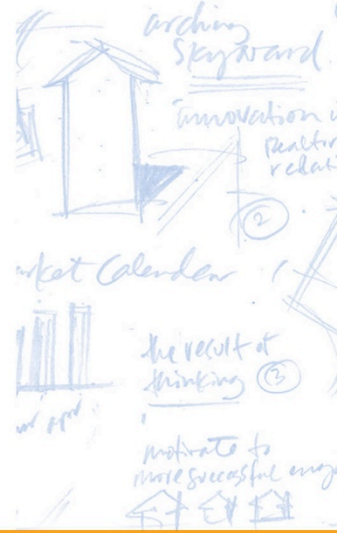




REach®

Accelerating Real Estate



REach Overview

September 2015



NATIONAL
ASSOCIATION of
REALTORS®



SECOND
CENTURY
VENTURES



NATIONAL
ASSOCIATION of
REALTORS®



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Accelerating Real Estate

What is Second Century Ventures?

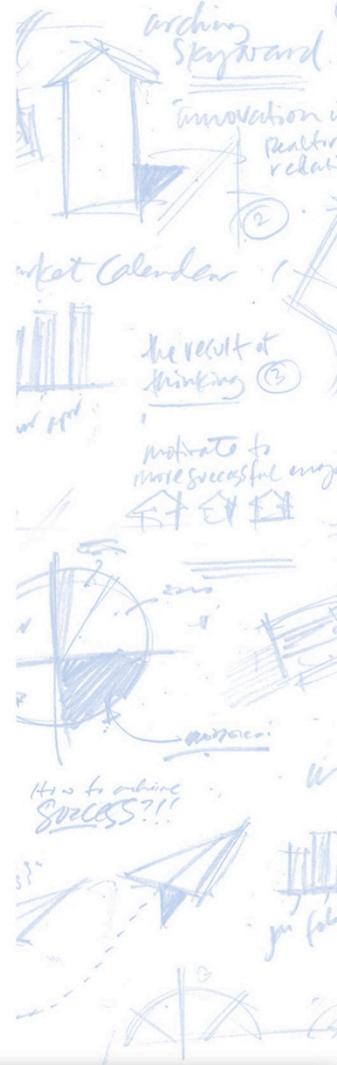
The Strategic Investment Arm for the National Association of REALTORS®



NATIONAL ASSOCIATION of REALTORS®



SECOND CENTURY VENTURES





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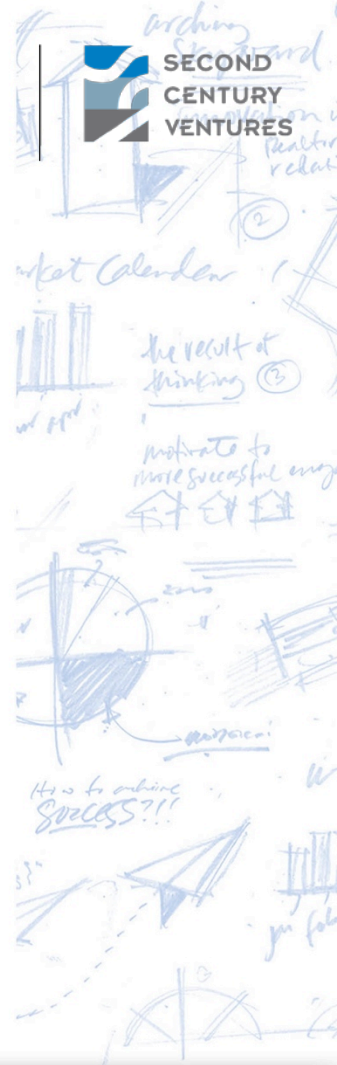
NATIONAL
ASSOCIATION of
REALTORS®



What do we do?

SCV invests in real estate technology companies bringing innovation to real estate

...keeping REALTORS® central to the transaction



NATIONAL
ASSOCIATION of
REALTORS®

Two Entities:



Successful Exit
2013

Acquired by
Quantum 2014



New in 2013

- 9 Month Program
- For highest potential earlier stage companies
- Same high standards as SCV





REach®

Accelerating Real Estate

Industries evolve by innovating

REach brings a pipeline of new tools, technologies and products to Realtors® and our strategic partners

REach evaluates 1000s of new technology companies and brings them to market



Technologies address business needs within real estate ...and beyond

Earning Referrals



Lead Generation/ Big Data



Communication/ Marketing



Business Tools/ Transaction Efficiency



Alternative Lending/ Financing



Adding Value Beyond the Transaction



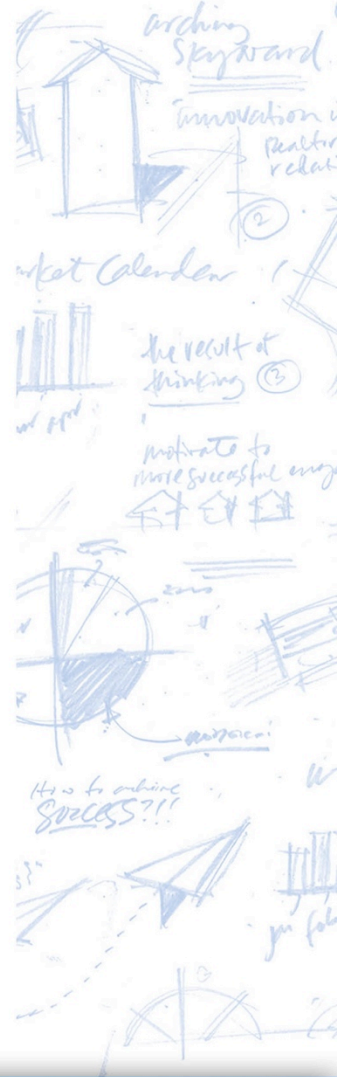


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How it works

REach selects 6 – 10 companies into its program each year



REach® Program

We launch companies into the vertical

Education — industry 101

Mentorship — 200+ industry leaders managing billions in revenues

Insight Panel — 2,500+ practitioners shape the products

Exposure — NAR channels, industry events, media



How have we done?

15

Companies have been through REach

\$0-11m

Revenue Ranges of REach companies

\$0-40m

Valuation Ranges of REach Companies

90%

Average Customer Increase during REach

\$34m

Outside Capital Raised after Joining REach

12/15

Landed major deals with major brands

150k

Estimated # of NAR members touched REach

**As of December 31, 2014*

2015 REach Class

- *Raised over \$85M outside financing*
- *Aggregate valuations over \$250M*
- *Investors include Andreessen Horowitz, Bessemer, Capital Factory, Comcast Ventures, Matrix Partners, Maveron, Redpoint*



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REach 2015 Snapshot



Alternative lending Platform



Allow access to homes from a smart phone



Home downpayment savings platform



Actionable sales intelligence for commercial real estate



REach®



On Demand Personal Security and Protection



Find pros for home improvement projects



Fully online notary services



Online gifting platform



How can you get involved?

Meet The Class of 2015

REALTORS® Conference & Expo in
San Diego, CA

Insight Panel

Spread the word about the REach® Insight
Panel – narreach.com/realtors

Tech Company Referrals

Future REach® or SCV candidates

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