

# Blockchain: Technology looking for a problem?

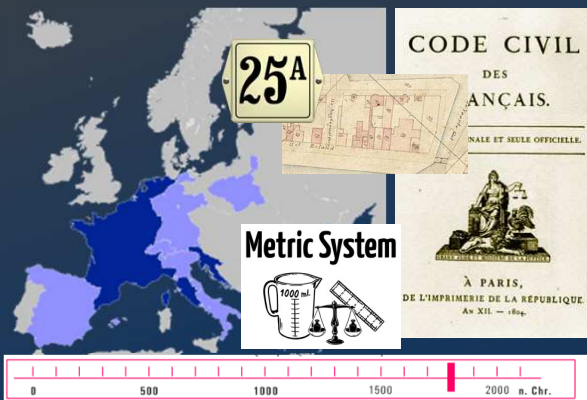
*Visions on the application of blockchain technology in real estate*

Groningen, 20 September 2018

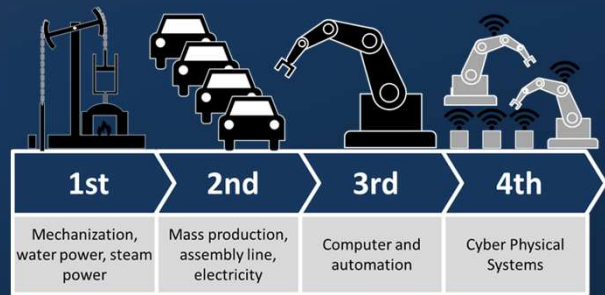
Jo Bronckers

Jan Veuger

## L'histoire se répète?

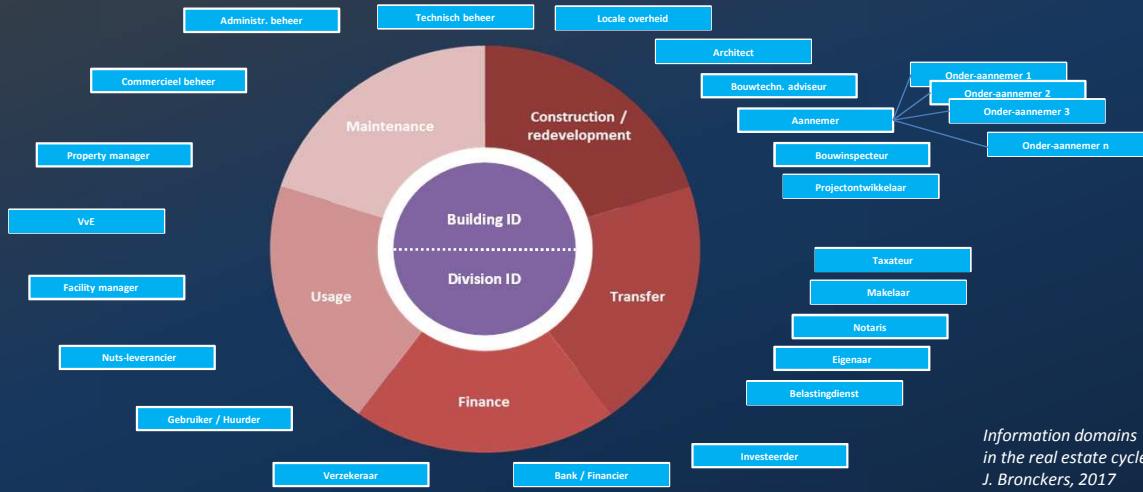


Napoleon's heritage in Europe, First French Empire-map in 1812



Industrial Revolutions, diagram by Christoph Roser

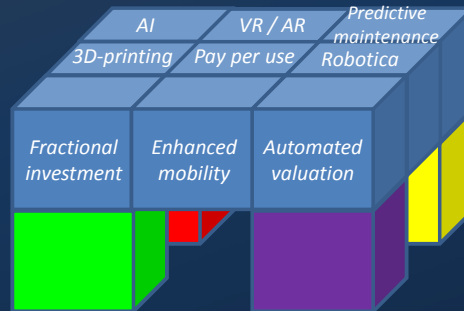
# Information exchange in real estate



Information domains in the real estate cycle, J. Bronckers, 2017

# Business model enablers

1. Data-availability
  - Quality
  - Amount
2. Connection with real world
  - Asset ID
  - Person ID
  - Company ID
3. Data-analytics
  - KPI related insights
4. Trust the data
  - Improve fault tolerance
  - Reliability on P2P-level



The 4 corner stones of the digital proposition, J. Bronckers, 2018

# Blockchain: 'the trust machine'

Blockchain in 1 sentence:

- A shared, immutable ledger of facts and transactions
- A technological alternative to a central confidant

Part of Distributed Ledger Technology: 3 basic modalities:



1. Immutable ledger



2. Transactions



3. Smart contracts



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# First blockchain-learnings for real estate

## 1. From experiments and first deployments:

- Immutable ledger-solutions most used
  - Complex alternative for existing technology
  - Low added value
  - Brand positioning is often the main-purpose
- Few initiatives based on smart contracts
  - High added value-potential
  - Some major challenges ahead
  - Implementation: 20% blockchain, 80% process re-engineering

## 2. From academic research

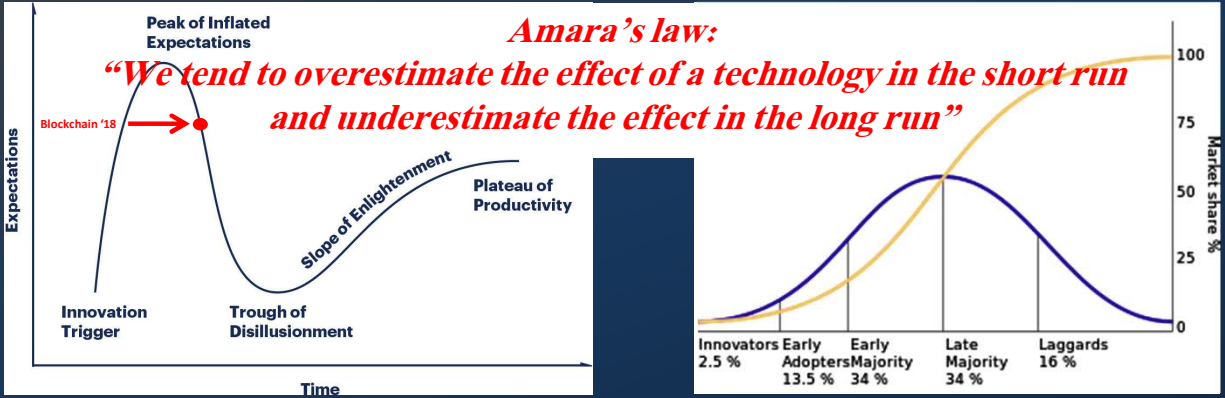
- Real Estate companies see the potential of blockchain-technology
- Reluctant about self-exploring, leave this to third parties
- Prepared to innovate if working solutions are found that improve efficiency



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# Unlocking the true potential



## FIBREE – Foundation for International Blockchain and Real Estate Expertise

- Founded: July 9<sup>th</sup> 2018
- Goal: Realistic perspective Blockchain & Real Estate
- 2.000+ Professionals *for* professionals
- Top-50+ proptech regions worldwide
- Meetups
- Industry report
  - Developments regions/world
  - Substantive reflections
- Working groups
- Databases:
  - Products
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