



Innovation Report on the Multifamily Sector

Prop Tech and the Digital Evolution of Real Estate

December 2023

Dorren Triguboff | Oksana Vodoviz | Charles Citrin | Tedy Seber | Evan Bitan

Innovation in multifamily real estate encapsulates the adaptation and integration of new ideas, technologies, and strategies to improve the development, management, and resident experience within multifamily properties.

A few examples of this ...

- Sustainable building practices
- Smart home technologies to community-centric design
- Operational efficiencies
- Resident-centric services

NOTABLE PROPTech EXAMPLES:



These innovations aim to enhance efficiency, sustainability, tenant satisfaction, and overall property value

Leading Investors in Multifamily

Summary

Notable Investments in Multifamily Sector

Industry Impact



Founded: 2009
Stage: Late
Total FUM: \$1 Billion +
Total Investments: 34
Total Multifamily Investments: 23



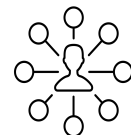
Knowledge



Investment



Founded: 2017
Stage: Early - Late
Total FUM: \$273 Million +
Total Investments: 48
Total Multifamily Investments: 28



Network



Founded: 2015
Stage: Early
Total FUM: \$165 Million +
Total Investments: 102
Total Multifamily Investments: 34



Credibility



Leading Players in Multifamily



Founded: 1978
Total Multifamily Real Estate Units: 80,000



Founded: 1965
Total Multifamily Real Estate Units: 213,000



Founded: 1993
Total Multifamily Real Estate Units: 726,826

Key Trends

Tenant Acquisition – *Leasing*

Tenant Experience – *Property Management*

Smart Home Innovations – *Modernization*

Key Movers



Benjamin Schall, CEO
AvalonBay Communities



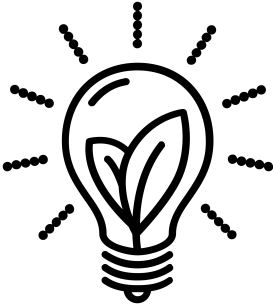
Ankur Jain, CEO
BILT Rewards



Aaron Rudenstein, CEO
Butterfly MX

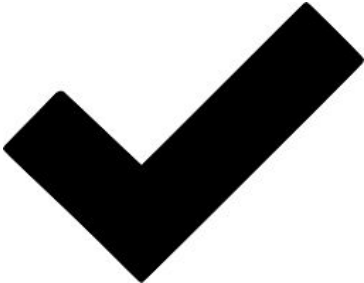
ESG stands for environmental, social and governance. These are called pillars in ESG frameworks and represent the 3 main topic areas that companies are expected to report in. The goal of ESG is to capture all the non-financial risks and opportunities inherent to a company's day to day activities.

Deloitte



Opportunities in Multifamily Real Estate

- Affordable Housing Solutions**
- Technological Integration**
- Community Development**



Strategies for Successful Outcomes

- Data-Driven Decision Making**
- Sustainable and Resilient Design**
- Tenant-Centric Approaches**



Role of ESG Considerations

- Environmental Impact**
- Social Responsibility**
- Governance Practices**

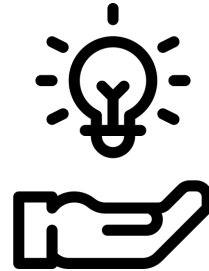


Challenges:

Adoption Resistance

Integration and Scalability Issues

High Initial Costs

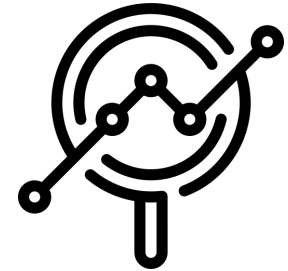


Opportunities:

Tenant Experience Enhancement

Automated Property Management

Sustainability



Areas to Monitor:

Predictive Insights

Regulatory Compliance

Increasing Standardization