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**>>>MetaProp NYC Q4 2016 *Global PropTech Confidence Index*<sup>®</sup>:  
PropTech Investors & Startup CEOs' Post-Election Outlook Solidly Confident<<<**

**>>>92% of PropTech Investor Respondents Plan to Match or Exceed the Number  
of 2016 Deals in 2017<<<**

**>>>Q4 Investors' Index at 8.2, up from 8.0 in Q2 2016;  
Q4 Startups' Index at 6.6 up from 5.4 in Q2 2016<<<**

NEW YORK, NY -- Monday, Dec. 12, 2016 -- [MetaProp NYC](http://www.metaprop.org), the world's premier real estate technology nexus and early stage PropTech accelerator, announced today the results of its Q4 2016 *Global PropTech Confidence Index*<sup>®</sup>. A unique barometer of the health of the real estate tech market from the perspective of the most active PropTech investors and startup CEO/Founders around the world, the Q4 report find both groups solidly confident about the 2017 outlook, with 92% of VCs planning to match or exceed the number of 2016 deals in 2017.

Overall, the Q4 2016 Investors' Index was 8.2, up from 8.0 in Q2 2016, while the Q4 2016 Startups' Index was 6.6, up from 5.4 in Q2 2016. The Confidence Index has a range of zero to 10. An Index above five indicates that respondents are confident in the market; more responded positive than negative to the survey questions.

Following the US presidential election, 1,500 PropTech investors and CEO/Founders were invited to participate in the Q4 2016 Confidence Index. Entering 2017, the respondents' mood was decidedly upbeat.

"There is no doubt that there has been a massive exhale from all those in the PropTech industry who were holding their breath through the election season," said MetaProp NYC Co-Founder and Managing Director Aaron Block. "With an 8.2 out of 10 investor Confidence Index and 6.6 out of 10 for startups, the survey's results support what we have been hearing on the PropTech street -- a far less negative atmosphere and greater market optimism from investors and startup CEOs now that the election drama is behind us.

"Combined with the mega-merger of VTS and Hightower, the last two weeks have been unprecedented in the PropTech industry. If I were an incumbent real estate company, I'd be paying major attention. The unicorns might eat the dinosaurs!"

#### **Q4 2016 Confidence Index Highlights**

- 92% of PropTech investors expect to match or exceed the number of investments in 2017 compared to 2016, demonstrating confidence in the growing PropTech sector.
- 57% of investors expect to see more M&A activity in 2017, as recently seen in the VTS-Hightower merger, which many consider the tip of the PropTech M&A iceberg.
- 63% of startups are forecasting at least 2X revenues or more for 2017, compared to their 2016 numbers, demonstrating strong sales growth optimism.

#### **Notable Q4 vs Q2 2016 Variance**

- In Q2, 33% of startups were targeting asset types outside of commercial and residential, while Q4 saw 43% showing greater tech disruption beyond those categories into leisure, multi-use and industrial.
- In Q2, 44% of startup CEOs said they expected greater difficulty in raising venture capital, but that number dropped to 27% in Q4, demonstrating increased optimism.
- In Q2, only 17% of startups were disrupting multiple asset types, but in Q4, the number shot up to 57%, broadening the real estate categories being effected.

The survey was designed in collaboration with the Real Estate Board of New York (REBNY) and the Royal Institution of Chartered Surveyors (RICS), based on industry leading standards for sentiment analysis, based on a purposive sample of active investors and startups in real estate technology. The Index is based on responses to four sentiment questions about future market expectations. The Index has a range of zero to 10. An Index above five indicates that respondents are confident in the market; more responded positive than negative to the survey questions. An Index below five indicates that respondents are not confident in the market; more responded negative than positive to the survey questions. An Index of five indicates that the positive and negative responses were equal.

The full report can be found here: <http://www.metaprop.org/confidence-index>

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#### **About [MetaProp NYC](#)**

MetaProp NYC is the world's premier real estate technology nexus and early stage PropTech accelerator. Based in the heart of Manhattan's Silicon Alley, the accelerator is the world's leading growth program for startups. Each year, up to 10 of the best technology driven real estate industry startups are selected to participate in an intensive 22-week growth program, culminating in bi-coastal Demo Days for partners, investors, VCs and media. Founded in 2015, the accelerator boasts 100+ mentors, 10 world-renowned corporate partners and widespread media coverage from the *Wall Street Journal*, *Forbes*, *New York Post*, *TechCrunch*, *Commercial Observer*, *New York Observer*, *Inman*, *Curbed*, *cre.tech*, *Bisnow*, *Real Estate Weekly*, *The Real Deal* and more. MetaProp NYC's team and strategic seed stage funds have invested in 60+ technology companies across the real estate value chain. The companies have raised more than \$2 billion and employ 1,500+ people globally. MetaProp Advisors provides strategic advisory services, growth consulting, communications, event management and market research for real estate companies that are serious about innovation.

**About [The Real Estate Board of New York](#)**

The Real Estate Board of New York is the City's leading real estate trade association with more than 17,000 members. REBNY represents major commercial and residential property owners and builders, brokers and managers, banks, financial service companies, utilities, attorneys, architects, contractors and other individuals and institutions professionally interested in the city's real estate. REBNY is involved in crucial municipal matters including tax policy, city planning and zoning, rental conditions, land use policy, building codes and legislation. In addition, REBNY publishes reports providing indicators of market prices for both the residential and commercial sectors. Please visit us online at [www.REBNY.com](http://www.REBNY.com).

**About [RICS](#):**

RICS promotes and enforces the highest professional qualifications and standards in the development and management of land, real estate, construction and infrastructure. Our name promises the consistent delivery of standards – bringing confidence to the markets we serve. We accredit 118,000 professionals and any individual or firm registered with RICS is subject to our quality assurance. With offices covering the major political and financial centres of the world, our market presence means we are ideally placed to influence policy and embed professional standards. We work at a cross-governmental level, delivering international standards that will support a safe and vibrant marketplace in land, real estate, construction and infrastructure, for the benefit of all.