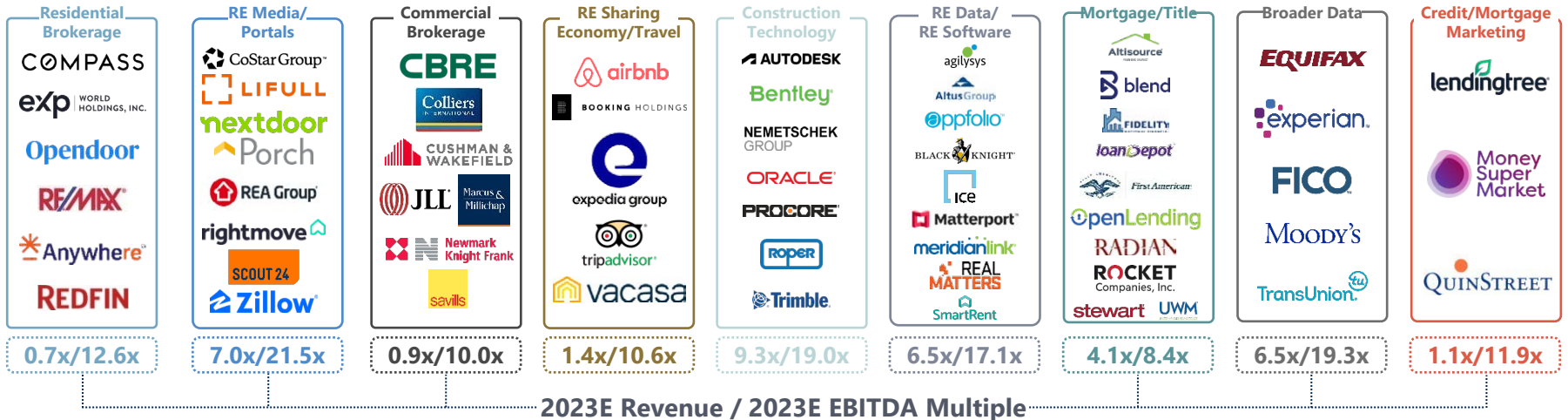
Enterprise Value / 2023E Revenue



Enterprise Value / 2023E EBITDA



Public PropTech Ecosystem



Source: S&P Capital IQ as of 6/30/2023.

Note: Multiples represent median value of sector group.

Houlihan Lokey Advises Stirling Square on Its Acquisition of Infobric

Transaction Overview

Transaction Pending

STIRLING SQUARE
CAPITAL PARTNERS

has agreed to acquire

infobric
a portfolio company of

SUMMAEQUITY

Buy-side Advisor

Houlihan Lokey acted as the exclusive financial advisor to Stirling Square Capital Partners on its acquisition of Infobric from Summa Equity.

- On June 21, 2023, Stirling Square Capital Partners announced it had agreed to acquire Infobric from Summa Equity.
- Infobric, headquartered in Sweden with operations across the Nordics and the United Kingdom, provides end-to-end construction software products supporting the digitalization of the construction industry.

- Infobric enables its customers to manage site safety, machinery and equipment, contracts, and workers and provides efficient sharing of resources and workforce optimization.
- Since being acquired by Summa in 2018, Infobric has pursued impressive geographical growth and expanded its offering, while making several acquisitions across the sector. Infobric is now the market leader in Sweden, Norway, and the U.K.

Company Highlights⁽¹⁾

10,000+
Customers

300,000+
Individual Users

Recent Bolt-On Acquisitions



(Announced
3/30/2023)



(Announced
3/17/2023)



(Announced
3/16/2023)



(Announced
1/5/2023)

Sources: Company websites, press releases.

(1) As of 6/21/2023.

Selected Transaction Commentary

We are proud to welcome Stirling Square as our new investor as they bring sector expertise, local market knowledge as well as pan-European expertise which will be critical as we continue to expand internationally. Importantly, they also share Infobric's values as growth-oriented, long-term entrepreneurial investors who share our commitment to sustainability.

—**Dan Friberg**, President and CEO, Infobric



We are delighted to invest in Infobric alongside its ambitious management team who have built a software leader in the build phase of the construction value chain. We look forward to bringing our experience in the contech sector to support the business to accelerate its impressive growth trajectory, including enabling further international growth and expanding the software offering.

—**Patrick Severson**, Partner, Stirling Square



Infobric Platform



Rich Data Insights



Reduces Time and
Administration Effort



Data Sharing
Between Sites

Workforce



Site Workforce
Management



Contractor
Management

Equipment and Assets



Mobile Workforce
Management



Fleet and Asset
Management

Highly Active Global PropTech Team

U.S. PropTech Team



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Leader in PropTech Advisory

<p>Transaction Pending</p> <p>STIRLING SQUARE CAPITAL PARTNERS</p> <p>has agreed to acquire</p> <p>infobric a portfolio company of</p> <p>SUMMAEQUITY</p> <p>Buy-side Advisor</p>	<p>BoomTown!</p> <p>has been acquired by</p> <p>inside real estate</p> <p>Sell-side Advisor</p>	<p>unacast.</p> <p>has received funding from</p> <p>CAMBER CREEK</p> <p>Financial Advisor*</p>	<p>GEOPHY</p> <p>has been acquired by</p> <p>WALKER & DUNLOP</p> <p>Sell-side Advisor</p>	<p>StarRez</p> <p>has received a strategic growth investment from</p> <p>VISTA</p> <p>Sell-side Advisor</p>	<p>TRAVEL CHAPTER a portfolio company of</p> <p>eci</p> <p>has been acquired by</p> <p>ICG</p> <p>Sell-side Advisor</p>
<p>ShowingTime</p> <p>has been acquired by</p> <p>Zillow</p> <p>Sell-side Advisor*</p>	<p>remine</p> <p>has been acquired by</p> <p>MLS Technology Holdings, LLC</p> <p>AUSTINBOARD REALTORS First in Georgia Real Estate</p> <p>FMLS First in Georgia Real Estate</p> <p>MIAMI REALTORS</p> <p>Sell-side Advisor*</p>	<p>propertybase</p> <p>a portfolio company of</p> <p>PSG</p> <p>has been acquired by</p> <p>LONE WOLF TECHNOLOGIES</p> <p>Sell-side Advisor*</p>	<p>ENGEL & VÖLKERS</p> <p>has received an investment from</p> <p>PERMIRA</p> <p>Financing Advisor*</p>	<p>slingshot</p> <p>has been acquired by</p> <p>WORKWAVE</p> <p>Sell-side Advisor*</p>	<p>UniversalCIS</p> <p>has received a majority investment from</p> <p>LMP LOVELL MINNICK PARTNERS</p> <p>Sell-side Advisor*</p>
<p>CLOUDVIRGA</p> <p>has been acquired by</p> <p>stewart</p> <p>Sell-side Advisor</p>	<p>TURNKEY VACATION RENTALS</p> <p>has been acquired by</p> <p>vacasa</p> <p>Sell-side Advisor*</p>	<p>PROPSTREAM</p> <p>has been acquired by</p> <p>stewart</p> <p>Sell-side Advisor</p>	<p>LONE WOLF TECHNOLOGIES</p> <p>has received a strategic investment from</p> <p>STONE POINT CAPITAL</p> <p>Sell-side Advisor*</p>	<p>ShowingTime</p> <p>has acquired</p> <p>CENTRALIZED SHOWING SERVICE</p> <p>Buy-side Advisor*</p>	<p>inside real estate</p> <p>has received a majority recapitalization from</p> <p>LMP LOVELL MINNICK PARTNERS</p> <p>Sell-side Advisor*</p>
<p>RealCapital Markets</p> <p>has been acquired by</p> <p>LIGHTBOX a portfolio company of</p> <p>SILVERLAKE Battery</p> <p>Sell-side Advisor*</p>	<p>zipLogix</p> <p>has been acquired by</p> <p>LONE WOLF TECHNOLOGIES</p> <p>Sell-side Advisor*</p>	<p>ATOM DATA SOLUTIONS</p> <p>has been acquired by</p> <p>LMP LOVELL MINNICK PARTNERS</p> <p>Sell-side Advisor*</p>	<p>SKYSLOPE</p> <p>has a majority interest acquired by</p> <p>FIDELITY NATIONAL FINANCIAL</p> <p>Sell-side Advisor*</p>	<p>CINC</p> <p>has been acquired by</p> <p>FIDELITY NATIONAL FINANCIAL</p> <p>Sell-side Advisor*</p>	<p>thinkproject!</p> <p>has been acquired by</p> <p>TA ASSOCIATES</p> <p>Sell-side Advisor*</p>

European PropTech Team



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Tombstones included herein represent transactions closed from 2016 forward.

*Selected transactions were executed by Houlihan Lokey professionals while at other firms acquired by Houlihan Lokey or by professionals from a Houlihan Lokey joint venture company.


A photograph of a modern multi-story apartment building. The facade is clad in vertical wood slats. Each floor has a balcony with a dark metal railing. Some balconies have planters with greenery. The building is set against a clear blue sky.

02


Q2 Financing Activity and Case Studies

Avenue One Raises \$100 Million Strategic Financing Round

Transaction Overview



Investment
Led by



\$100M Equity Raised

- On May 15, 2023, Avenue One announced its \$100 million funding round led by WestCap at a \$1.0 billion post-money valuation.
- The new investment will be used to further develop the company's technology and data platform, expand its local partner network, and support the growth of its institutional marketplace.
- Since its founding in 2020, Avenue One has expanded its footprint to 21 U.S. markets.

Avenue One Overview

Headquarters New York, NY

Founded 2020

Description

Avenue One is a property technology service platform and marketplace for institutional owners, buyers, and sellers of residential homes. The company sources, underwrites, renovates, finances, manages, and disposes of single-family rental portfolios on behalf of investors, delivering the benefits of real-time real estate data, analytics, and operations to acquire and manage properties at scale.

Selected Current
Investors



Avenue One Platform Overview



Source

Utilize Proprietary Data and Insights to Find Under-Valued SFR Properties



Buy

Best-in-Class Technology Solution That Can Quickly Underwrite Properties



Renovate

Local Network of Renovation Partners That Elevate Property Quality



Lease

Easily Secure High-Quality, Long-Term Tenants via Property Management Partners



Manage

Partner With Hundreds of Local Real Estate Businesses to Efficiently Manage SFR Properties

Selected Deal Commentary

“Today we stand on the shoulders of these world-class investors who have committed to supporting our work with local real estate businesses across the country... Local partners are the bedrock of our thriving ecosystem fueled by efficient access to the capital markets.”

—Ryan Stroker,
CEO, Avenue One



“Since our initial investment in 2020, Avenue One has scaled substantially, developing infrastructure that enables investors to efficiently access and manage a historically manual asset call. By prioritizing local partnerships, Avenue One has access to unique market insights, which has further differentiated their platform within the industry.”

—Joshua Dart,
Principal, WestCap



Sources: PitchBook.com, Bloomberg, company website, press releases.

Measurabl Raises \$93 Million Series D

Transaction Overview



Series D
Led by



/sway ventures
\$93M Equity Raised

- On May 31, 2023, Measurabl announced its \$93 million Series D co-led by Energy Impact Partners and Sway Ventures at a \$433 million post-money valuation.
- The new funding will be used to enhance the company's technology and data platform, expand its local partner network, and support the growth of its institutional marketplace.
- Since its founding in 2013, Measurabl has raised ~\$179 million and grown to more than 200 employees.

Measurabl Overview

Headquarters	San Diego, CA
Founded	2013
Description	Developer of a data management platform intended to provide informed analysis of sustainability performance. The company's cloud-based platform collects data, creates investment-grade sustainability reports, and offers alerts regarding improvement opportunities in environmental, social, and governance programs, enabling clients to collect sustainability data, analyze and accurately report on performance, and identify efficiency opportunities.

Selected Current Investors





Measurabl Platform Overview

Measure

Automate the collection of meter-level electricity, water, fuel, district, and waste data from thousands of utilities and track progress toward sustainability targets.



Manage

Maintain social and governance documents alongside your environmental data. Ensure your green building certifications are always up-to-date.



Disclose

Streamline the arduous annual reporting process to frameworks such as GRESB and CDP. You can also customize your own ESG reports on demand.



Act

Leverage accurate, asset-level ESG data so you can implement physical climate risk strategies, improve operational efficiencies, and gain better access to capital.

\$2T

Asset Value

15B

Square Feet

92

Countries

37%

Top Asset Managers

Sources: PitchBook.com, company website, press releases.

Selected Deal Commentary

“Measurabl's...solutions are critical for companies seeking to streamline their operations and gain a competitive edge in an increasingly data-driven world... As the real estate industry moves toward a more sustainable future, Measurabl's innovative approach to data management will be essential in providing investment-grade reporting and analysis. This is not just a matter of meeting ESG standards; it is a financial imperative.”

—Brian Nugent, General Partner, Sway Ventures



EliseAI Raises \$35 Million Series C

Transaction Overview



Series C
Led by



\$35M Equity Raised

- On June 7, 2023, EliseAI announced its \$35 million Series C funding round led by Point72 Private Investments at a \$285 million post-money valuation.
- EliseAI has become one of the largest and most sophisticated AI platforms serving the multi-family and single-family rental housing industry.
- As of June 2023, EliseAI serves 1.5 million units across 200 customers, including leading owners and operators such as Asset Living, Bozzuto, and Venterra.

EliseAI Overview


Headquarters	New York, NY
Founded	2017
Description	EliseAI provides a conversational AI platform serving the multi-family and single-family rental real estate industry. The company's products automate conversations between potential and current renters and property managers via SMS, email, phone, and webchat and automate workflows through integrations with key software systems.

Selected Current Investors






EliseAI Platform Overview



For Residents:

- Collections and Payment

For Teams:

- Elise CRM
- Integrations

For Leasing:

- AI Email, SMS, Phone, & Chat
- Smart Tour Scheduling
- Centralized Leasing

112% Increase in Apartment Conversions


317% Increase in Appointments

2+ Hours Saved per Day

Sources: PitchBook.com, company website, press releases.

Selected Deal Commentary

“ We started this company with the vision of using the most advanced technology to transform the industries fundamental to our lives. We are incredibly proud of the change we have driven in the real estate industry over the last 6 years. We are thrilled to bring on new partners to enable us to continue to innovate and push into new markets. —**Minna Song**, CEO, EliseAI



“ We are incredibly excited to be partnering with EliseAI for the next step of their journey. We believe they have the right team, experience, and technology to bring cutting-edge conversational AI to the real estate industry and unlock a new era of business efficiency. —**Eddie Kang**, Partner, Point72



Picket Homes Raises \$20 Million Series B

Transaction Overview



picket

Series B
Led by

LL FUNDS

\$20M Equity Raised

- On June 20, 2023, Picket Homes announced its \$20 million Series B funding round led by LL Funds.
- The Picket investing platform analyzes supply and demand dynamics in more than 25 rental markets nationwide and automatically evaluates the investment potential of more than 50 million single-family properties.
- Last year, Picket helped its clients invest more than \$270 million in single-family rentals.

Picket Homes Overview

Headquarters	Nashville, TN
Founded	2019
Description	Developer of an acquisitions and property management platform designed to help professional investors identify, underwrite, acquire, and manage homes efficiently nationwide. The company's services include providing data and return modeling for active and off-market single-family listings, transaction services, renovations and leasing management, and hassle-free property maintenance.

Selected Current Investors

LL FUNDS

CHO CAPITAL

m
maveron

RET Ventures.

Picket Platform Overview



Acquisitions and Brokerage

Dynamic Modeling

Asset Underwriting

Transaction Management



Property Management

Workflow Management

Centralized Functions

Reporting and Analytics



Portfolio Optimization

Market Selection

Asset Management

Portfolio Construction

Selected Deal Commentary

“Picket’s growth has been significant in the last 18 months, and the company’s ability to rapidly innovate on behalf of single-family investors of every size is unmatched. We’re thrilled to be able to offer investors access to advanced data, analysis, and tools that simplify and streamline the real estate investing process.”

—**Quinten Shay**,
CEO, Picket Homes



“Picket is dedicated to building the industry’s highest-quality residential real estate investing tools and services, and its success is a reflection of that focus. The platform seamlessly integrates data between stages of the investment process to give investors powerful insight into investment opportunities, the acquisition pipeline, and portfolio performance overall.”

—**Jim Morrissey**,
Partner, LL Funds



Sources: PitchBook.com, company website, press releases.

A photograph of a modern multi-story apartment building. The facade is clad in vertical wood slats. Each floor has a balcony with a dark metal railing. Some balconies have planters with greenery. The building is set against a clear blue sky. A dark blue horizontal bar is overlaid on the right side of the image, containing the page number and title.

03

Houlihan Lokey Overview

Spotlight on Commercial, Multi-Family, and Construction PropTech Reports

Click on the images below to access Houlihan Lokey's recent sector specific reports.



Commercial Real Estate Technology Report



Multi-Family Technology Report



Construction Technology Report

A Global Leader in Technology Advisory

Partner-Led Approach

Providing unbiased, insightful advice in the best interest of our clients, Houlihan Lokey will have **significant senior resources dedicated** to guiding clients.

Key Facts and Figures



36

LOCATIONS
WORLDWIDE

~2,000

TOTAL FINANCIAL
PROFESSIONALS

313

MANAGING
DIRECTORS⁽¹⁾

2,000+

CLIENTS SERVED
ANNUALLY

\$6.5B

MARKET
CAPITALIZATION⁽²⁾

\$1.8B

REVENUE⁽³⁾

Expertise in High-Growth Technology Sectors

Significant experience and expertise across vertical and horizontal business management software, HCM, property tech, tech-enabled services, UCaaS, industrial tech, data and analytics, fintech, adtech, and cyber.

2022 M&A Advisory Rankings All Global Technology Transactions

Advisor	Deals
1 Houlihan Lokey	116
2 Goldman Sachs	106
3 Morgan Stanley	79
4 Rothschild	76
5 JP Morgan	75

Note: Ranking based on data provided by Refinitiv. Excludes accounting firms and brokers.

(1) As of April 31, 2023; excludes corporate MDs.

(2) As of June 30, 2023.

(3) LTM ended March 31, 2023.

Global Tech Coverage and Knowledge

Our global footprint with offices in key M&A markets in the Americas, Asia, and Europe gives us integrated coverage, while our local roots mean that we have a strong understanding of the markets we cover.

15 technology offices globally

220+ technology-focused bankers

40+ technology-focused Managing Directors

Broad and Deep Investor Coverage

24 senior officers dedicated to the sponsor community the America's and Europe.

Coverage of **1,000+** private equity firms, **250+** credit funds, and **70+** family offices.

Catalog and deal experience on financial sponsor preferences and behaviors.

Houlihan Lokey's Capital Markets Group comprises ~90 dedicated professionals across 11 offices in five countries that raised approximately **\$25 billion** in capital over the past two years.

Our Tech M&A Team Is No. 1 Globally With Unrivaled Reach

Americas

- Atlanta
- Baltimore
- Boston**
- Chicago
- Dallas
- Houston
- Los Angeles**
- Miami**
- Minneapolis
- New York**
- San Francisco**
- São Paulo
- Washington, D.C.

Europe and Middle East

- Amsterdam
- Antwerp
- Dubai
- Frankfurt**
- London**
- Madrid
- Manchester**
- Milan**
- Munich
- Paris**
- Stockholm**
- Tel Aviv**
- Zurich

Asia-Pacific

- Beijing
- Fukuoka
- Gurugram
- Hong Kong SAR
- Mumbai**
- Nagoya
- Shanghai
- Singapore
- Sydney**
- Tokyo**

No. 1
TECH M&A
ADVISOR*

36
LOCATIONS
WORLDWIDE

220+
TECHNOLOGY
BANKERS

40+
TECH MANAGING
DIRECTORS

116
TECHNOLOGY
DEALS IN CY22

Local Technology team

*Source: Refinitiv. Excludes accounting firms and brokers.

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