

INVESTOR REPORT

June 30, 2020

REACH Ventures 2019 LP

430 N Michigan Ave
Chicago, IL 60611

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REACH
NATIONAL ASSOCIATION OF REALTORS®

Industry Outlook

Dear Investor,

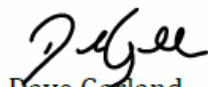
Since our last update we have entered unprecedented times on a global scale. The real estate industry has raced to adapt to a “new normal” which has had a profound impact on the PropTech sector. Current market conditions have acted as a catalyst for certain technologies including touchless interactions, digital transaction services, tenant engagement, wellness, and VR/AR applications. For other categories, some of which previously showed tremendous prospect (e.g. co-working, co-living), the uncertainty of COVID-19 has created a decelerating effect.

We believe disruptive events tend to provide unique opportunities. Our portfolio companies have worked through a time where existing-home sales dropped as much as 26.6%, on an adjusted annual rate, building leaner operations and capitalizing on the opportunities provided in recessionary environments. Nearly two dozen portfolio companies created compelling offers for NAR’s Right Tools, Right Now program which elevated the opportunity for REALTORS® to access the technology they need to power their businesses through volatile market conditions.

The COVID pandemic has only further illustrated the need for collaboration and new ideas on a global scale in the real estate sector and far beyond. We are proud to have launched our REACH Canada and REACH UK programs earlier this year amidst the challenging conditions of the pandemic. As important hubs for both capital and innovation, our newest regions of expansion will allow us to continue expanding our thriving network of top new technologies and the entrepreneurs who fuel them. Both new programs have begun accepting applications and will select their inaugural classes in late 2020. We look forward to providing you with an announcement of the new companies admitted to the global REACH community in your next investor report.

Thank you for your continued support of REACH as we expand our operations across verticals and internationally. We will keep you posted on the performance of our invested capital, and as our team expands its efforts to ensure we invest in technologies that support the growth of our industry.

Sincerely,



Dave Garland
Partner



Tyler Thompson
Partner

Sources: NAR Existing-home sales

REACH Ventures 2019 *At a Glance*

+10.81% SINCE INCEPTION

380 TOTAL EMPLOYEES

14 PORTFOLIO COMPANIES

50% FEMALE FOUNDERS

100% PORTFOLIO COMPANIES STILL ACTIVE

12 YEAR AVERAGE FOUNDERS EXPERIENCE IN REAL ESTATE

TOTAL ROUNDS OF FINANCING **28**

TOTAL FUNDING DURING/SINCE REACH **27.0M USD**

twofold

evocalize

klearn

CRESimple

curbio
Renovate Now, Pay When You Sell

Trove

Amarki
MARKETING INTELLIGENCE

biproxi

PROPY

LulaFit

STAGING & DESIGN
NETWORK
SHARE. GROW. INSPIRE.

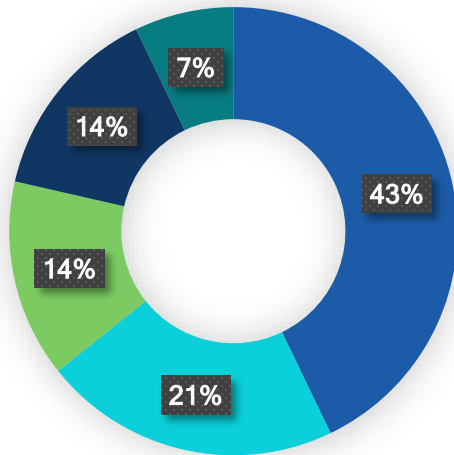
reConsortia

ratemyagent

COEO

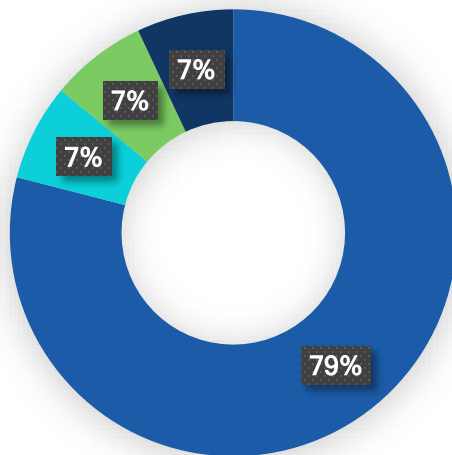
Portfolio Overview

Portfolio Breakdown by PropTech Sector
As a % of total investments



- Marketing & Communications
- Lending, Title & Transaction Management
- Consumer Centric
- Lead Gen & Conversion
- Agent & Broker Tools

Portfolio Breakdown by Operating Stage
As a % of total investments



- Seed
- Series A
- Pre-Seed
- Public

Top Portfolio News



Amarki (amarki.com) is a seamless, automated marketing platform for real estate professionals that unifies their favorite systems in one place.

Recent Events

[2020 HW Tech100](#)

[Amarki Announces New CEO - Ian Francis](#)



biproxi (biproxi.com) is an end to end CRE platform committed to providing the best tools, data, and applications to empower brokers to sell intelligently, and buyers to invest confidently.

Recent Events

[biproxi Acquires Commercial Real Estate Listing Site OfficeSpace.com](#)

[biproxi Announces Partnership With FRE, Expanding Broker Services Into Auction](#)



Coeo (coeospace.com) is a revolutionary open data technology platform that uses scientific algorithms to match brokers and users to the perfect space in seconds.

Recent Events

[Coeo Space Enables Brokers and Companies to Tour Commercial Real Estate Remotely](#)



CRE Simple (cresimple.com) is a financial services company built on an intelligent lending platform that is reinventing commercial real estate financing.

Recent Events

No recent events



Curbio (curbio.com) is completely changing the way real estate agents and their clients approach home sales. Its tech-driven renovation process allows home sellers to "flip their own home" and keep the profit for themselves.

Recent Events

[Curbio rolls out campaign to help realtors adjust to COVID-19](#)

[Real estate startup Curbio expands to Seattle, aims to speed up home renovation projects](#)

[Curbio Launches Partnership with Kleard as Part of its Ongoing Effort to Support Realtors During COVID-19](#)

Top Portfolio News



evocalize

Evocalize (evocalize.com) deeply connects all levels of a business to the marketing ecosystem and simplifies the efficient generation of demand when and where it's needed.

Recent Events

No recent events



kleard

Kleard (kleard.com) is an open house and showing app for real estate agents that includes robust safety features, real-time contact verification, and its own CRM.

Recent Events

[Kleard Launches Self Tour Tech for Real Estate That Allows Buyers Nationwide to Tour Homes Without an Agent Present](#)
[2020 HW Tech100](#)



LulaFit

Lulafit (lulafit.com) is a luxury amenities management firm working in Class A+ multifamily and commercial office spaces.

Recent Events

[Jeremy Werner and Nick Anthony join amenities management company, LulaFit](#)
[LulaFit adjusts to coronavirus crisis by shifting to virtual amenities programs](#)



PROPY

Propy (propy.com) is an end-to-end real estate transaction management platform that facilitates safe, fast & simple real estate transactions entirely online.

Recent Events

[2020 HW Tech100](#)
[Propy trials blockchain for land registry in Vermont](#)



ratemyagent

RateMyAgent (ratemyagent.com | ASX:RMY) is a digital marketing business that helps real estate agents collect share and promote their best customer feedback.

Recent Events

[2020 HW Tech100](#)
[RateMyAgent Continues to Stack Its Leadership Bench](#)



CONSORTIATM

reConsortia (consortia.realestate) is blockchain for real estate referral tracking. The blockchain builds transparency between stakeholders, enhances professionalism, and provides a better customer experience.

Recent Events

[2020 HW Tech100](#)
[US Capital Global Securities Engaged by Consortia to Facilitate \\$2M Capital Formation](#)

Top Portfolio News



Staging & Design Network (staginganddesignnetwork.com) has developed proprietary technology that drives the first member-based shared rental pool for home furnishings.

Recent Events

No recent events

Trove

Trove (discovertrove.com) is a boutique vacation rental service delivering exceptional consumer experiences and maximum value for property owners.

Recent Events

No recent events

The logo for twofold features the word "twofold" in a bold, lowercase, sans-serif font. The "two" is in orange and the "fold" is in black.

Twofold (twofoldspaces.com) is converting idle areas into productive, flexible workspaces. Twofold's products can improve efficiency by 25% or more, thereby increasing the capacity of smaller floor plans, or enabling greater density in existing spaces.

Recent Events

No recent events

REACH Ventures 2019 LP has not yet had an official first close. Below is an overview of the estimated portfolio value and current holdings;

REACH VENTURES 2019 LP HOLDINGS						
Company	Original Investment	Est. Current Value	Gain/(Loss)	Number of Shares	Approx. Ownership	Security Type
Amarki	\$100,000	\$131,988	\$31,988	62,500	1.320%	Preferred Shares
biproxi	\$100,000	\$100,000	-	74,074	0.336%	Preferred Shares
Coeo	\$100,000	\$100,000	-	n/a	n/a	SAFE
CRE Simple	\$100,000	\$100,000	-	198,400	0.750%	Preferred Shares
Curbio	\$100,000	\$175,919	\$75,919	48,391	0.247%	Preferred Shares
Evocalize	\$100,000	\$125,000	\$25,000	n/a	n/a	SAFE
Kleard	\$100,000	\$100,000	-	n/a	n/a	SAFE
Lulafit	\$100,000	\$100,119	\$119	170	0.870%	Preferred Shares
Propy	\$100,000	\$100,000	-	n/a	n/a	SAFE
RateMyAgent	\$99,602	\$117,910	\$18,308	632,469	0.154%	Common Stock
reConsortia	\$100,000	\$100,000	-	n/a	n/a	SAFE
Staging & Design Network	\$100,000	\$100,000	-	n/a	n/a	SAFE
Trove	\$100,000	\$100,000	-	n/a	n/a	SAFE
Twofold	\$100,000	\$100,000	-	n/a	n/a	SAFE
Add: Cash	\$398	\$398	-			
Total	\$1,399,999	\$1,551,333¹	\$151,334²			

1: Portfolio value is unaudited and subject to change

2: Portfolio gains are unrealized and subject to change