



CoreLogic®

# Becoming the Agent of Tomorrow

10 November 2017 | Auckland

# New Zealand Asset Classes

- Residential Real Estate  
**\$1.04 Trillion**
- Home Loans  
**\$239 Billion**
- Commercial/Industrial Real Estate  
**\$167 Billion**
- New Zealand Listed Stocks  
**\$130 Billion**
- New Zealand Super + Kiwi Saver  
**\$68.8 Billion**



As at the end of October 2017

# Our People





# The Future of Real Estate

Greg Dickason, November 2017

THE PACE

OF CHANGE

IS THE SLOWEST

IT WILL EVER BE

INFINITE LOOP

**WE LIVE IN A TIME OF**

**VUCA**

**IN 5 YEARS**

**THIS HAPPENS**

Aerial  
Drones  
Monitor our  
World

Houses  
don't need  
Garages

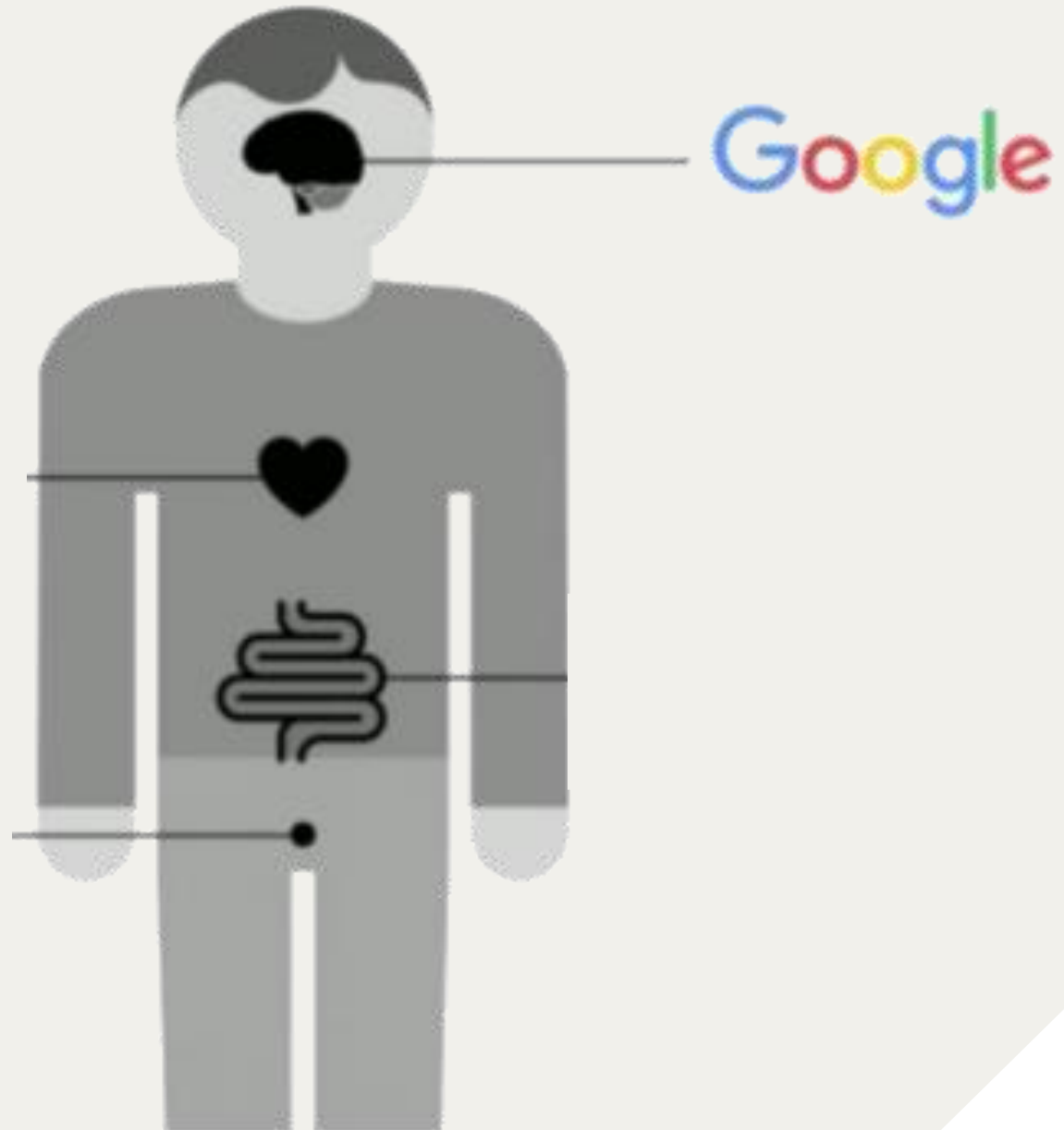
Buildings  
talk to us and  
to the city

Mortgages  
come from  
the crowd

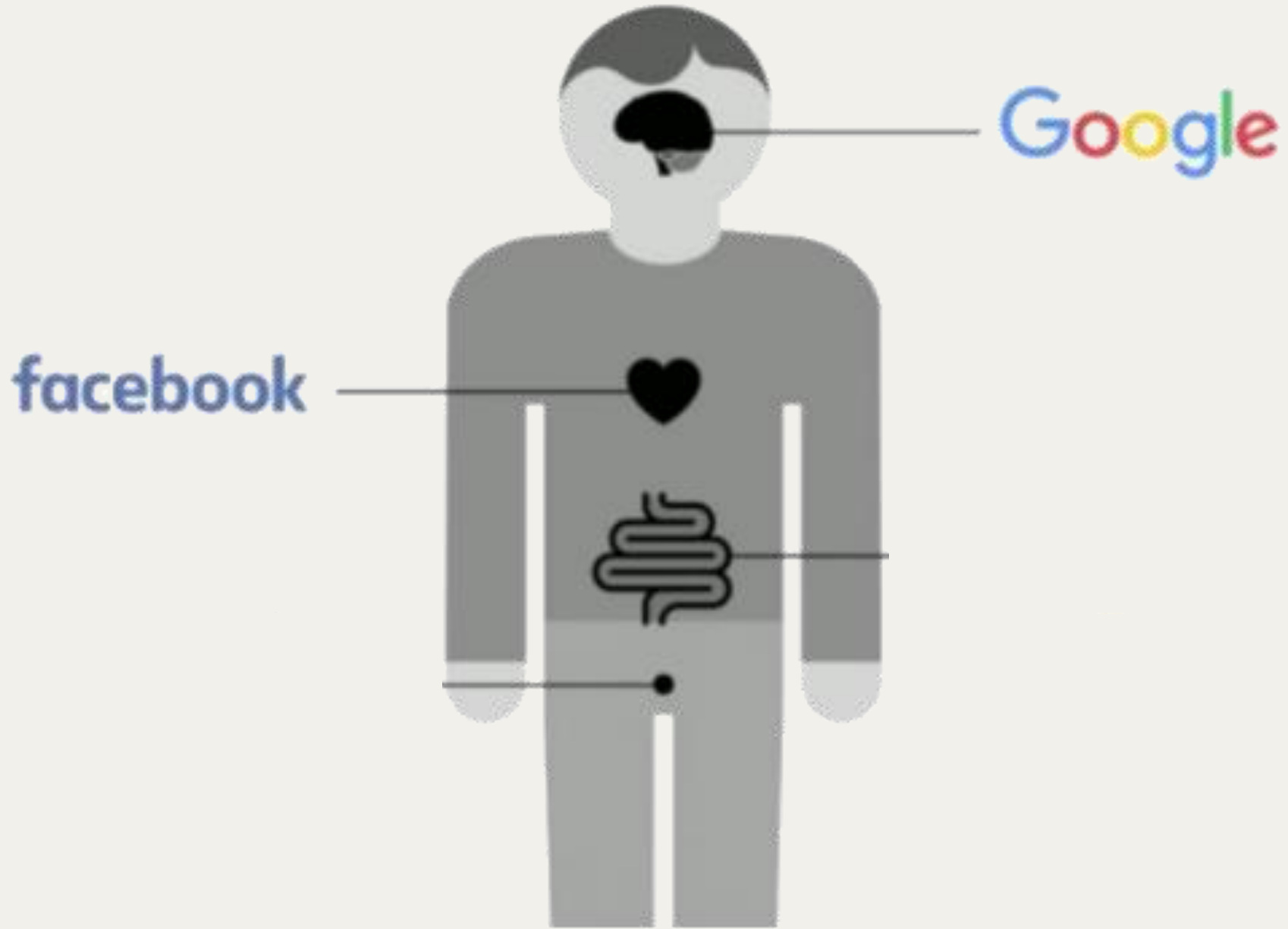
AI Manages  
our  
Interactions

Open Data  
in Banks,  
Buildings,  
Everything

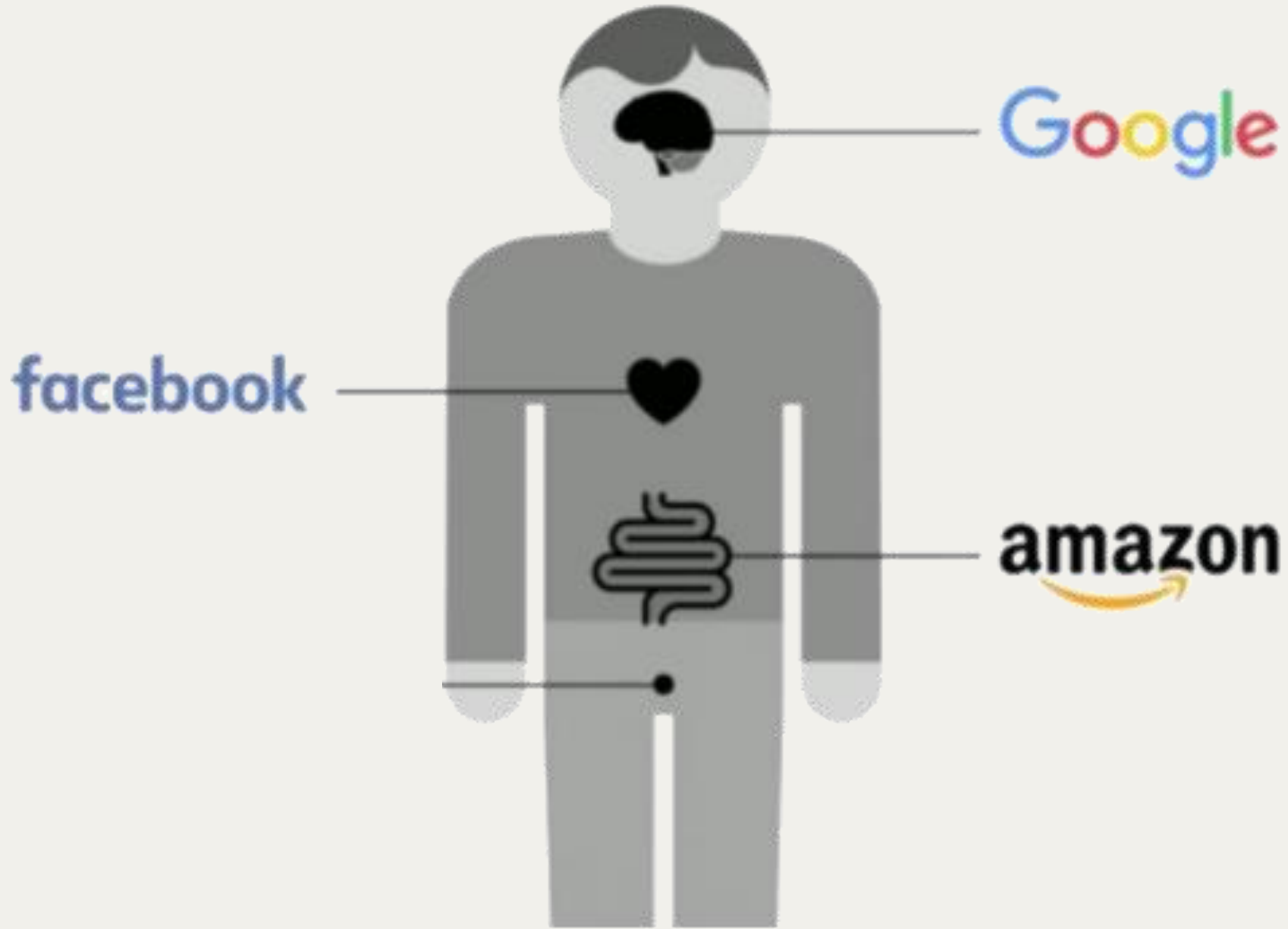
# THE FOUR HORSEMAN OF THE APOCALYPSE



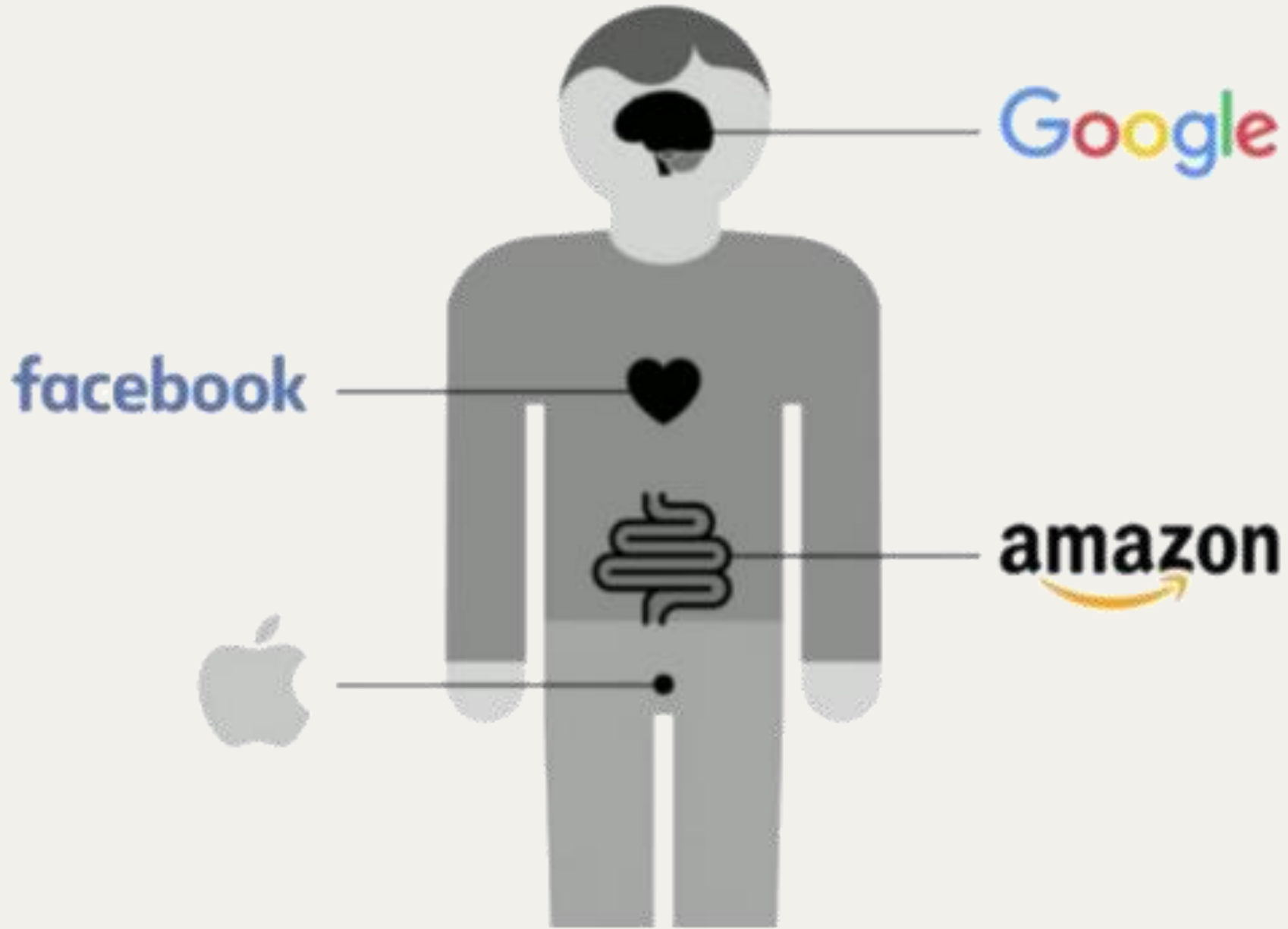




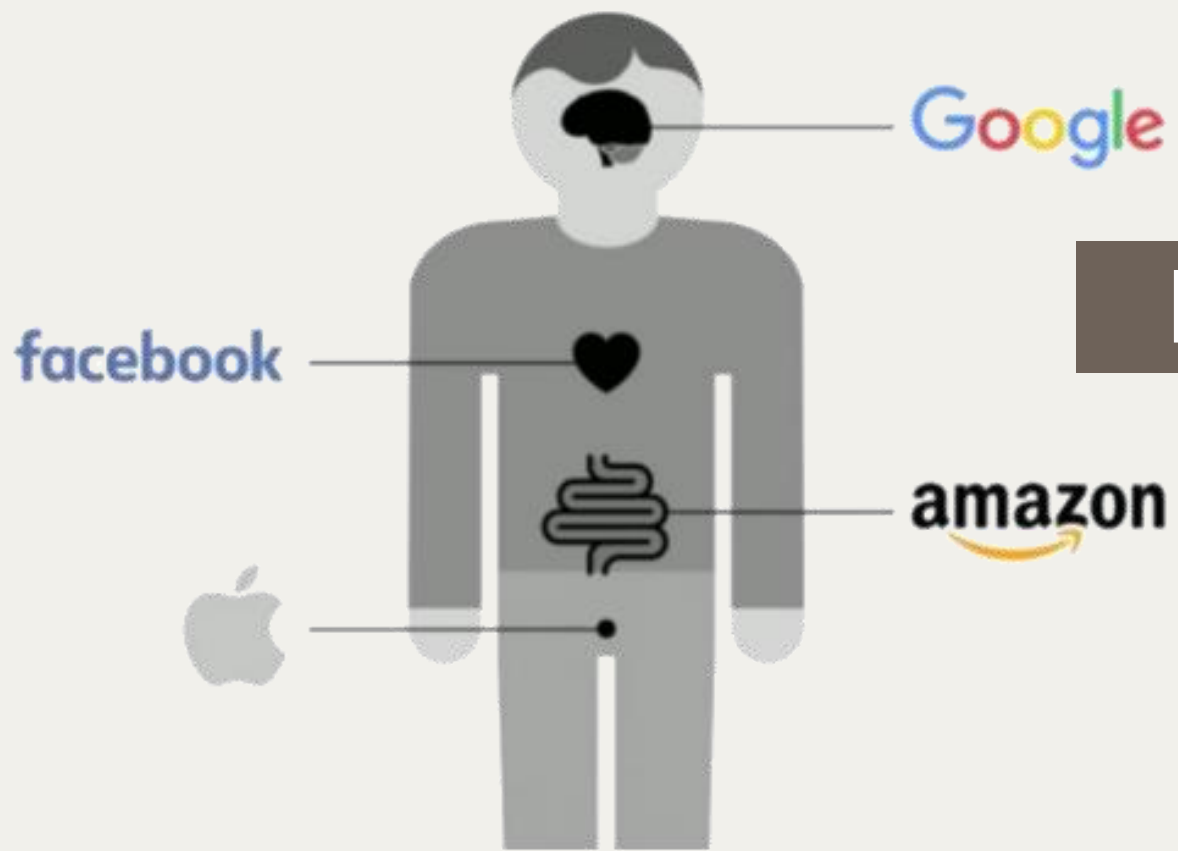
Scott Galloway's The Four



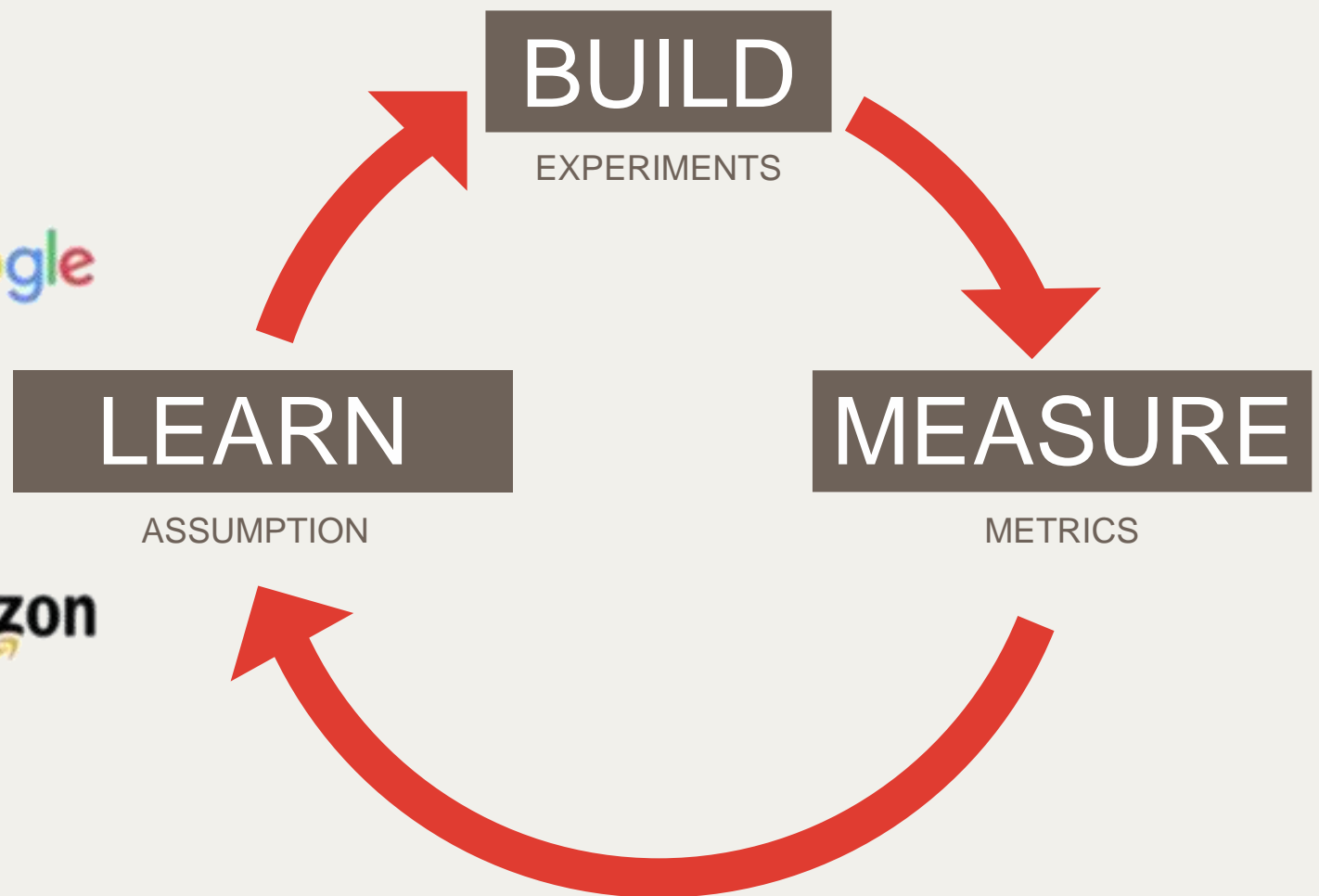
Scott Galloway's The Four



Scott Galloway's The Four



Scott Galloway's The Four





**OUTSOURCE**

**INTERACTIONS**

**SENSORS EVERYWHERE**

**- MONITORING & CONTRIBUTING**

**BIG DATA**

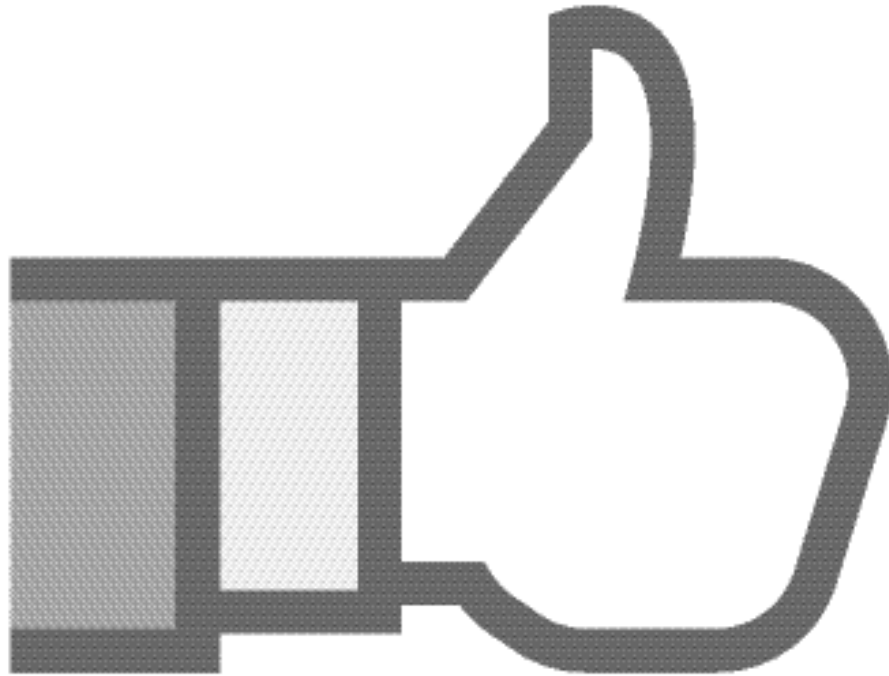


**CUSTOMERS OWN THEIR DATA,**

**DIGITAL IDENTITY**



# HOW CAN WE COMPETE?



**>2 billion**  
MONTHLY USERS





# Google

New Zealand

**3,299,895,224 SEARCHES TODAY**



# NOT JUST . . .



FIRST HOMEBUYER



INVESTOR



REFINANCER



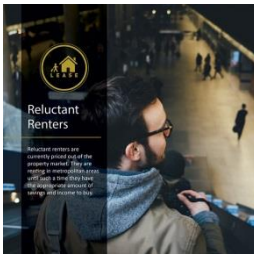
UPGRADER



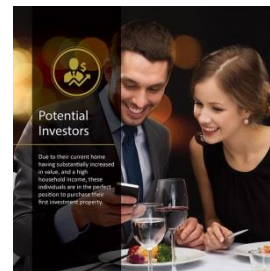
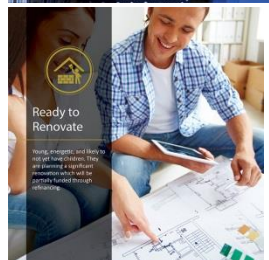
# BUT . . .



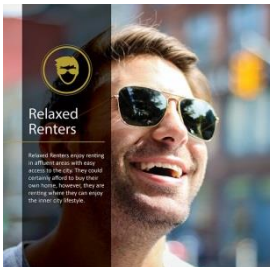
## FIRST HOME BUYERS



## UPGRADERS



## INVESTORS



## REFINANCERS

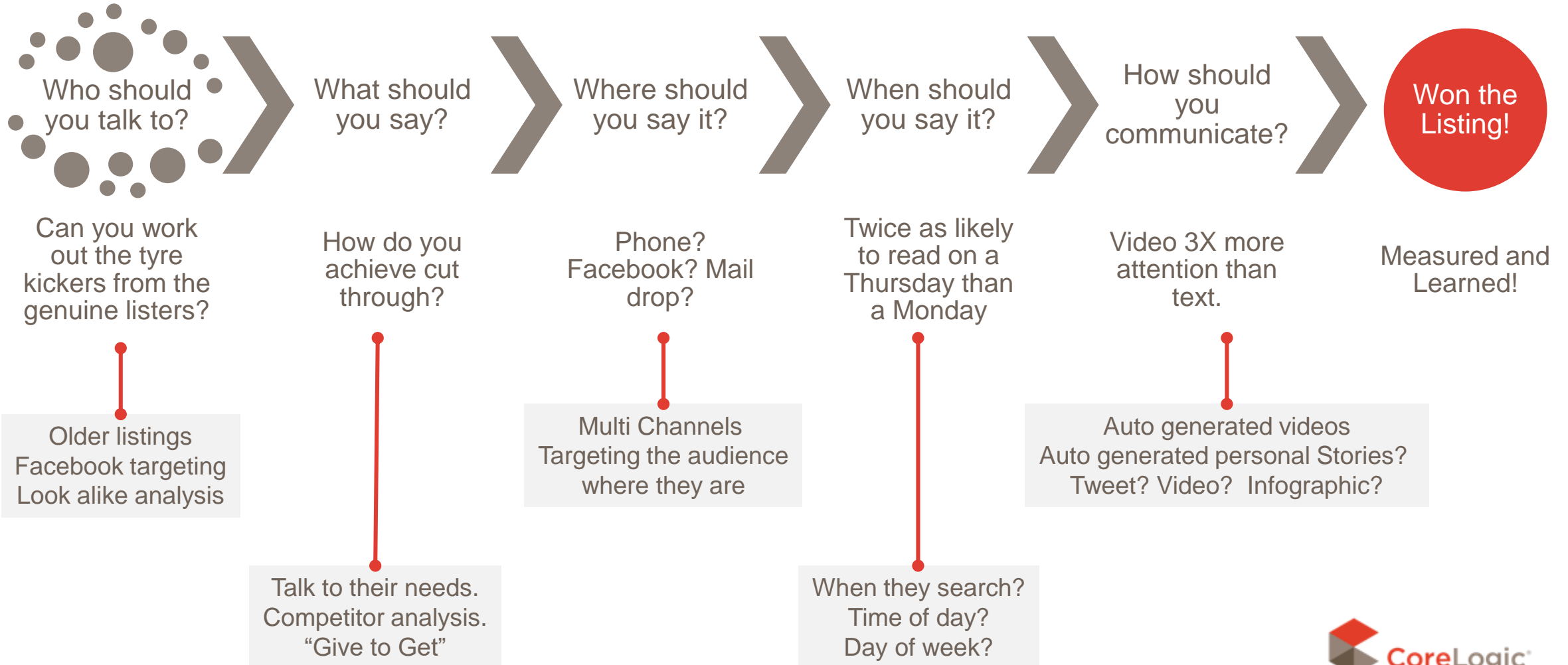


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**TAKE CONTROL:  
BECOME AN  
ATTRACTION AGENT**

# THE WHO, WHAT, WHERE, WHEN & HOW



A black and white photograph of a man with a beard, wearing a light-colored jacket and a backpack, looking down at his smartphone. He is standing on a city street at night, with blurred lights from buildings and cars in the background. The text "REMEMBER THIS IS YOUR CUSTOMER" is overlaid on the left side of the image in three red boxes.

**REMEMBER THIS**

**IS YOUR**

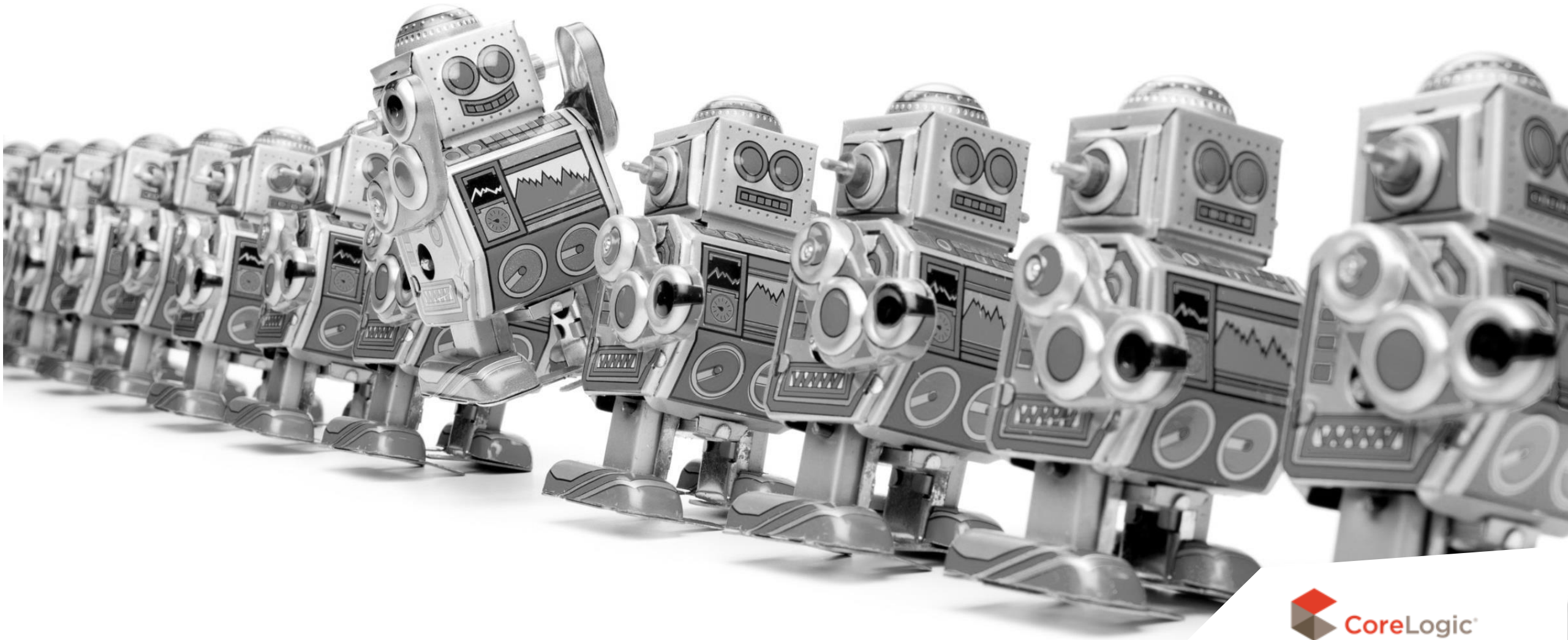
**CUSTOMER**

# PREDICTIVE MODELLING

>5X better in 3 months



# ROBOTS FOR REAL ESTATE



# KEEP EXPERIMENTING







**IN THE END**

**HUMANS NEED**

**HUMANS.**

**START THE RELATIONSHIP**