

About Me: Ary Sharifian

M.S. Candidate: Computer Science



Related Experience:

- **National Science Foundation Grant Recipient**
 - UCSD Von Liebig Entrepreneurial Center
- **Founded Startup**
 - Formed Team
 - Started Company
 - Built Product
 - Signed Paying Customer

UC San Diego

FindAFlip: Company Profile



Ary Sharifian:
Knowledge Engineer



Ryan Shim:
Full-Stack Developer



Mark Yang:
Full-Stack Developer



Ashley Kang:
UI and Design



Brian Golbad:
Private Banker



Koosha Rezaei:
Expert Flipper



Wenlin Han, Ph.D:
Faculty Advisor

FindAFlip: Los Angeles Property Investment



Problem: Information Overload + Niche Data



+



Solution: Evaluations using Localized Rule-Base(s)

Los Angeles



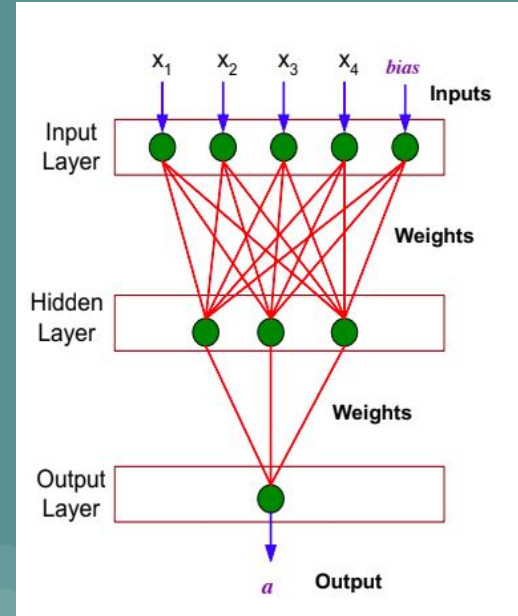
State and Local Rules and Regulations

- Can you build an additional unit?
 - SB1069: If Lot Size > 5000, YES.
- Can you subdivide?
 - Is there a lien on the property?
 - Does title report state property owner can subdivide?
 - Does Los Angeles County allow it?
- Can you rezone to commercial?

Solution: Simple UI Finding Properties “I” Want



AI: Neural Network
w/ Backpropagation



Implementation: Progressive Web App (PWA)



Agile Iterative: 3-Week Cycles



Customers:

Agents



Private Sellers



Flippers/Investors*



Interactions: 1-3 years



Interactions: One-Stop-Shop

Permits



Financing



Insurance



Broker

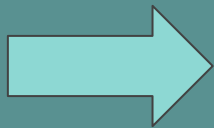
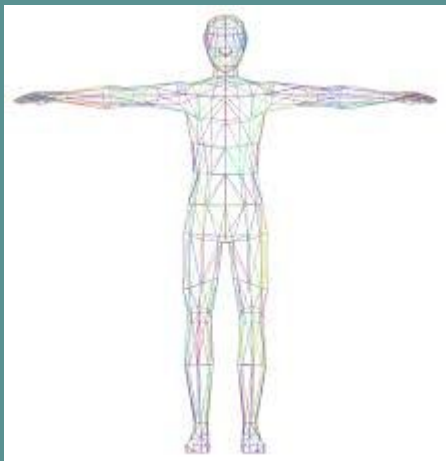


Broker info
find invest.

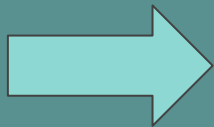


find buyer





US Market Size
\$81 Billion



LA Market Size
\$1.3 Billion

Business Model: Tinder + Robinhood



- Paid promotions:
 - Pay to boost a property for 24, 48, or 72 hours.
 - increases likelihood that buyers see property.



- Subscription Version \$ per month:
 - Removes advertising
 - Alerts when new property enters market



- Investor Reserve Interest:
 - Require buyers/investors maintain \$\$\$\$ balance for investment verification
 - Higher balance = more privileges

Resources:

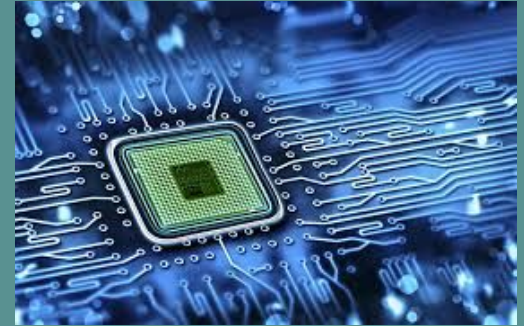
Experts/Stakeholders



Data: LA Real Estate Info



Hardware



Questions?



PROJECTED REVENUES		2018
<i>Subscriptions</i>		1,500
<i>Advertising</i>		2,500
<i>Reserve</i>		1,000
TOTAL REVENUE		\$5,000
OPERATING COSTS		
<i>UI/Front-End Developer</i>		\$4,500
<i>Backend Developer</i>		\$4,500
<i>User Interface and Design Developer</i>		\$1,500
<i>Knowledge Engineer</i>		
SUB-TOTAL		\$10,500
<i>Legal Filings/Support</i>		
Provisional Patent		\$65
Legal Advice		\$1,000
SUB-TOTAL		\$1,065
<i>Software Maintenance</i>		
Web Hosting Fees		\$150
Property Sales (LA County Assessors Office)		\$65
Domain Name		\$50
SUB-TOTAL		\$265
<i>Taxes (State-CA)</i>		
CA Franchise Tax		\$800
SUB-TOTAL		\$800
<i>Marketing</i>		
Business Cards		\$50
SUB-TOTAL		50
TOTAL OPERATING EXPENSES		\$12,680
TOTAL PROFIT		-\$7,680

Competitors:

1%



6.5%



Var%



Var%



Var%



Third-Party Source

