

Gunderson Dettmer Advises Opcity in \$210 Million Acquisition by News Corp

Client News

August 30, 2018

Gunderson Dettmer is acting as legal advisor to Opcity, a market leading real estate technology platform, in its \$210 million acquisition by News Corp's subsidiary, Move, Inc., operator of realtor.com.

The Gunderson Dettmer team was led by [Adan Muller](#) (corporate), [Andrew Luh](#) (M&A), [Katie Gardner](#) (IP), [Mark Foster](#) (tax) and special counsel [Michael Richman](#) (executive compensation and benefits) with associates Alex Umfrid, [Hilary Adams](#), Ariel Choi, [Cindy Douthwaite](#), Emily Lieberman, Benjamin Gould, Vikki Nguyen and [Jace Clegg](#).

In the official [press release](#), Ryan O'Hara, CEO of Move, Inc. said, "Consumers and agents use realtor.com for one primary purpose – to buy or sell a home. This acquisition will help us bring buyers, sellers and agents together with as much simplicity, efficiency and choice as possible. The addition of Opcity to our portfolio will align with our strategy to enhance the experience of consumers, while providing our industry partners with more opportunities to connect with clients and grow their businesses." O'Hara added, "Both response time and matching a consumer with the right agent results in a great consumer experience and ultimately increases the likelihood of a closed transaction. By pairing personalized outreach with cutting-edge technology, Opcity has built a best-in-class platform that delivers close rates three to five times the industry average. That's why Opcity has been so widely embraced by real estate agents and brokers and that is why it's a perfect fit for what we believe is the best digital real estate platform in America, realtor.com."

Related People

Adan C. Muller

PARTNER

P +1 212 430 3179

Andrew Luh

PARTNER

P +1 650 463 5312

Katherine S. Gardner

PARTNER

P +1 212 430 3188

Mark M. Foster

PARTNER

P +1 650 463 5343

Michael N. Richman

PARTNER

P +1 650 463 5287

Hilary M. Adams

PARTNER

P +1 646 490 9027

Cynthia L. Douthwaite

PRACTICE INNOVATION ATTORNEY

P +1 212 430 3135

Jace E. Clegg

PARTNER

P +1 646 490 9040

Related Services

Late-Stage Company

Mergers & Acquisitions

Featured Insights

CLIENT NEWS

Brazilian Carbon Capture Company Mombak Announces \$30M Financing

CLIENT NEWS

Africa B2B OmniRetail Announces \$20M Financing

CLIENT NEWS

Glacier Announces Series A Financing to Expand Robot Recycling Fleet

CLIENT NEWS

Dataminr Announces \$100M Investment Led by Fortress Investment Group

CLIENT NEWS

Omnidian Announces \$87M Series C for Renewable Energy Performance

INSIGHTS

Splitting the Pie: How Savvy Founders Divide Ownership and Navigate Other Founder Equity Decisions

CLIENT NEWS

Chainguard Announces \$356 Million Series D Led by Kleiner Perkins and IVP

INSIGHTS

Client Insight: California AI Transparency Act

INSIGHTS

Client Insight: Prepare for BE-10 Benchmark Survey of US Direct Investment Abroad

INSIGHTS

Tech Brew Interviews Aaron Rubin in “Where the legal battle stands around copyright and AI training”

CLIENT NEWS

Latin America Fintech Belvo Announces \$15M Funding

INSIGHTS

Legal 500 Country Comparative Guides 2025: Venture Capital (Singapore)