



# HouseStay

**Monthly Housing** On Demand



# No Marketplace for Monthly Furnished Rentals

Fragmentation

Manual Processes

Unverified

Time Consuming



# **A Trusted Global Market**

**A united and efficient place for supply and demand**

**Real Time Availability**

**Automated Process**

**Verification**

**Save Time**



# The HouseStay Model



1<sup>st</sup> Month

**10.0% Base Rent**

**6.5% Base Rent+Fees**

Remaining Months

**10% Base Rent**



# Go to Market

Leverage a scalable API driven platform to create a network effect

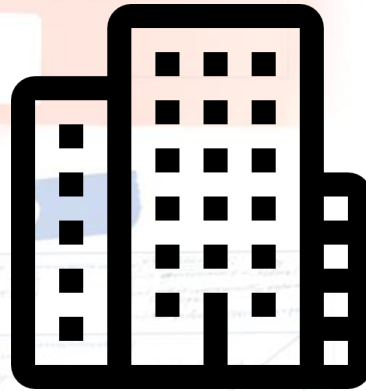
**API Integrations**



**Scalable Platform**



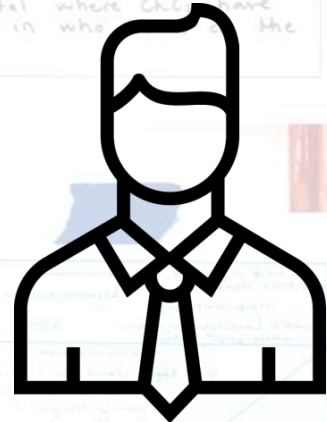
**Expand**



**Supply**



**Demand**



**B2B**

**B2C**



# HouseStay Beta Launched in March

**1,200+ Listings\* LA | SFO**

**Run Rate Targets**

**2019 \$.4M**

**2020 \$3.5M**

**Boston | Chicago**

**DC | NYC | Seattle**

**By Q4**

**Est. B2C CAC \$250**

**Est. B2C LTV \$850**

\* As of 6/27/19

**Confidential**



# \$1.0B+ Annual Supply Partnership Potential

## Integrated Supply

## Listings

## Annual Rev Potential\*



My VR Host



ZEUS

2,000+

\$15M+

## Pending Supply

## Listings

## Annual Rev Potential\*



RedAwning



TURNKEY  
VACATION RENTALS

aka.

BRIDGESTREET.

250,000+

\$1B+

*\*With HouseStay providing 100% Occupancy*



# \$100M+ Annual B2B Demand Partnerships

**Committed Demand**

**Relocations**

**Annual Rev Potential\***



**500+**

**\$600K+**

**Pending Demand**

**Relocations**

**Annual Rev Potential\***

BGRS

BRIDGESTREET.

CS

Oakwood
































**100,000+**

**\$100M+**

*\*With HouseStay servicing 100% of demand for an average of 2 month stays at \$5,000/month average*



# Competitive Analysis

	HQ	Master Lease	Broker Engagement	Monthly Payments	Tenant Screening	Lease Required	Relocation	Direct Communication	Standalone Units
									
									
									
									



# Addressable Market

**1.5M new annual relocations**

**\$35.0B global relocation market**

**\$3.5B+ HouseStay potential**

*Susquehanna International Group; Highland Group; Management Estimates*



# Team

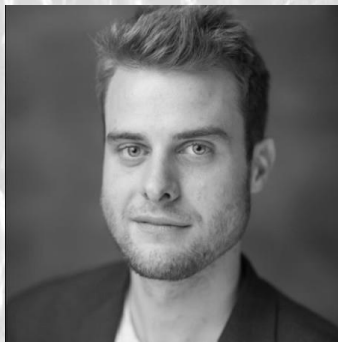


**Manu Bhagatjee**  
**CEO**

**Consulting**



**MBA Finance & Accounting**  
**BSC Hospitality Management**



**Jared Grubka**  
**COO**

**Sales**



**BS, Applied Engineering**



**Ryan Knittel**  
**CTO**

**Engineering**



**BE, Mechanical Engineering**



**SAN FRANCISCO**  
**STATE UNIVERSITY**



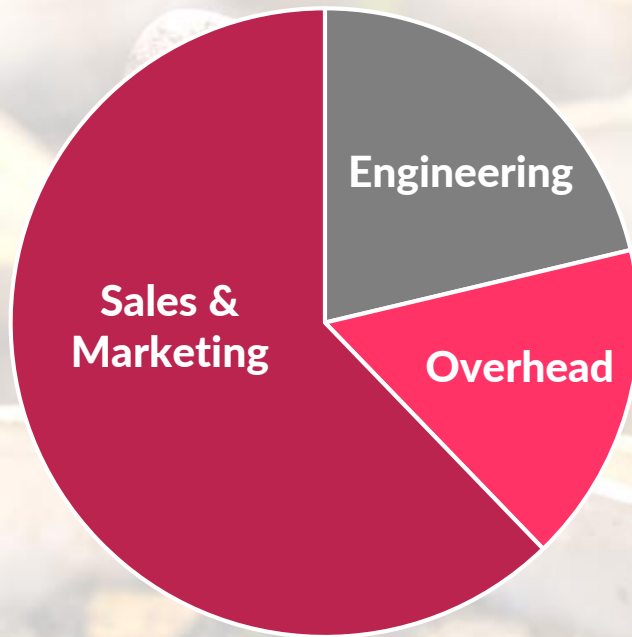
# Seed Raise

**\$2.0M**

**~\$110k**

**Avg Gross Monthly Burn**

**Runway Through 4Q20**



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