

# Access to home ownership. For everyone.

#### TEAM

# Combination of real estate, capital markets and technology



Brian Ma CPO

Repeat Founder (3rd co)
Founder @ Decide.com
Product @ Zillow
RE Agent and Investor
CS & EE from UW



Adena Hefets

PM & Cap Mkts @ Square Capital Investor @ TPG Banker @ BAML MBA from Stanford University Cornell University



Nicholas Clark cto

CTO @ DoubleDutch Sr. Engineer @ Microsoft Founder @ MobileSRC ECE from Cornell University 6 million credit-worthy households should be homeowners, but aren't

# Divvy enables fractional homeownership



- 1. Tenant picks out the home
- 2. Divvy purchases it for them
- Tenant buys out our equity position over time

#### TECHNOLOGY

### Technology is core to enabling fractional homeownership

PRICING



Rent Optimization Home Appreciation UNDERWRITING



3-Year Mortgage Ready

**OPERATIONS** 



Offer Automation Quick Closings Ledger / Cap Table

### UNIT ECONOMICS

### We make \$XK per year per home with Y% margins

## ANNUAL UNIT ECONOMICS Equity Rent Cost of capital Revenue Gross Profit Net Income Home costs

# We focus on stable, high-yield markets



# We will scale a strong capital markets practice



\$XM term loan facility

High-net worth individuals

X% advance rate

Y% interest rate



STEP 2 GROWTH

\$XM credit facility

Bank partner

X% advance rate

Y% net interest rate



STEP 3 SCALE

## Off Balance Sheet

X% origination

Y% servicing

# Product Demo

### VALUE PROPOSITION Alignment benefits both parties

DIVVY





2.5x Higher income than REITS

Landlords, not lenders

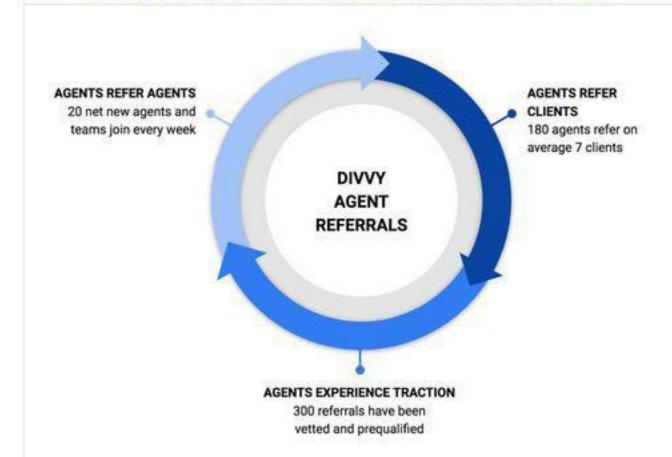


Gradual exposure to homeownership

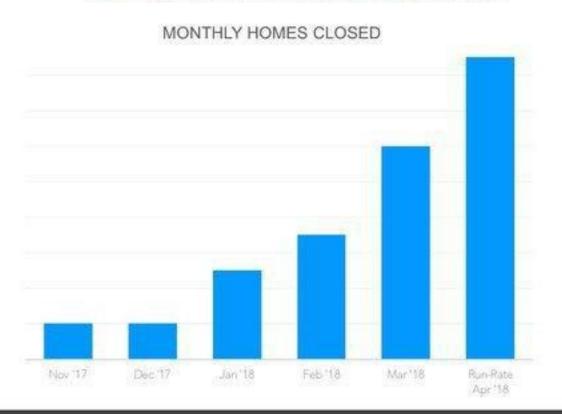
Delightful buying experience

#### DISTRIBUTION

### Partners are incentivized to work with us



# Our customers love our product



#### THE FUTURE

# The opportunity is to create a new asset class of fractional home ownership

#### RENTER-OCCUPIED



### DIVVY-OCCUPIED



- + Aligned Interests
- + Fewer Defaults
- + Lower Operating Costs
  - + Higher Yields

### OWNER-OCCUPIED





### Our Mission

Helping 100,000 families purchase their first Divvy home.