

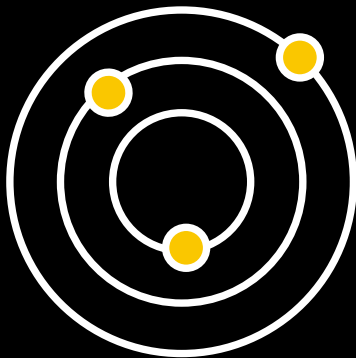
# Automation in Real Estate

## Cutting Through the Hype

### WHAT IS HOLDING REAL ESTATE BACK FROM EMBRACING AUTOMATION?

#### 1. SCALABILITY

There is no feasible way to track the physical number of buildings or people that have repeated a task - at scale - in the millions currently needed to justify the costs of automation.



#### 2. LIFECYCLE SYNERGY

The lifecycle of a building is not fast enough to repeat maintenance or repositioning of an asset, which limits the scale of automation within an asset portfolio.

#### 3. LIQUIDITY RISK

Unlike the stock market, it can be far harder to sell real estate if it does not meet the market's needs for automation. If it is too technologically sophisticated, only a few users can operate it.



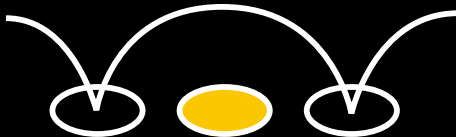
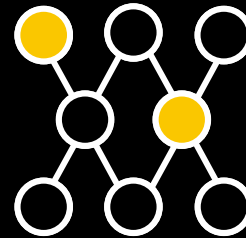


#### 4. REGULATION

From city to city across the globe, there are unique regulatory requirements and needs. But the complexity of determining the codes has limited the findings of common factors.

#### 5. STAKEHOLDER COMPLEXITY

Multiple decision-makers, from developers, politicians, residents, construction professionals and finance providers, come in to make a unique product each time. This limits long-term and repeatable, codify-able learning.



#### 6. LEAP-FROGGING

From human-based interaction towards automation, without a long capacity stage like other sectors, we are lacking the ability to mimic other slow and non-scaleable sectors.

Dr. **Andrea Chegut**, Director of the MIT Real Estate Innovation Lab, and **Selina Short**, EY's Innovation Leader for Real Estate and Construction, are leading a discussion on how automation is impacting real estate - without the hype. As partners, they share a vision that automation will have an impact, but not without a thoughtful practice in implementing innovation and technology. Their discussions focus on evidence of what is working in terms of breaking down obstacles to automation, as well as what types of automation are helping the real estate sector grow.

Join them for their quarterly webinar, where they cut through the hype and talk about how technologies and commercial products are making a difference for automation in real estate.