

Protecting Real Estate Transactions in the Age of Cyberfraud

Spot it. Stop it. Secure it.

National Webinar
Thursday October 23, 2025



Agenda

Keynote

Protecting Real Estate Transactions in the Age of Cyberfraud

- Claudiu Popa, Certified Canadian Cybersecurity and Privacy Expert

Panel discussion

- Twane Boettinger, Director, Information Security & IT Risk Governance
- John Tracy, Senior Legal Counsel Claims
- Marie Taylor, Director, National Underwriter Legal, Risk and Compliance

Q&A



Protecting Real Estate Transactions in the Age of Cyberfraud

Spot it. Stop it. Secure it.

Claudiu Popa

CISSP CISA PMP CRISC CIPP



Let's get the ground rules out of the way

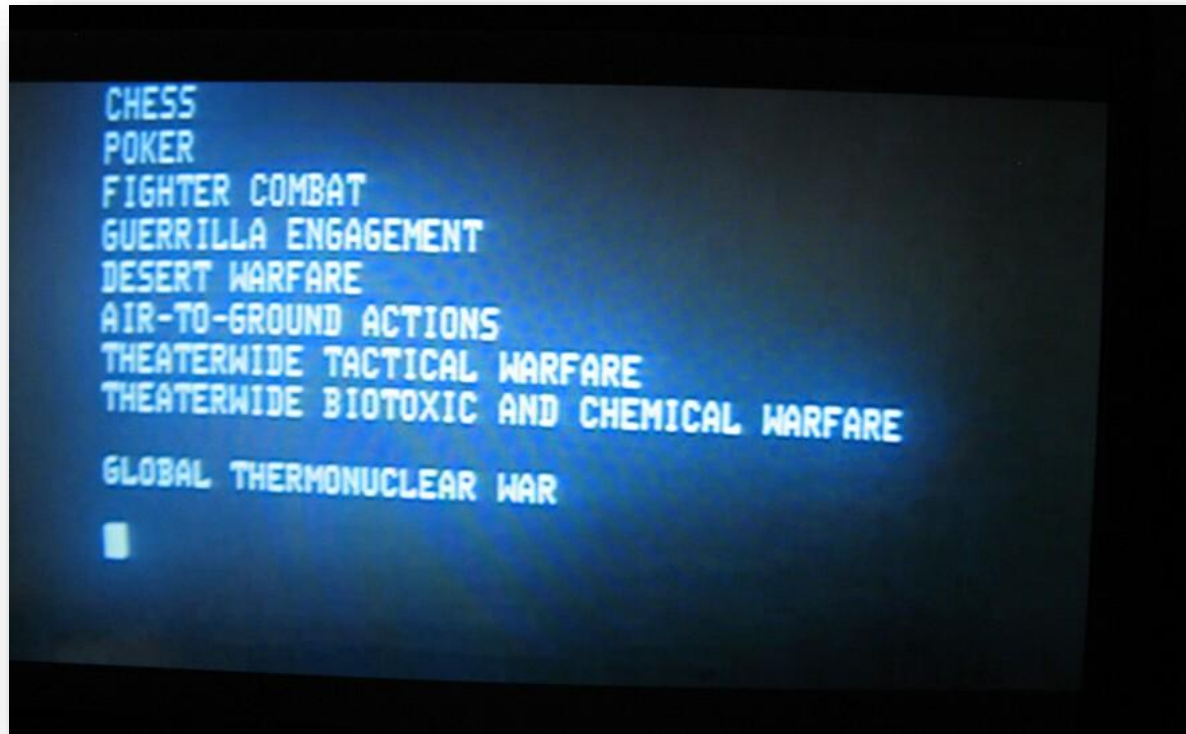
- 1 • If a bad guy can persuade you to run his program on your computer, it's not your computer anymore
- 2 • If a bad guy can alter the operating system on your computer, it's not your computer anymore
- 3 • If a bad guy has unrestricted physical access to your computer, it's not your computer anymore
- 4 • If you allow a bad guy to upload programs to your website, it's not your website any more
- 5 • Weak passwords trump strong security
- 6 • A computer is only as secure as the administrator is trustworthy
- 7 • Encrypted data is only as secure as the decryption key
- 8 • An out of date virus scanner is only marginally better than no virus scanner at all
- 9 • Absolute anonymity isn't practical, in real life or on the Web
- 10 • Technology is not a panacea

Spot it.

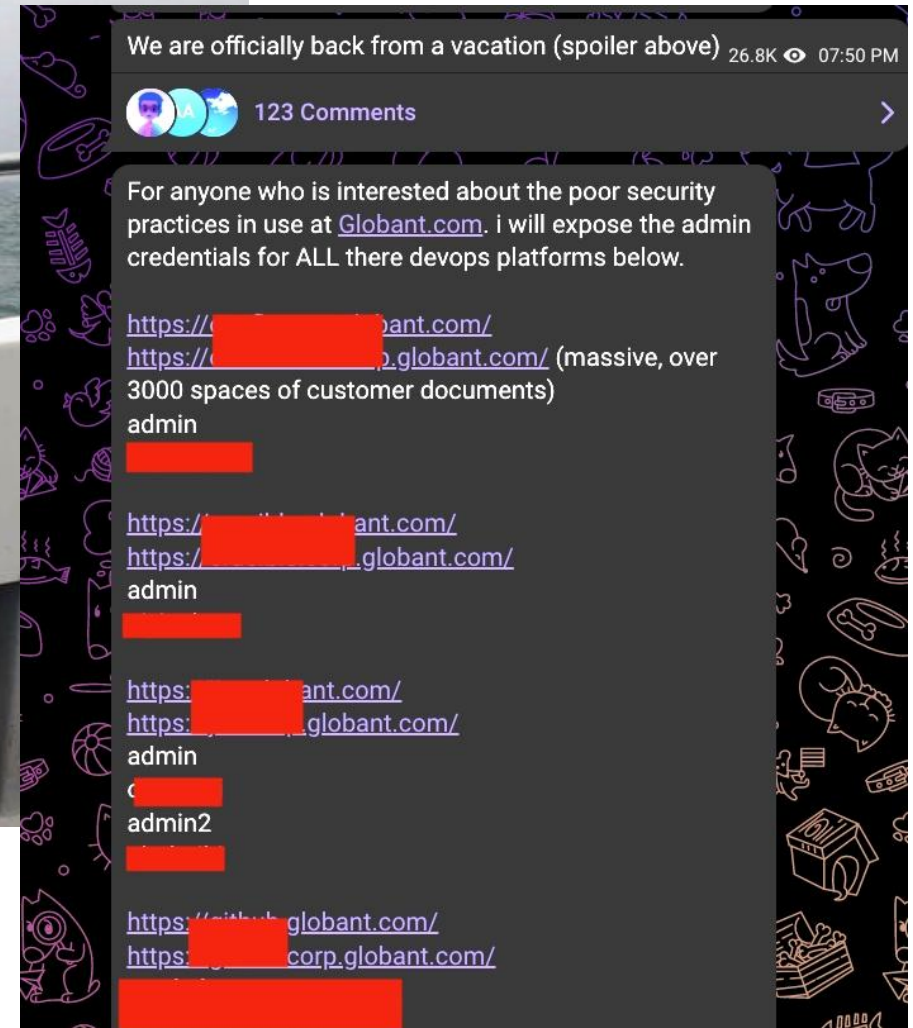
Identify the threat



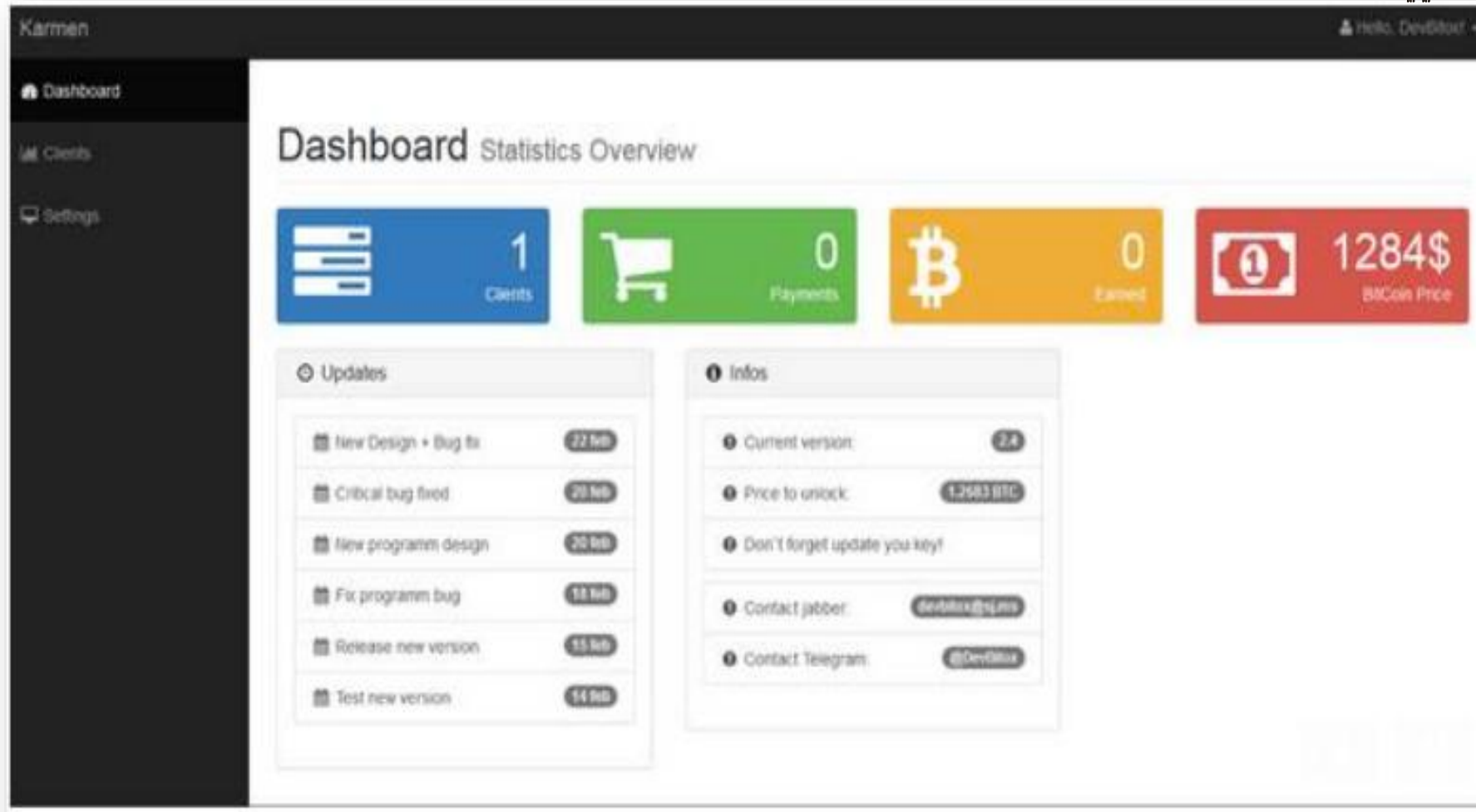
Who's behind all the cybercrime?



Has cybercrime become child's play?



For many, cybercrime is a side hustle



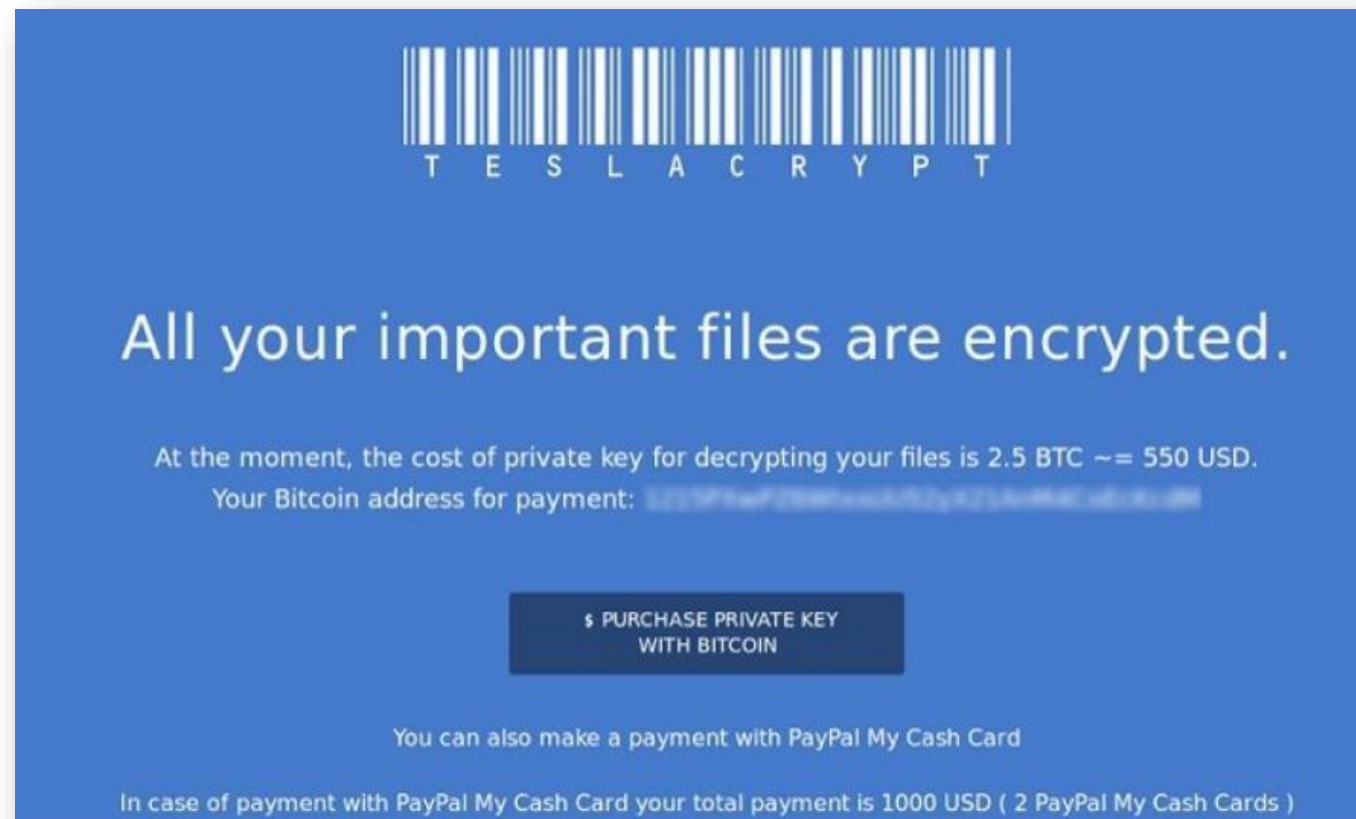
Stop it.

Prevent cybercrime

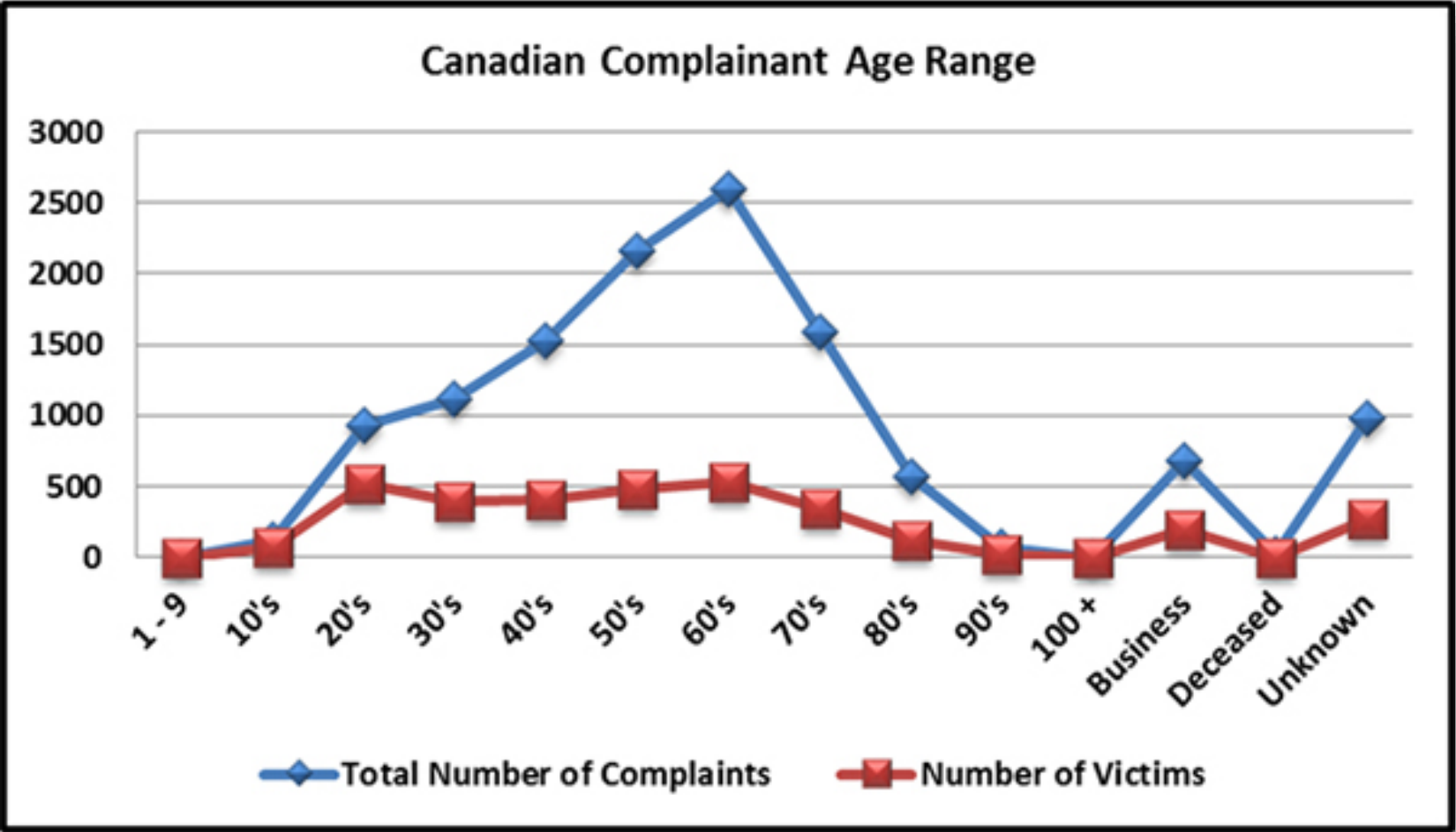


Ransomware: Canada is the world's 2nd most targeted country


\$US 2 million ransoms are now the norm



Everyone is equal, but some are more equal than others...



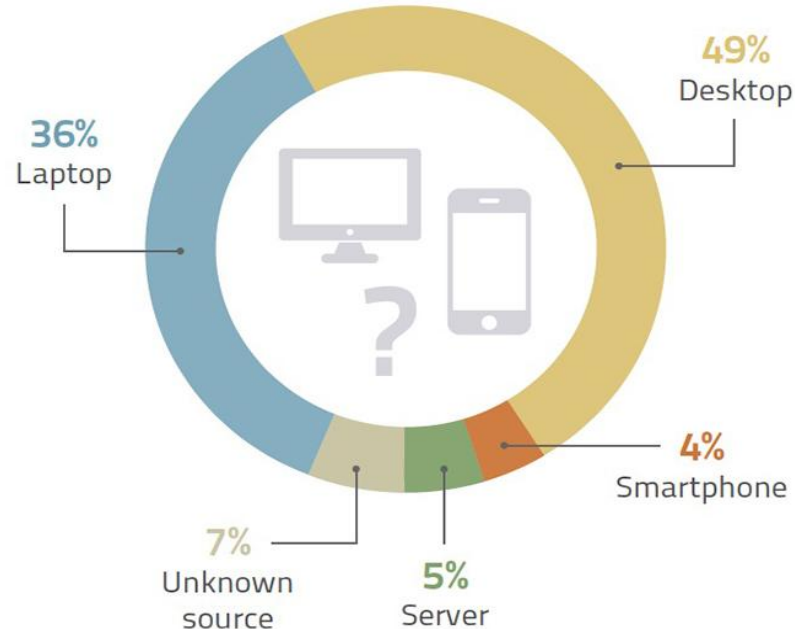
When did it stop being all about the passwords?

- short passwords
- guessable passwords (i.e. pet name)
- simple character pattern
- password reuse between sites 
- entering passwords in infected computers
- not being aware of shoulder surfers
- sharing passwords on fake websites
- allowing others to set your password
- not using multifactor when available



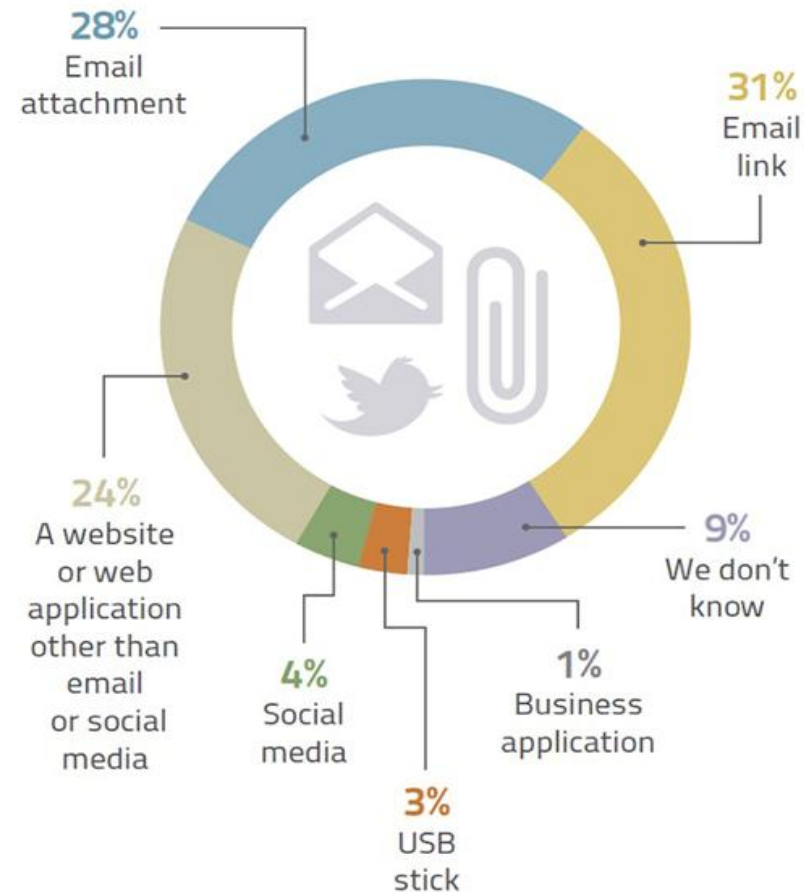
Some things never change

Physical locations
in which ransomware
entered the organization



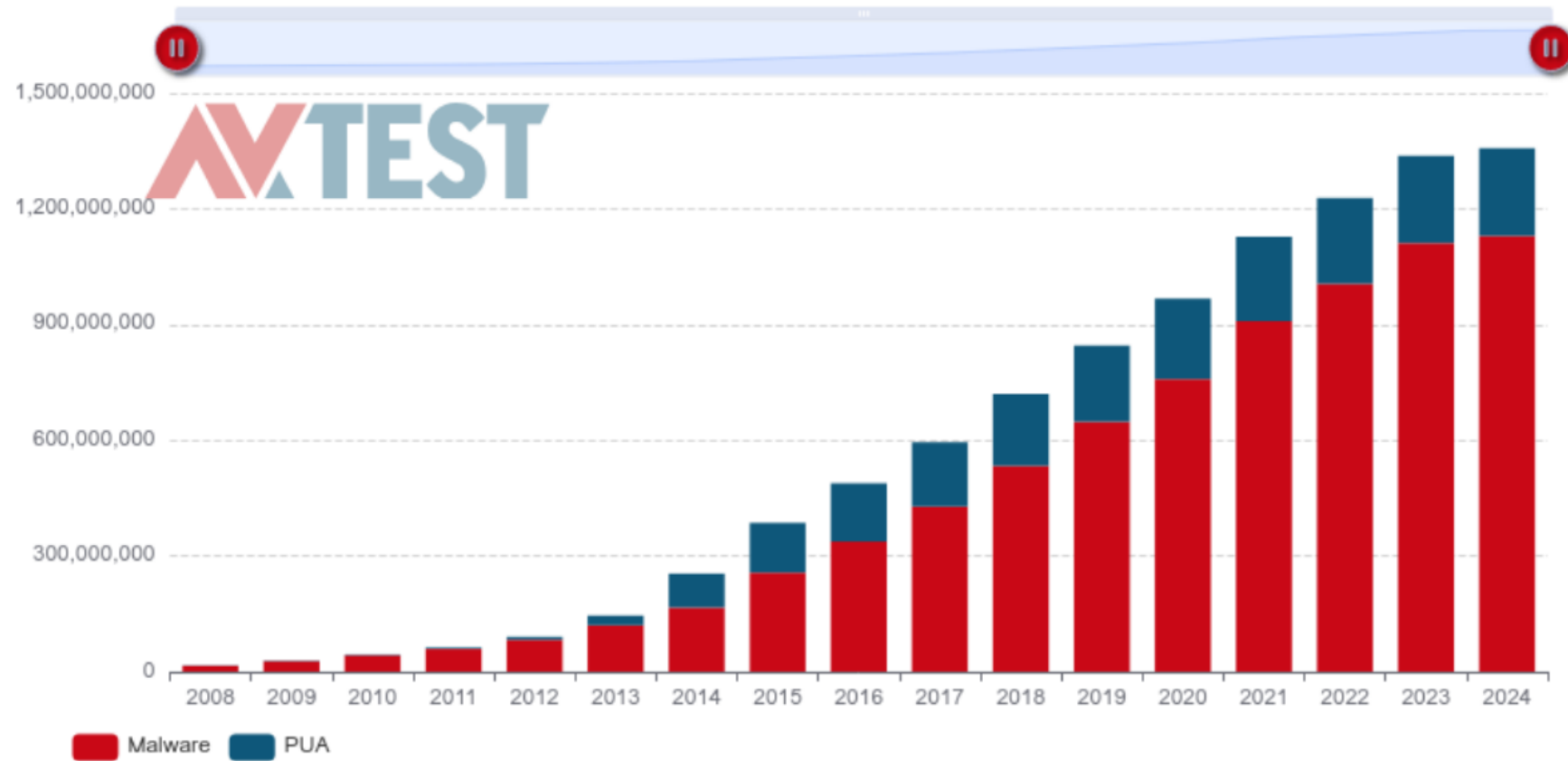
SOURCE: "UNDERSTANDING THE DEPTH OF THE GLOBAL MALWARE PROBLEM,"
OSTERMAN RESEARCH, AUGUST 2016; TOTAL EQUALS 101%

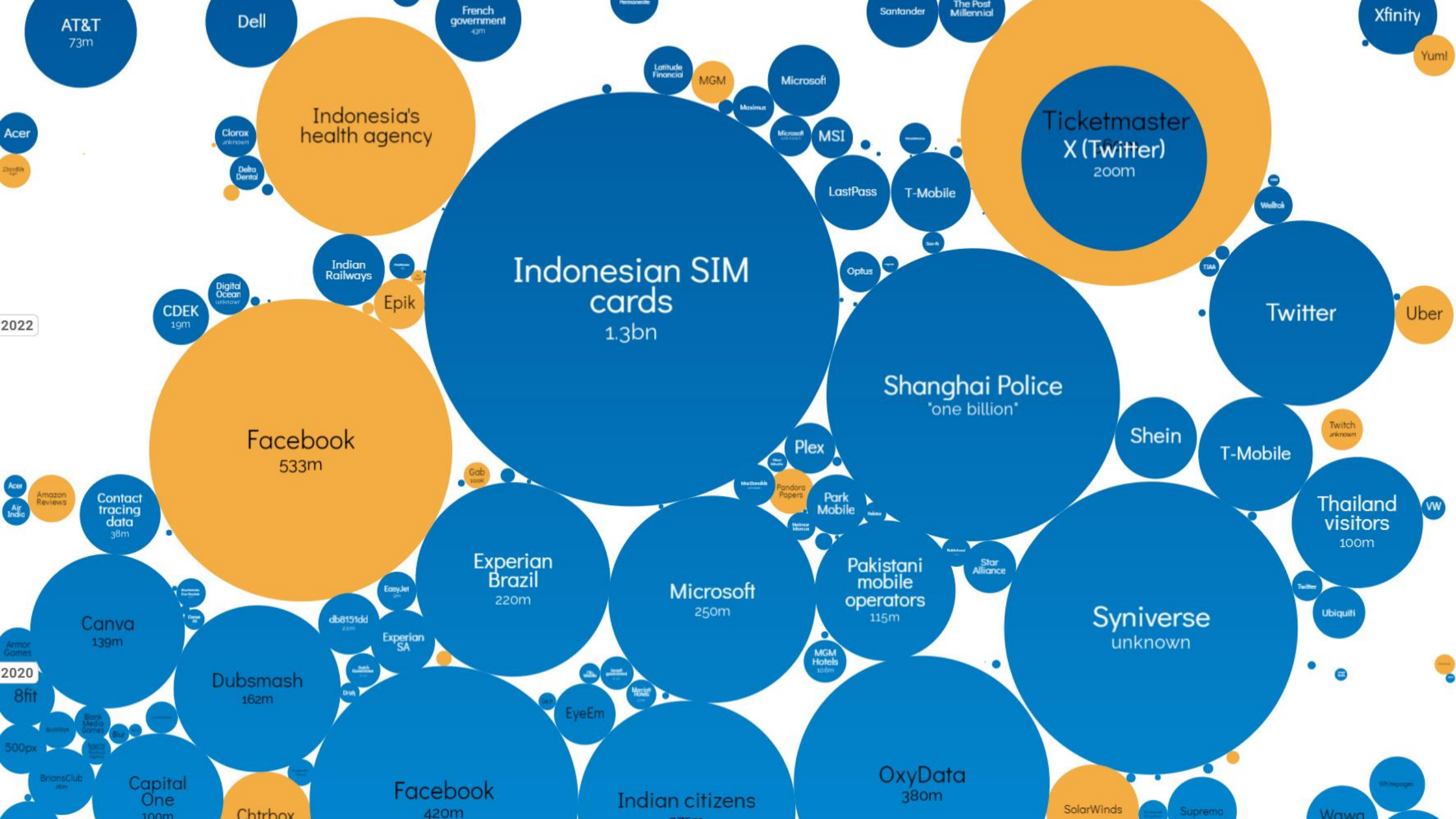
Applications by which
ransomware entered the
organization



All indicators pointed to an explosion of malware in 2025

TOTAL AMOUNT OF MALWARE AND PUA







Can companies keep up with risk posture changes?

■ Key Shift

Attackers use advanced tactics like AI ransomware-as-a-service agents to infiltrate corporate networks.

■ Global Spike

Cybercrime damages expected to reach **\$10.5 trillion annually** by the end of this year despite 13% of IT budgets spent on cybersecurity.

■ No Longer Theoretical

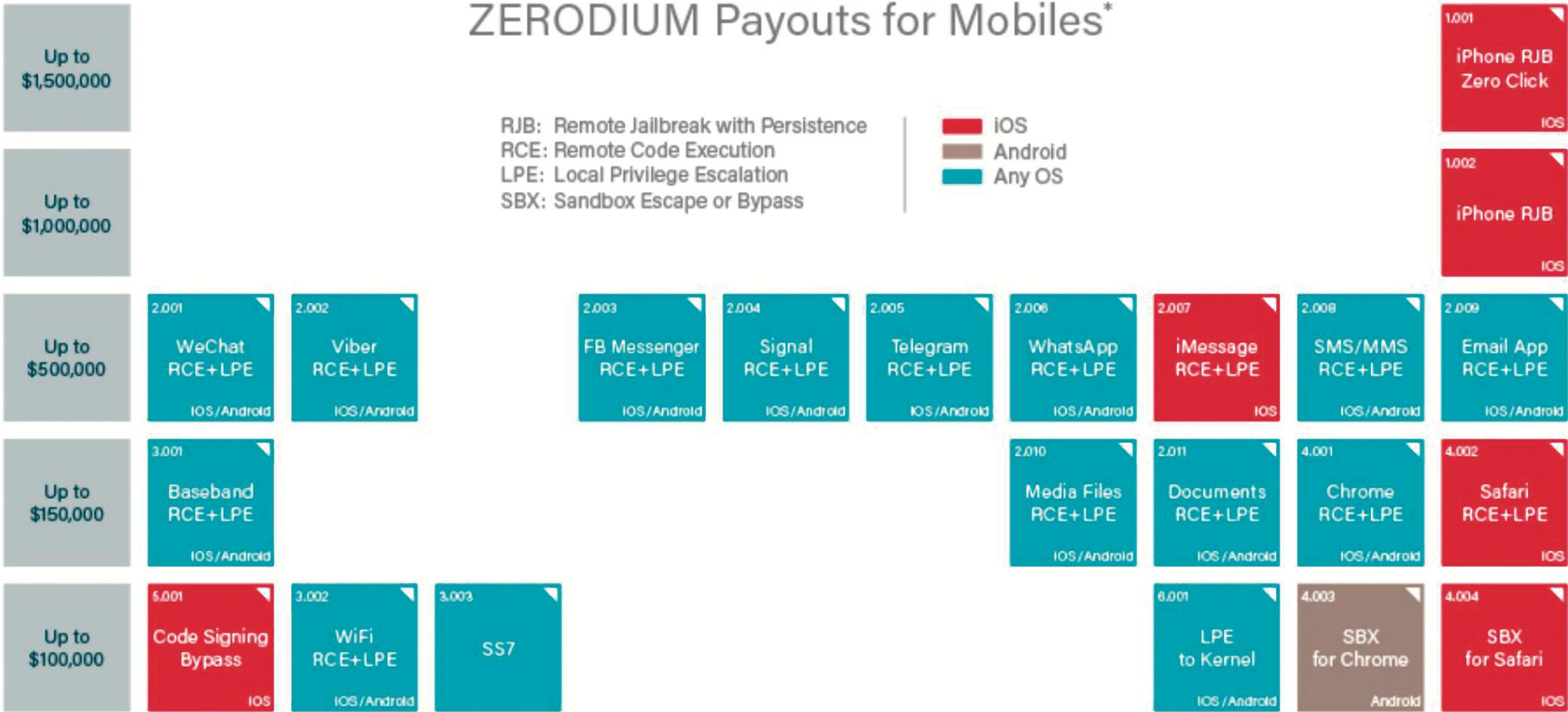
Governments and major logistics firms faced crippling attacks, halting shipments and causing multi-million-dollar losses.

■ Imperative Action

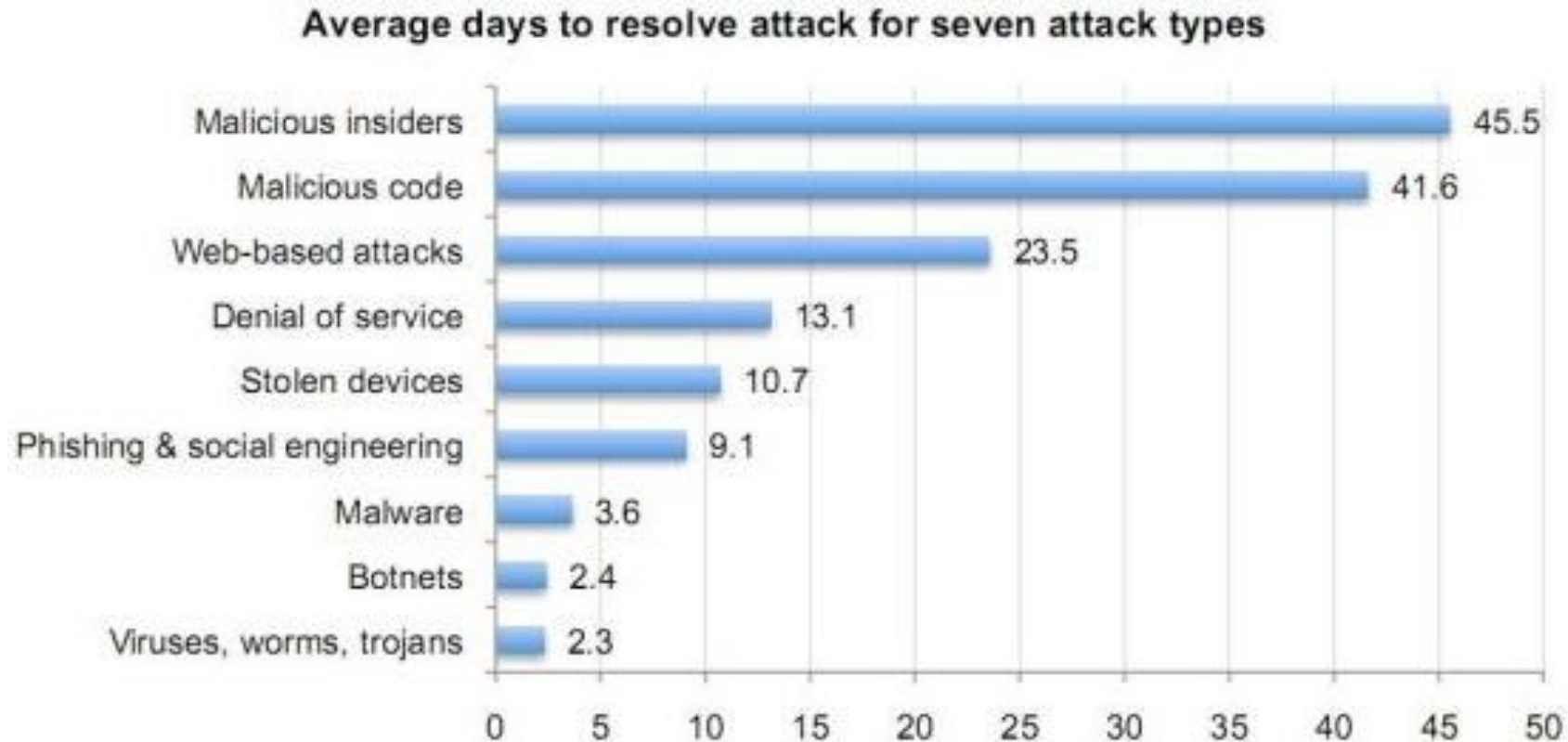
Boards must prioritize funding for cybersecurity risk management, preventive controls, detection, and supply chain risk.

How did cybercrime become commoditized?

ZERODIUM Payouts for Mobiles*



287 days to detect common malware infections ... year after year



How does organized cybercrime work?



Grey Dynamics

<https://greydynamics.com> › Insights



Camorra: Spreading beyond Naples

The **Camorra** is an organized crime group that operates through separate clans. These clans mostly specialize in illicit substance trading and money laundering.

Organized cybercrime involves structured criminal groups that use digital systems to commit illegal activities for profit, operating with hierarchies and specialized roles like those of traditional organized crime. These sophisticated networks engage in widespread activities such as data theft, malware distribution, fraud, and Distributed Denial of Service (DDoS) attacks, often leveraging Cybercrime-as-a-Service (CaaS) models and underground marketplaces to maximize profit and reach.



VICE

<https://www.vice.com> › article › how-the-mafia-is-pivot...

111



How the Mafia Is Pivoting to Cybercrime

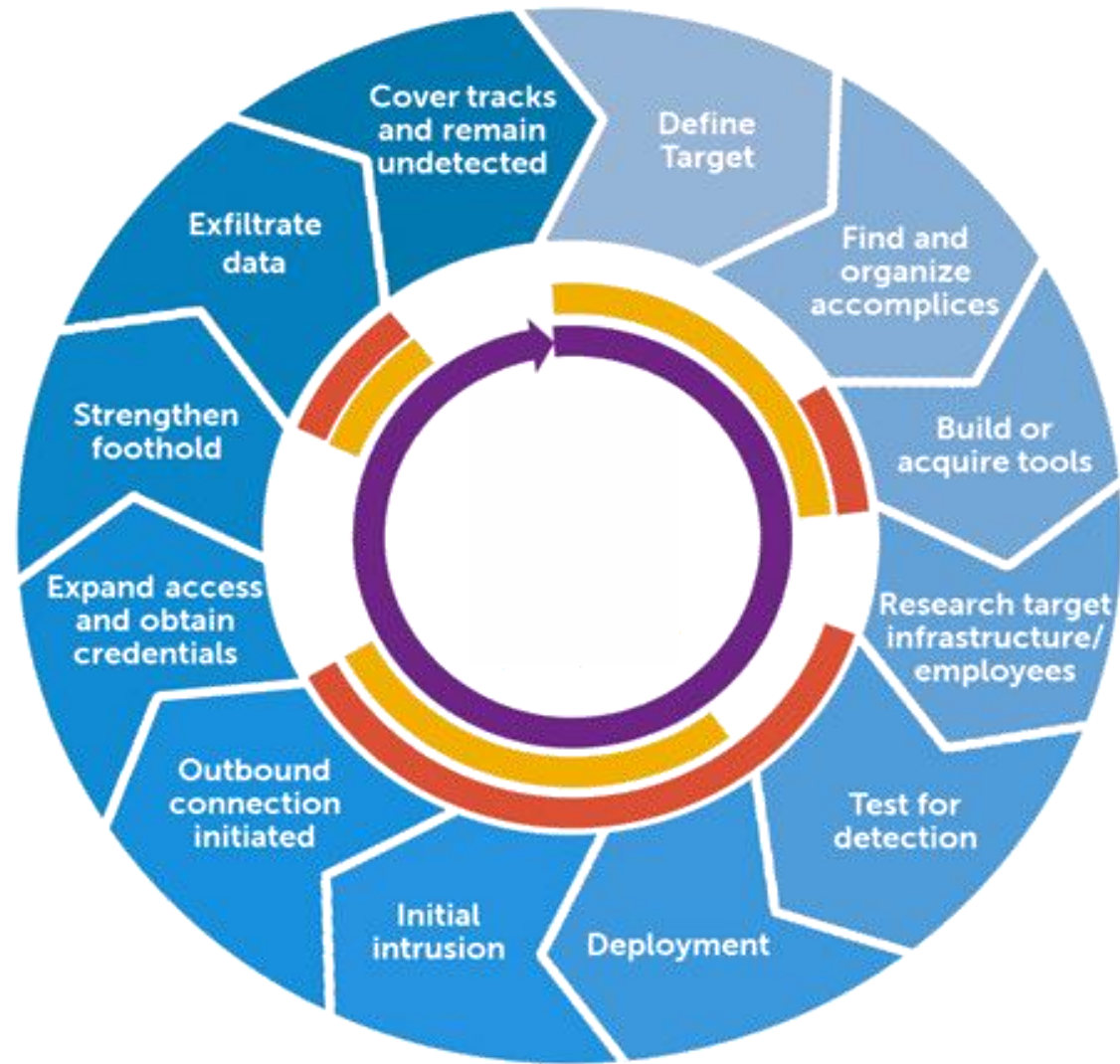
Sep 22, 2021 — Traditional organized crime groups, such as the Italian Mafia and **Camorra**, are now dabbling in **cybercrime** to support their traditional offline activities.

Secure it.

Data protection



Remember the kill chain



What would it have taken to prevent multimillion\$ breaches?

- Company-wide focus on **privacy compliance**
- **Informed consent** was employed by default
- Data collection had been **limited and minimized**
- Information had been **rigorously deleted**
- **Limited access** to PI and segregation had been enforced
- Safe hygiene and **need-to-know** had been communicated
- **Privacy by design** was the default rather than an ideal
- They had stuck to the 10 Immutable Laws!



Data protection & privacy compliance

1

Regulatory wave

GDPR, CCPA, and new international data laws set higher penalties—fines up to 4% of annual global turnover.

2

Competitive advantage

Compliance frameworks (ISO 27001, SOC 2) boost customer trust and brand reputation.

3

Risk vs. reward

Failure to comply can trigger damaging investigations and public scrutiny.

4

Practical tip

Regularly audit data handling processes and train teams on privacy regulations.



Investigations are about innovation, but also practice

Opportunity

AI-driven analytics detect threats in real time, reducing breach impact by up to **40%** (source: Deloitte).

Threat

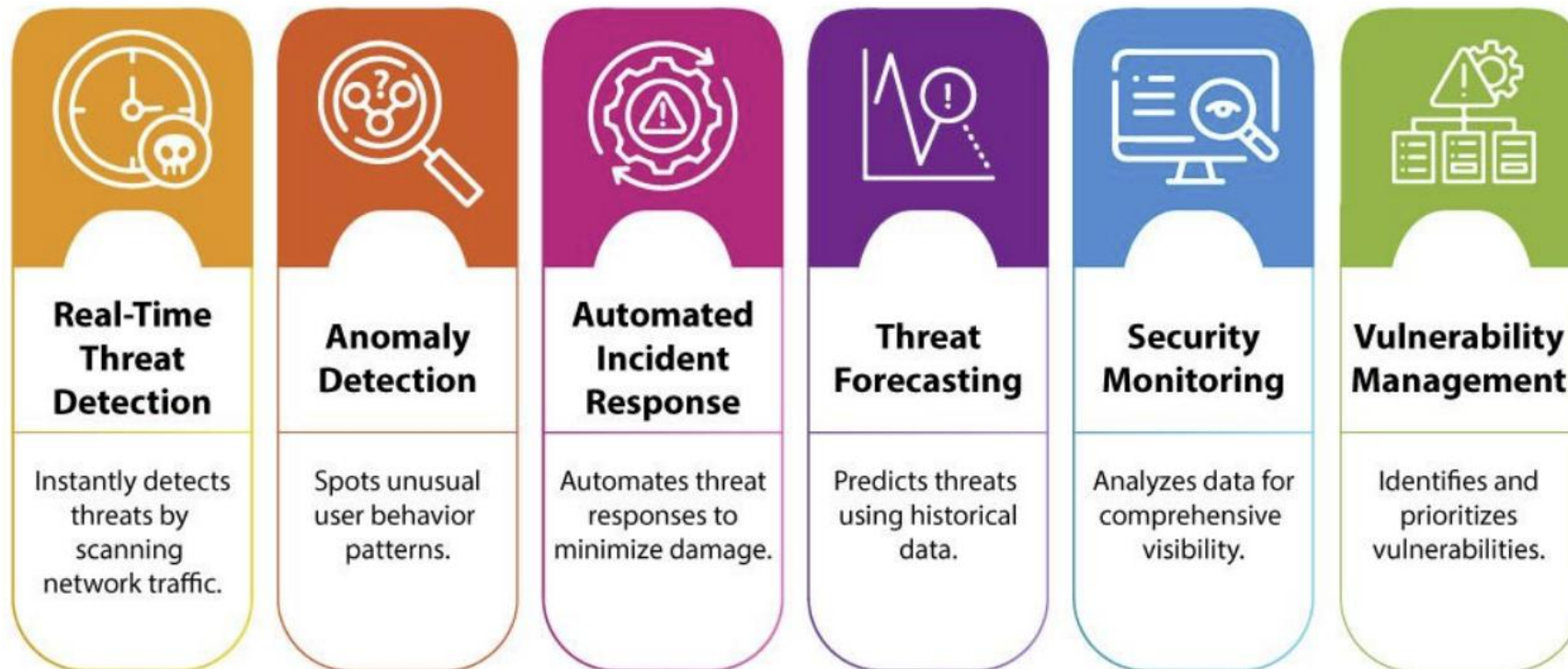
Attackers deploy AI bots to find security gaps and craft sophisticated phishing campaigns.

Leader's role

Balance innovation with vigilant oversight (e.g., ethical AI usage).

Action item

Establish AI governance policies and continuous monitoring.



Next steps: test yourself

Stay curious

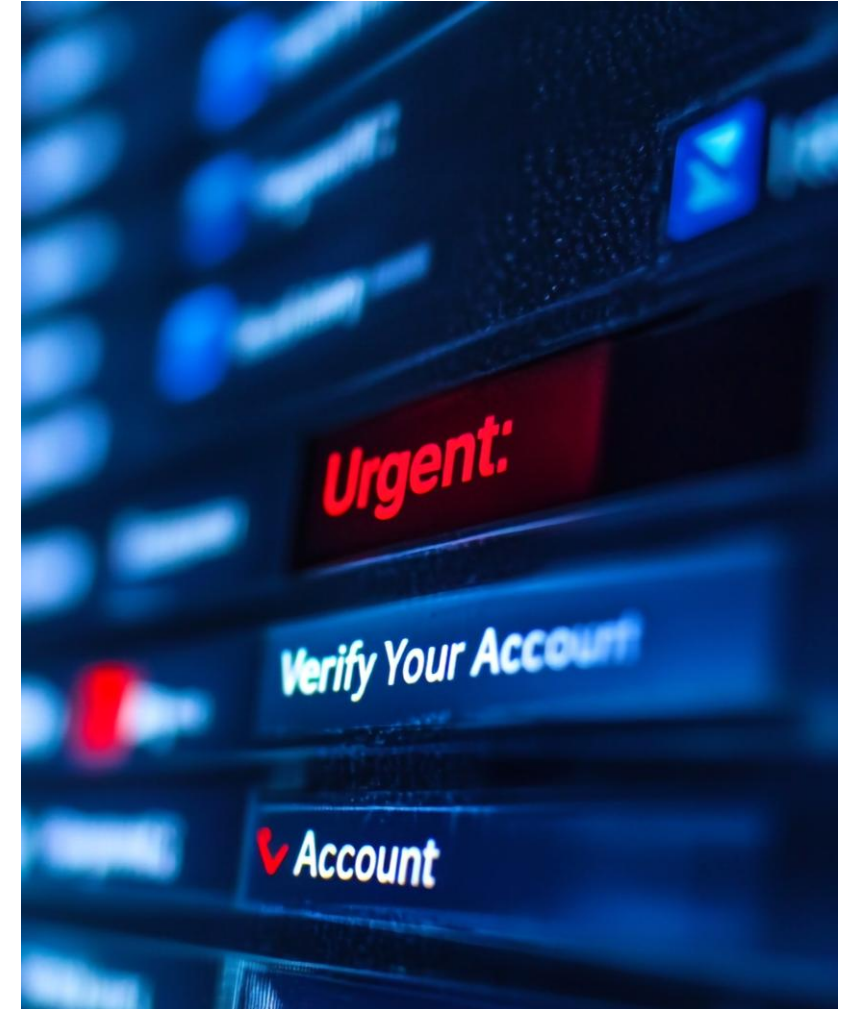
Document and communicate best practices and role-specific tasks

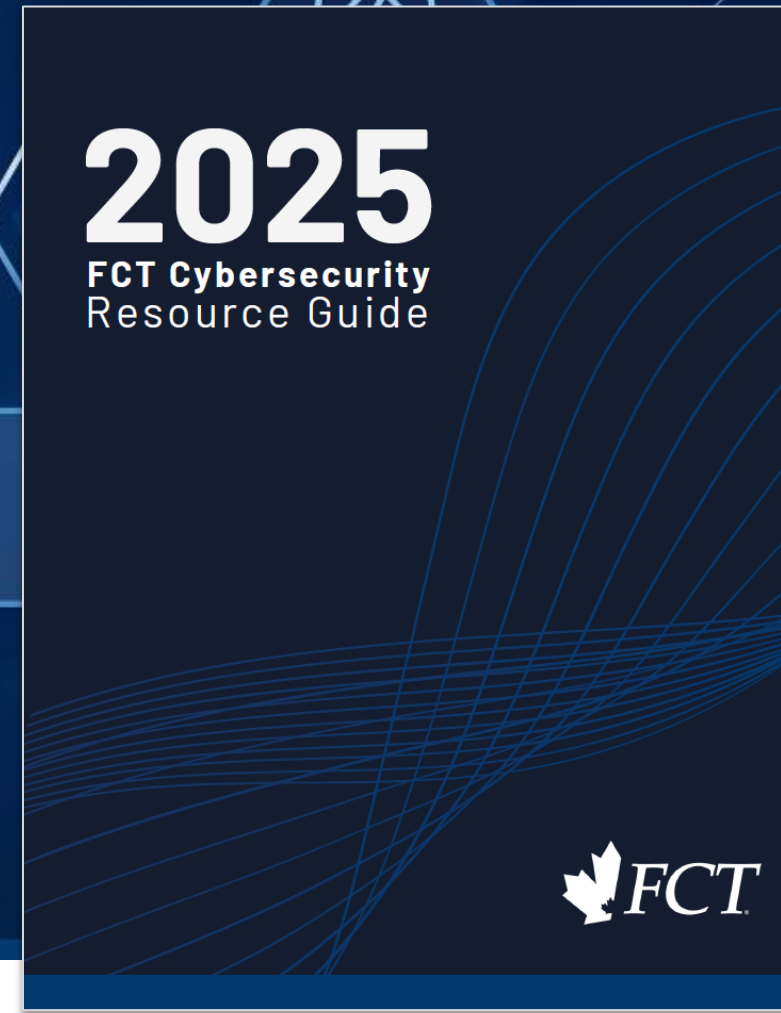
Build upon trust

Build due diligence into your supply chain from the top down

Simulate and investigate

Carry out incident response table-top exercises & data breach tests





More than a policy

Visit fct.ca/fraud-insights-centre for additional tools and resources.

