



MutantEstate

WHAT WE DO

Introduction

We are developing a set of on-demand, easy-to-use tools to find opportunistic investments and undiscovered or unappreciated real estate possibilities in Italy.

We analyse estates' potential for **redevelopment** in the short or long terms. We assist our customers in the **value creation process**, **guiding investments** and **fostering the regeneration** of the real estate market.

UNDERSTANDING NEEDS

Tourism manager and House Flipper

Want to

Manage their current properties, optimise the revenue potential, and discover new possibilities for real estate investments in their local market.

Need to

- Know of **foreclosures opportunities** with bidding cost, contact information and ROI estimation
- Know the **actual trends** of the real estate markets, **avoiding false positive**
- **Estimate the real estate revenue** for the building to be put in use in the short, long, or temporary accommodations' market
- **Retrieve up to date indexes** on the long/short rent and sell market to understand the change in the demand traits, for use, surface and typology
- Check for the non-standard index to assess what's around and **to exploit the hidden value**
- **Optimise their price plan daily**, based on gigs, occupancy, and actual price of the surrounding

UNDERSTANDING NEEDS

Servicers and family officer

Want to

Locate warehouses and shops to expand the business in Italy, or buildings with high heritage potential to grow the brand and the family legacy.

Need to

- Know the **actual real estate trend** market, **avoiding false positive**
- Know profitable investments with **high renovation** potential
- Discover the **heritage in a territory**
- Understand the market ecosystem of territory through time to **generate attractive, risk-adjusted returns**, guaranteeing the ideal investment portfolio' allocation
- Know the presence and behaviour of operating businesses and residential population to **drive opportunistic development of key niche sectors**, matching location and functionality
- **To tell profitable from non profitable** investment apart

UNDERSTANDING CHALLENGES

Barriers to Innovation

It's rather **difficult and expensive to access data** suitable to assist and guide in the real estate investment process, in particular for the average property manager.

It is expensive and difficult for servicers to cherry pick the most performatives among the NPL.

Real estate agents and House Flippers operates mostly **in the hyperlocal market, with almost no tools to discover** large-medium scale market opportunities.

The documentation and legal papers needed to understand and finalise the investment **are technical and often scattered among different, unconnected sources.**

Geo-analysis is very often neglected, as it **requires high technical expertise.**

WE DELIVER KNOWLEDGE

Our Solutions

We offer three different reports that can be easily integrated into our customer decision process:

House Flipper: for those operating in the fix-and-flip market.

Tourism Report: for the property managers that actively engage with long, short, and the temporary accommodation market

Investments Report: tailored for Family Offices, Investment's funds, and Services, to help planning investment, manage the credit efficiently, and capture the value of real estate requalification at each stage of the market cycle.

WE MEET CHALLENGES

Our Strengths

- **Reliable market index:** complete foreclosures list, listings of short-long term rent and temporary market from major real estate websites, integration with OSM/Wikidata
- **A look a the big picture:** indexes on transport, cultural heritage, environment, and soil consumption
- **An affordable product:** from as little as 9,8€/month for each municipality (7914 in Italy)
- **Accessible and easy to use:** mobile-ready, so that each report can be used in the field; one-shot or monthly payment; no technical expertise required to make reports actionable

WE CREATE VALUE

Our Impact

The products developed by MutantEstate have the potential to be extended to:

- **Manage and reduce land consumption**
- Help to retrain the urban ecosystem, foster **economic and environmental monitoring**, and **optimizing urban planning**
- **Make the market for small medium sized NPL more liquid**, in order to help transform local communities through a reverse broken-window approach
- Boost and diversified the real estate market, **giving everyone access to real estate data**
- Foster a virtuous approach to circular economy in the real estate, by **reintroducing renovated building in the estate market**, ready to meet the unfulfilled demand

OUR ROUTE

Roadmap

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2020	2 house flipper premium			2 tourism management			3 investments report + ads campaign		4 add spatial index		5 add new index	
2021		6 add tourism report for Germany		7 Advanced Real estate Simulator		8 Estate Agent/Flipper Matching			9 real estate crowdfunding Service analysis			

HOW WE EARN

Revenues Stream

MutantEstate is based on a *Subscription Model*, monthly / annual fees. Each report has a variable price, depending on the kind and size of municipality, and the kind of report selected

	House Flipper	Tourism Report	Investment Report
All Italy	90€ / month		
3. low scale (67,9% of all municipalities)		7,8 € / month	9,8 € / month
2. medium scale (28,8% of all municipalities)		15,6 € / month	19,6 € / month
1. high scale (3,3% of all municipalities)		25,4 € / month	29,4 € / month

WHO WE ARE

Meet the team



Luca Corsato

CEO



Matteo Scarpa

BACK-END DEVELOPER
DATA ANALYST



Simone Cortesi

PRODUCT OWNER
BUSINESS ANALYST



Francesco Rossi

BACK-END DEVELOPER



Andrea Raimondi

PROJECT MANAGER



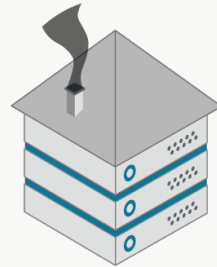
Davide Pugliese

BACK-END DEVELOPER
DATA ANALYST



Lorenzo Cataldi

UX/UI DESIGNER
FRONT-END DEVELOPER



MutantEstate

Join Us!

Simone Cortesi

email: simone@cortesi.com

phone: +39 348 756 3120

Andrea Raimondi

email: andrea@osd.tools

phone: +44 746 277 2776