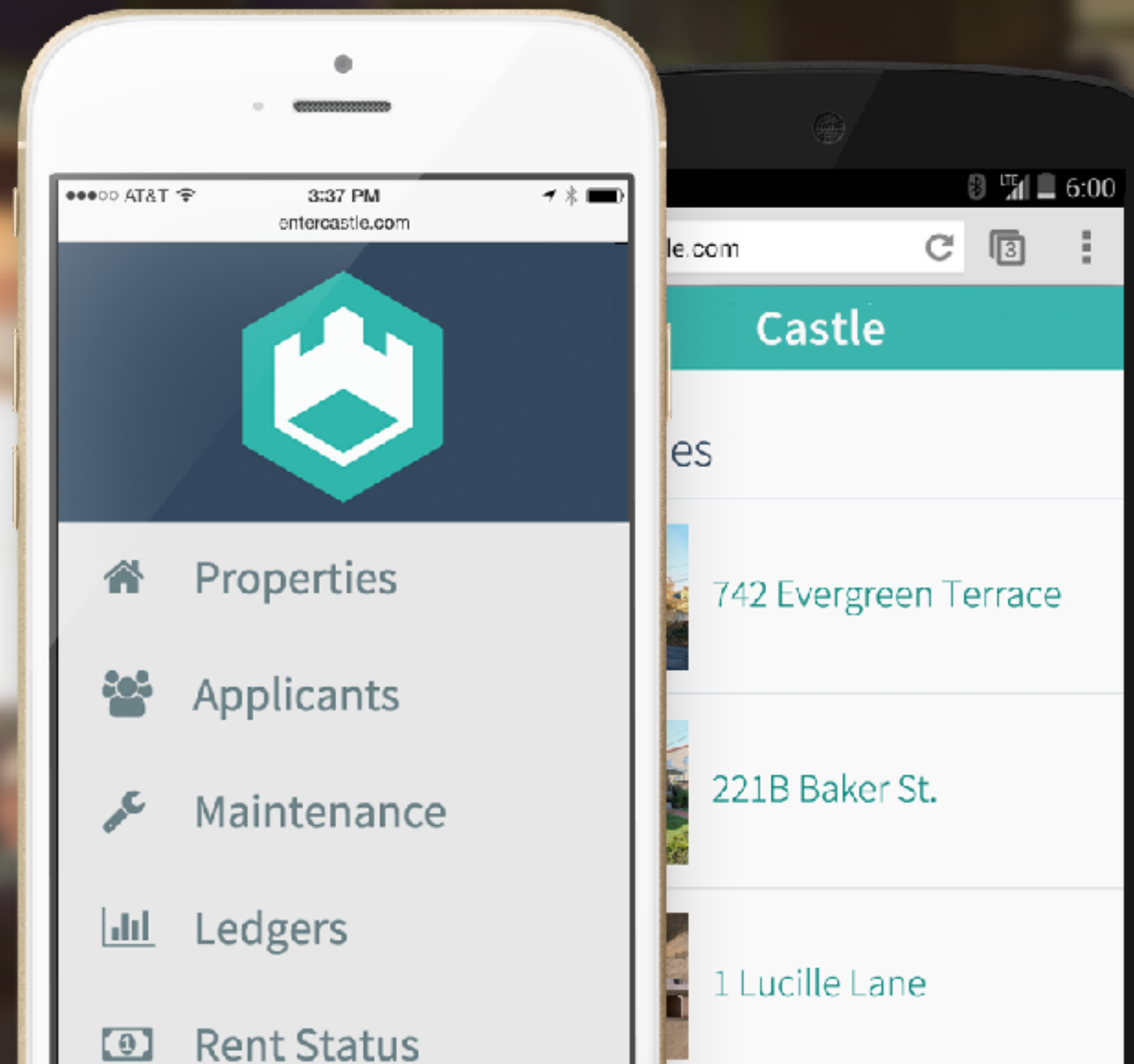




# CASTLE

The data and service network for long-term rentals



[entercastle.com](https://entercastle.com)

▪ [@entercastle](https://twitter.com/entercastle)

▪ [angel.co/castle](https://angel.co/castle)

**1 in 2 Americans** (and growing)  
owns or lives in rental property.

**\$440 billion**

U.S. rental market

**1.3 million**

new rental units coming  
online in 2016



But this enormous market has been **completely untouched** by data and network effects.



- Data about real estate sales and basic property details.
- **No comparable data set** for rental information.



- Marketplace for short-term and vacation rentals.
- **No comparable marketplace** for long-term rentals.





# Castle is building **the first data and service network** for the long-term rental market.



**One-stop marketplace**  
connecting landlords  
and tenants.



**Comprehensive data and analytics** about the micro  
and macro rental market.



**End-to-end ownership**  
of the entire rental  
experience.



# Our wedge into this market is **an automated property management platform.**



## Tenants

We screen and onboard qualified tenants.



## Rent

We collect and disburse rent payments, even from unbanked users.



## Maintenance

Requests are dispatched to our network of on-demand contractors.



# Currently, rental owners have two bad options:



## DIY Landlording

(80% choose this)

- Lots of work
- High potential for error
- Owner must live near property



## Traditional Management Company

(20% choose this)

- Expensive (~25% of profits)
- Low transparency
- Atrocious customer service



# Castle is cheaper, simpler, and more transparent.



## Owners Save 40%

Traditional management takes 10%, averaging \$130/mo. Castle is just \$79/mo.



## 4x Efficiency

A Castle manager on our platform can oversee four times as many properties as a traditional manager.



## Relieves Anxiety

Real-time data keeps owners in the loop about their properties.

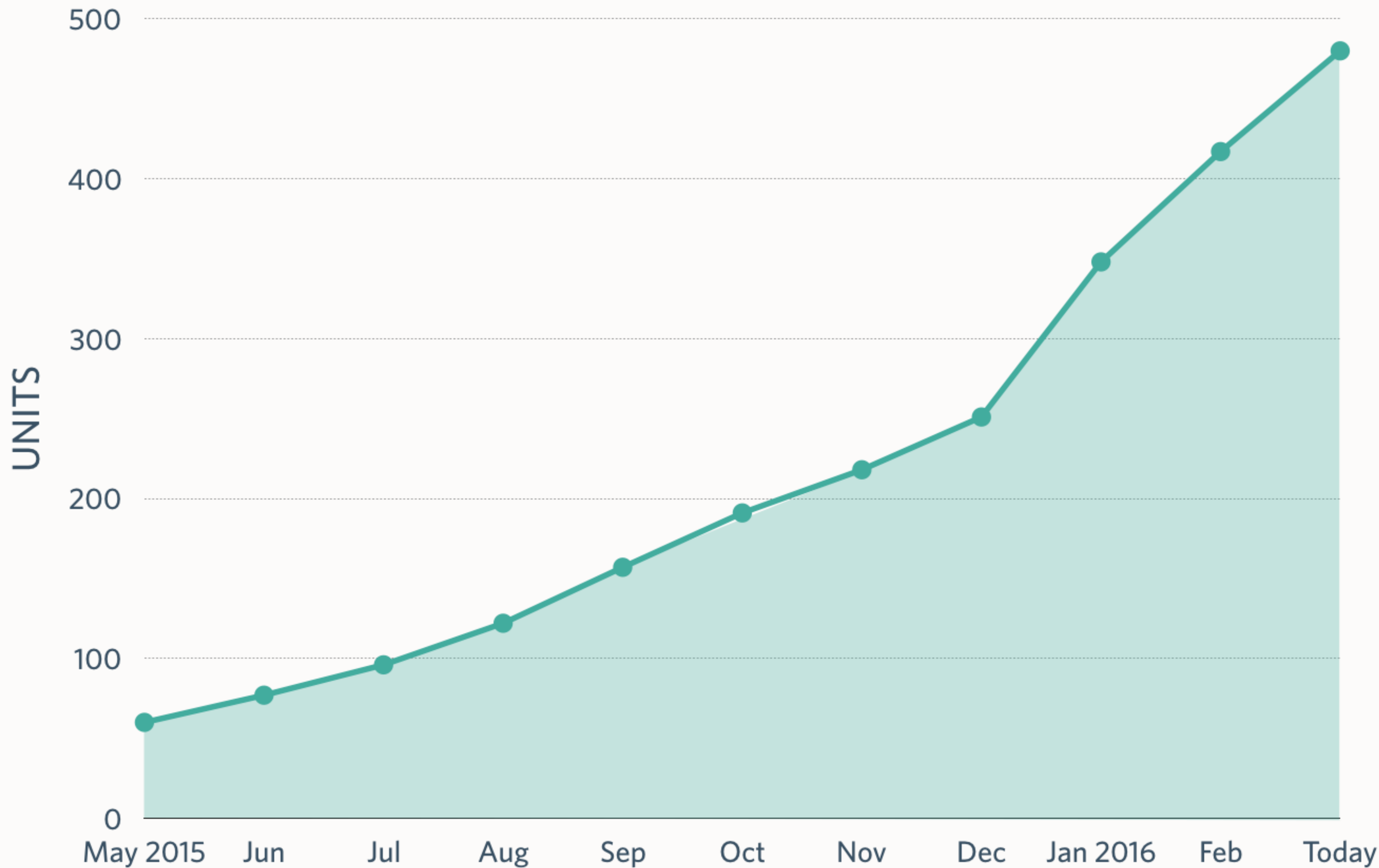


And it's **already working** in Detroit.

We currently have 480 units under management.  
At just 2,000 units, we'll be **the dominant property management player** in the region.







**\$38k**  
MRR

**25%**  
m-o-m  
growth



# At scale in each market, **network effects** kick in.

## **Data & Analytics**

Each new unit on Castle improves the data we provide. (Example: showing owners how their yearly maintenance costs compare to other, similar units.)

## **Access to Tenants**

We're becoming tenants' first stop when searching for housing, allowing us to place better tenants and fill vacancies faster.

## **Access to Contractors**

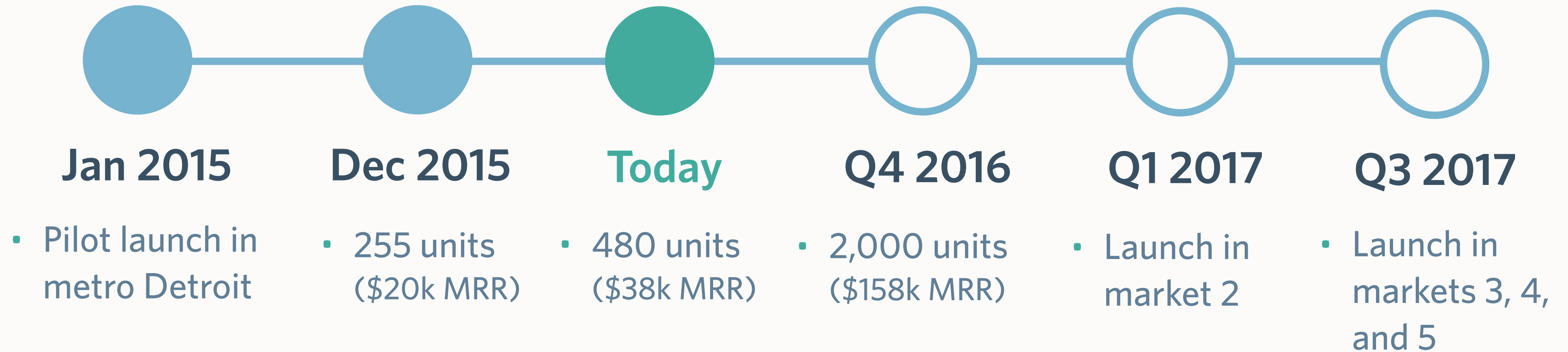
As we get more and more maintenance people on our platform, we're able to complete repairs faster and more affordably than anyone else.

## **Owner-to-Owner Sales**

Our customers are already starting to sell their properties to each other. We provide the new owner with years of property data, making in-network sales simpler and safer.



# Raising \$2 million to accelerate growth.

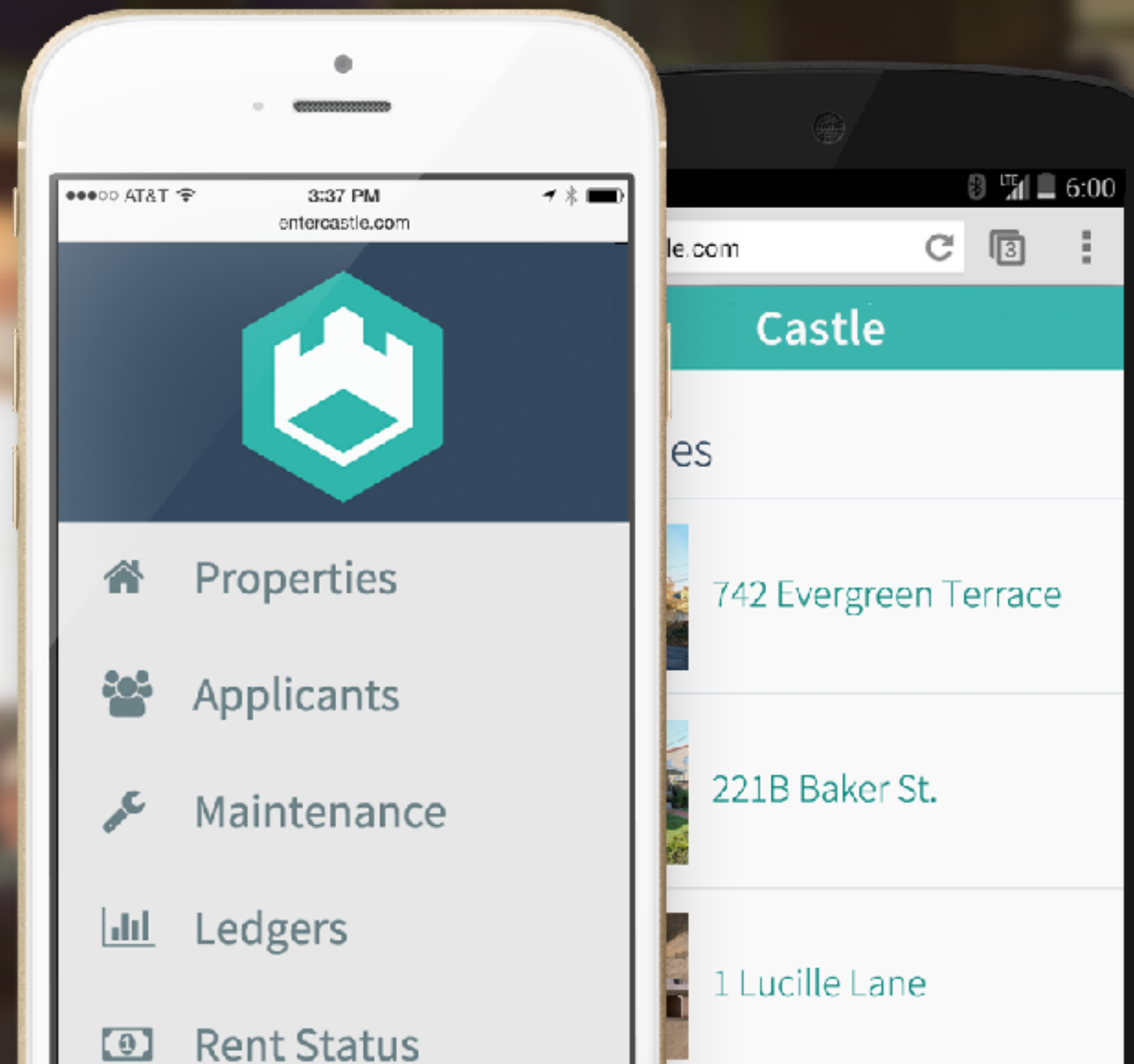






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