

Real Estate Funding

# Q2 YTD 2021 Highlights



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[t360.com](https://t360.com)



# Q2 YTD 2021 Highlights

Year-to-date investment in real estate technology through Q2 2021 was already 82% of full year 2020 levels:

- Mortgage technology was the clear funding category leader, representing 55% of total funding, led by a secondary market investment in Better of \$500M to buy back shares and Blend's \$300M Series G round of funding.
- Residential category funding was 42% of the total investment, led by Homeward's \$371M raise of debt and Series B funding and brokerage platform Side's \$200M Series D funding.

The strong year-to-date M&A activity through Q2 2021 had a significant concentration in the residential category:

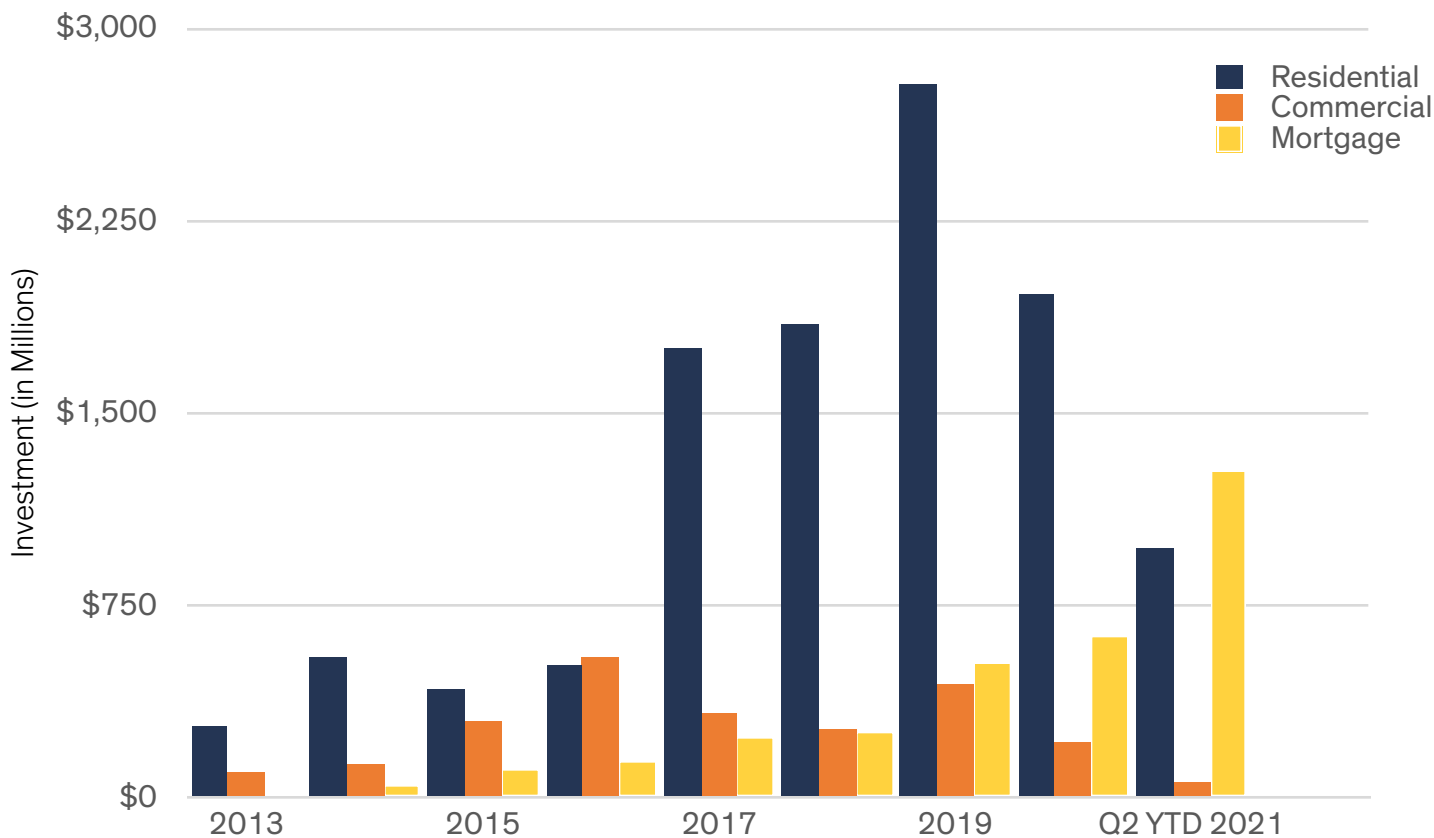
- There were several residential strategic acquisitions such as Zillow Group/ShowingTime, Constellation Real Estate/Top Producer, LoneWolf Technologies/LionDesk and HomeSpotter as well as BoomTown/Brokermint.
- The noteworthy acquisition of CoreLogic by Stone Point Capital and Insight Partners was also completed.

Special Purpose Acquisition Vehicle (SPAC) activity also continued to progress in Q1 and Q2, with Matterport, Offerpad and Better merger announcements.



# Investment by Category

Mortgage tech funding leads Q2 YTD 2021 investment



## Q2 YTD 2021 as % of FY 2020

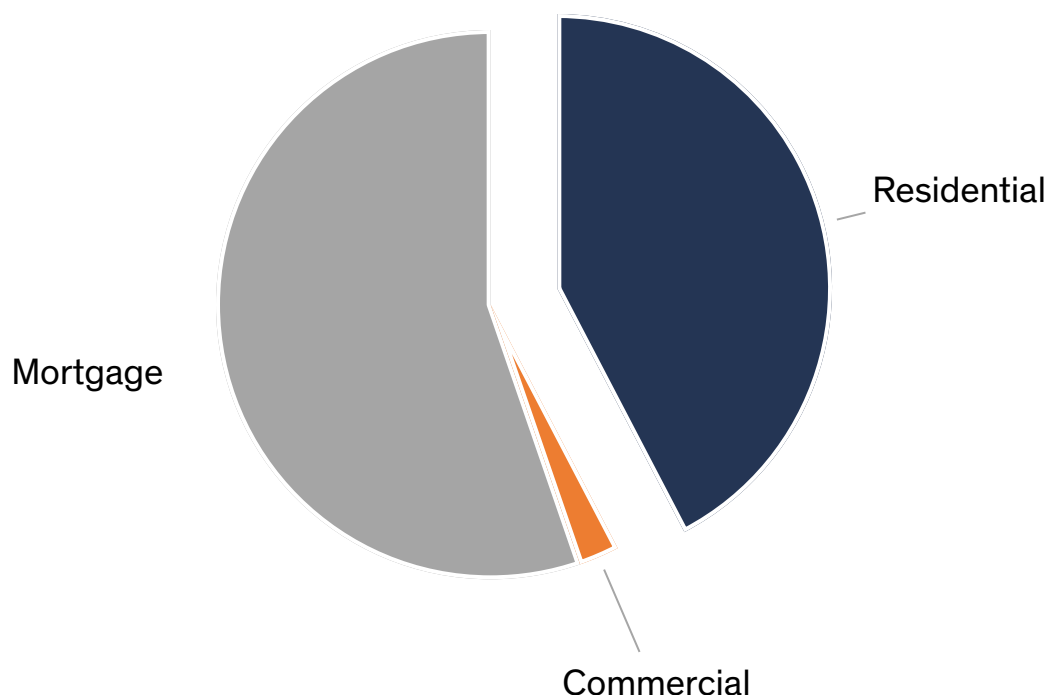
Residential	50%
Commercial	26%
Mortgage	201%



Source: T3 Sixty with Crunchbase data (crunchbase.com)

# Investment by Category

## Residential Real Estate



## Select 2021 Residential Financing (\$M)

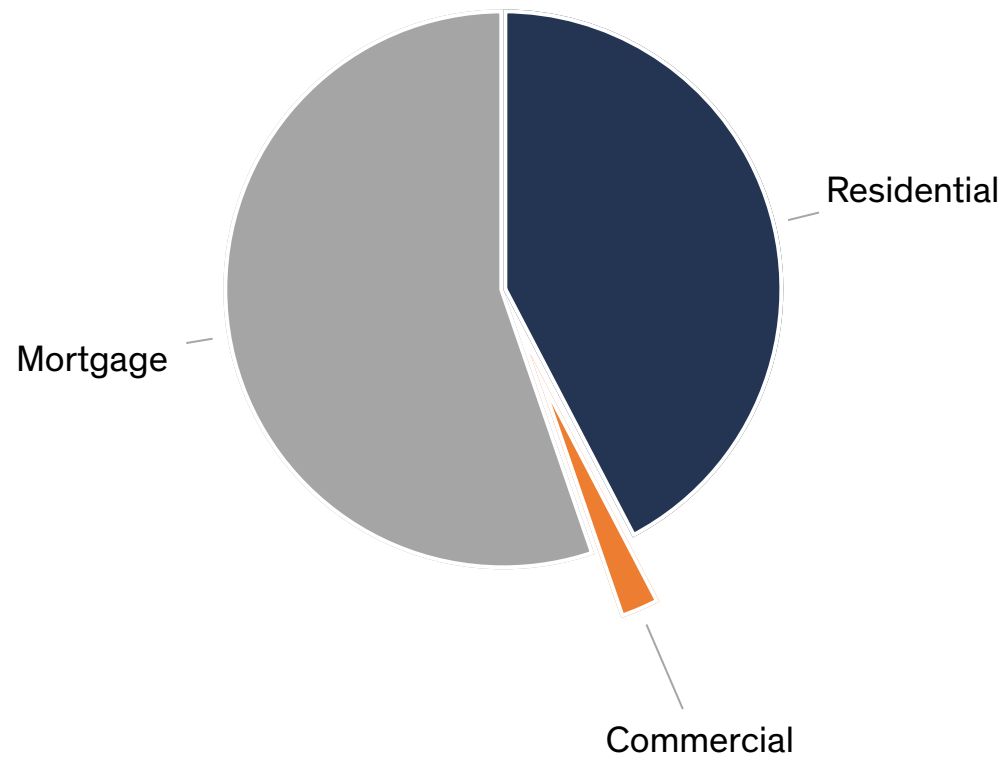
Company	2021 Funding	Funding To Date	Select Investors
homeward	\$371.0	\$500.0	NORWEST VENTURE PARTNERS
side	200.0	263.5	COATUE
Flyhomes	150.0	310.0	NORWEST VENTURE PARTNERS
HomeLight	100.0	264.5	CREDIT SUISSE
HOME-X	90.0	90.0	NMC NEW MOUNTAIN CAPITAL







Source: T3 Sixty with Crunchbase data (crunchbase.com)

# Investment by Category

## Commercial Real Estate



## Select 2021 Commercial Financing (\$M)

Company	2021 Funding	Funding To Date	Select Investors
 cherre	\$50.0	\$75.0	
 amenify	4.8	36.4	 RET Ventures.



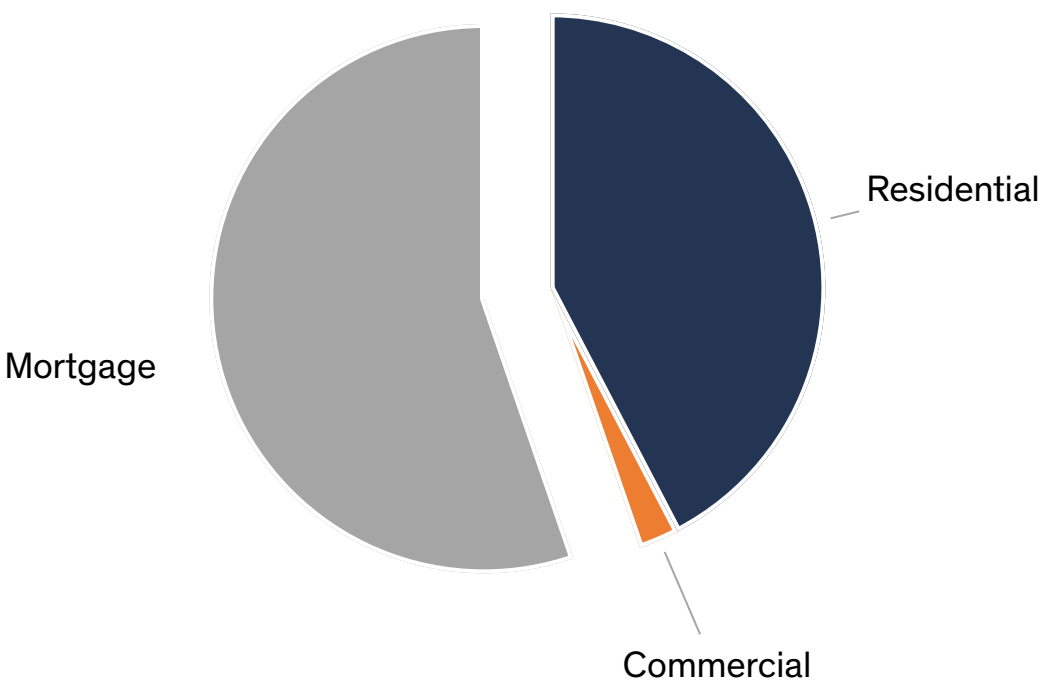
Source: T3 Sixty with Crunchbase data (crunchbase.com)

Real Estate Funding - Q2 YTD 2021 Highlights - 5



# Investment by Category

## Mortgage



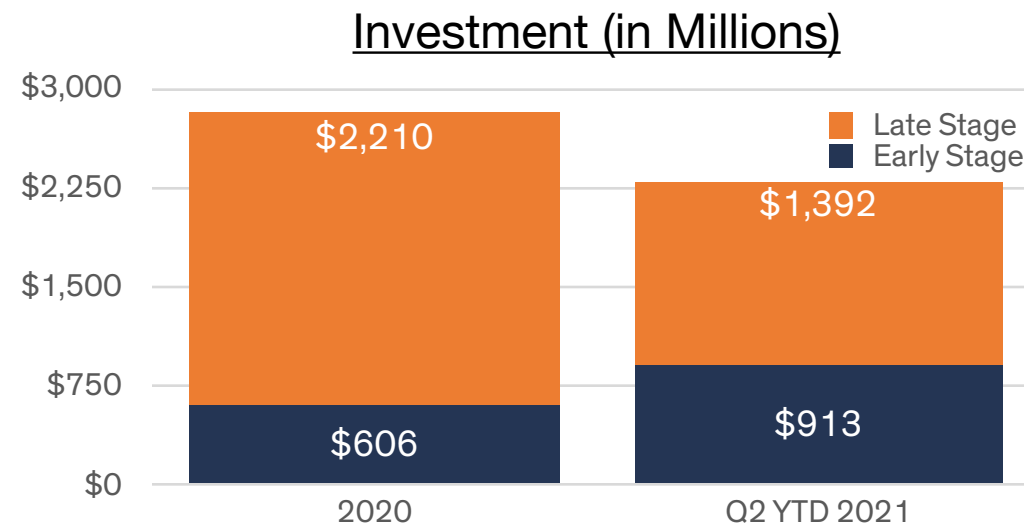
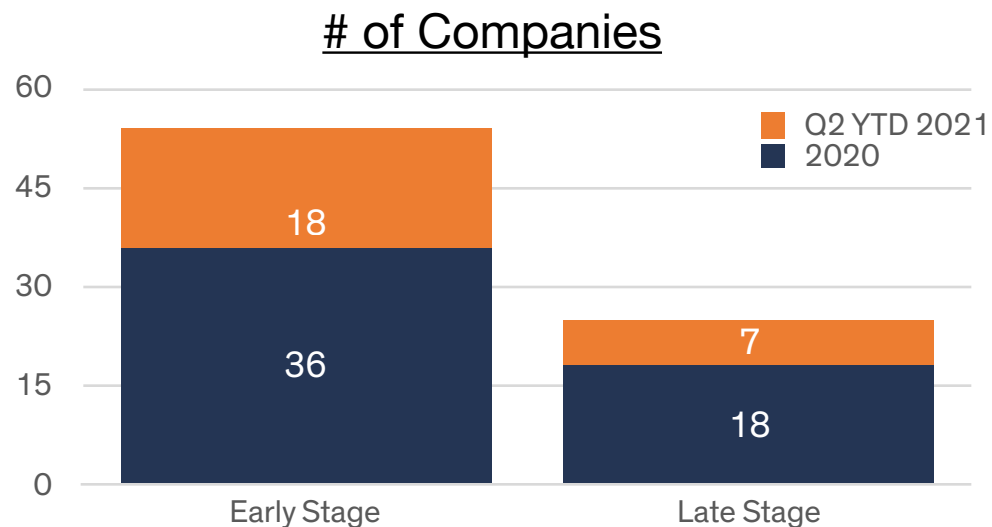
## Select 2021 Mortgage Financing (\$M)

Company	2021 Funding	Funding To Date	Select Investors
<b>better.com</b>	\$500.0	\$905.0	SoftBank Group
<b>blend</b>	300.0	665.0	TIGERGLOBAL
<b>snapdocs</b>	150.0	253.0	TIGERGLOBAL
<b>Divvy</b>	110.0	290.0	TIGERGLOBAL
<b>SIMPLENEXUS</b>	108.0	128.0	INSIGHT PARTNERS
<b>ROOSTIFY</b>	32.0	65.0	TEN COVES CAPITAL



Source: T3 Sixty with Crunchbase data (crunchbase.com)












# Investment by Stage



- 16% Proportion of late-stage v. early-stage funding rounds versus 2020
- 202% Average amount of early-stage funding rounds in Q2 YTD 2021 was \$50M, driven by larger Series B rounds by Homeward and Simple Nexus
- 62% Average amount of late-stage funding rounds in Q2 YTD 2021 was \$199M



# Q2 YTD 2021 Funding Exceeding \$50M

Company	Funding \$ (M)	Category	Funding Type	Late Stage Funding
 better.com	\$500	Mortgage	Post IPO/Secondary	◆
 blend	300	Mortgage	Series G	◆
 homeward	371	Residential	Debt/Series B	
 side	200	Residential	Series D	◆
 snapdocs	150	Mortgage	Series D	◆
 Flyhomes	150	Residential	Series C	◆
 Divvy	110	Mortgage	Series C	◆
 SIMPLENEXUS	108	Mortgage	Series B	
 HomeLight	100	Residential	Debt	
 HOME-X	90	Residential	Equity	
 cherre	50	Commercial	Series B	



Source: T3 Sixty with Crunchbase data (crunchbase.com)

Real Estate Funding - Q2 YTD 2021 Highlights - 8



# Select Q2 YTD 2021 Mergers & Acquisitions

Strong activity among strategic buyers

Buyer	Target	Announced Date
		6/21
		6/21
		5/21
		5/21
		5/21
		4/21
		4/21
		4/21
		4/21










Source: T3 Sixty, company announcements and Crunchbase data (crunchbase.com)

Real Estate Funding - Q2 YTD 2021 Highlights - 9

# Mergers & Acquisitions *(cont.)*

Strong activity among strategic buyers

Buyer	Target	Announced Date
		3/21
		3/21
		3/21
		3/21
		2/21
		2/21
		2/21
		1/21
		1/21




Source: T3 Sixty, company announcements and Crunchbase data (crunchbase.com)

Real Estate Funding - Q2 YTD 2021 Highlights - 10

# Q2 YTD 2021 Public Market Entrants

This has been an active year in public market entries for real estate technology. Several companies have announced SPAC mergers in 2021.

A Special Purpose Acquisition Company (SPAC) is a company created solely to merge or acquire another business and take it public — a cheaper, faster alternative to an initial public offering (IPO). As SPACs come to market and IPOs occur, they may also be a harbinger for growth in additional acquisitions over the next 2-3 years, building on an already strong M&A market.

Company	Merger Partner	Select Investor(s)	Valuation
			\$3.0B
			\$2.9B
			\$6.0B

Sources: [techcrunch.com](https://techcrunch.com)

Real Estate Funding - Q1 2021 Highlights - 11

# The Technology Team



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## Recent Transactions Facilitated by T3 Sixty



Acquired by



We advised the seller



Acquired by



We advised the seller



Acquired by



We advised the seller



Acquired by



We advised the seller



Acquired by



We advised the seller

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