



Tapclose

**The Real Estate Super App
For Anyone That Buys or Sells A Home.**

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Tapclose is Reimagining Real Estate Transactions.



Our mission is simple:

To forever change
the way homes are
bought and sold.



Problem

Buying or Selling a home is a complicated, time consuming and expensive process.

Tapclose gives consumers the ability and confidence to conduct real estate transactions without a realtor, lender, or title company.

And our timing couldn't be better.

DISCOURSE | REAL ESTATE
A \$1.8 billion earthquake just hit the real estate industry

**PropTech Book:
A Disruption To The Housing Market**

Zillow execs imagine a world without buyer's agency

The race to create the 'Amazon of real estate' could change home buying forever

RESIDENTIAL NATIONAL

Proptechs see antitrust ruling as chance to disrupt brokerage
“Our phones have been blowing up”: Startups look to grab market share

The Solution

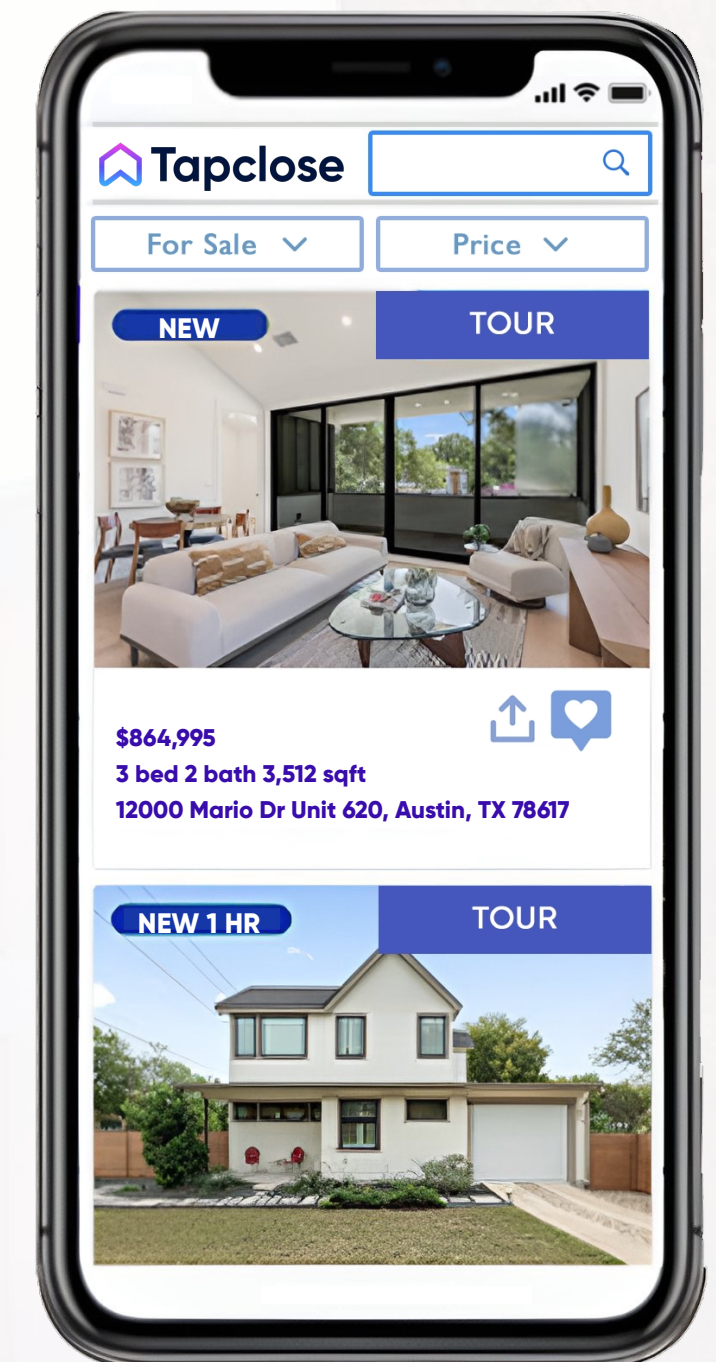


All-In-One Software *(Scalable)*

Tapclose is an online residential real estate marketplace, introducing a revolutionary platform that enables seamless direct transactions between buyers and sellers, eliminating the need for intermediaries.

Operating as **a comprehensive real estate super app**, Tapclose provides a full spectrum of services ranging from listing properties for sale, scheduling property viewings, facilitating secure access through smart yard signs and locks, direct in-app communication, negotiation facilitation, contract agreement, and mortgage procurement. Leveraging the power of machine learning and artificial intelligence, **Tapclose incorporates hyperlocal data** to equip users with comprehensive information, empowering them to make informed decisions throughout the home buying and selling process.

The Real Estate Super App



**For Anyone That
Buys or Sells a Home.**

Key Features



Comprehensive Listing Services

Tapclose provides a user-friendly interface for sellers to list their properties, or search, with detailed descriptions, high-quality images, floor plans and virtual tours, enabling buyers to make informed decisions.



Seamless Interaction

The platform facilitates direct communication between buyers and sellers, fostering transparent and efficient negotiations, ultimately expediting the decision-making process.



Smart + Secure Access Technology

Tapclose integrates cutting-edge smart yard signs and locks, enabling secure and convenient property access for scheduled viewings, enhancing the overall user experience. We call this the **Tapclose Digital Seal**.



Intelligent Data-Driven AI

Harnessing machine learning and artificial intelligence, **Tapclose Connect AI** provides users with in-depth insights derived from hyperlocal data, ensuring informed decision-making for buyers and sellers.



Streamlined Mortgage Procurement

Tapclose brings the mortgage application process within the platform, ensuring a seamless and hassle-free experience for buyers, further simplifying the overall home



Secure Blockchain Integration

Tapclose leverages secure blockchain technology to record property titles securely, providing an added layer of transparency and security for all involved parties. This will streamline the title recording process. Available with **Tapclose Digital Seal**.

SMART Yard Sign and Access

Streamlined + secure home info and access.

FOR SALE
Receive Info, Schedule
Viewing, or Make Offer.
Get Started with Tapclose.



Tapclose



Tapclose

Access Granted for 9021 Oceanside Dr.

SMART ACCESS FOR BUYERS + SELLERS



Intelligent buyer and home match + connect with **Tapclose Connect AI.**

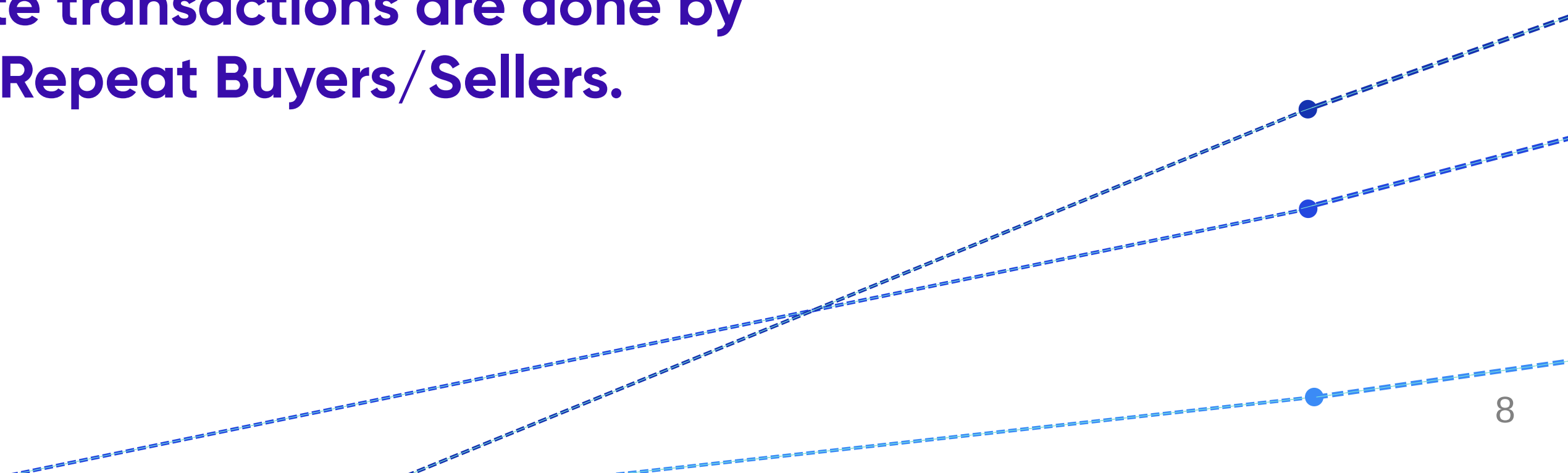
Secured with **Tapclose Digital Seal.**



Market Opportunity

Residential real estate is the single largest asset class with a US market value of roughly \$48 trillion. On average there are roughly 5.1 million homes sold in the US every year, where over \$2 trillion dollars changes hands.

Over 75% of all real estate transactions are done by For Sale By Owners and Repeat Buyers/Sellers.



Why Tapclose?



- ✓ **Search, Negotiate, Finance, and Close**
- ✓ **Simple User Dashboards**
- ✓ **Smart Access Technology**
- ✓ **Unbiased Data**
- ✓ **Verified Details**
- ✓ **Hyperlocal Information**
- ✓ **Pricing and Marketing Guidance**
- ✓ **Smart Contracts**
- ✓ **Secure Blockchain**
- ✓ **1% Fee**

Traditional Realtors

- ✗ **Information Asymmetry**
- ✗ **Conflicts of Interest**
- ✗ **Manual Process**
- ✗ **Multiple Parties Involved**
- ✗ **Slow and Time Consuming**
- ✗ **6% Fee**

Online Real Estate Landscape

Find Your Home

Listings & Marketplaces

Zillow REDFIN realtor.com trulia

Opendoor abode Home Bay comehome

homesnap entera MOVOTO Homes.com

Rental Marketplaces

apartmentlist zumper radpad BUNGALOW

LoftSmart Apartments.com PadSplit PadMapper

Tech-Enabled Brokerages

COMPASS REDFIN triplemint. side

flyhomes TRELLORA homie Houwzer

RADIUS reali real HOME61 REXX

Agent Tools

BoomTown! OPCITY verse first sisu

ojohome PLACESTER SWEEP BRIGHT Matterport

glide amitree Disclosures.io RealScout

HomeLight RealSavvy remine DocuSign

Finance Your Home

Digital Lenders

better LoanSnap ROCKET MORTGAGE Eave

loanDepot reali LOANS LendingHome

neat vylla lower SoFi

Digital Brokers & Lender Lead Gen

morty docu

HABITO

lendingtree cre

Downpayment A

unison P

homefundm

Alternative Finan

ribbon flyh

knock

Loftium ho

Close on the Property

Property Data & Appraisal

HouseCanary ClearCapital BLACK KNIGHT

CoreLogic ATTOM MASHVISOR cherre

ESTATED Reggora anow a la mode

Title & Escrow

Notarize modus

endpoint NextAce

SN fabrica

blend Covered kin.

CAPE ARTURO

Betterview zesty.ai

glide FlareAgent Inc.

CoreLogic DocuSign

Manage the Property

Maintenance & Improvement

PRO houzz househappy.

Porch Setter HomeZada SUPER

Doorstead roofr DOBBY

BUILDZOOM taskeasy curbio

MADE BLOCK Thumbtack

Rental Management

MYND avail Rentify Cozy

onerent zibo Rentberry Flip

GREAT JONES home365

Manage the Loan

Liquidity & Refinancing

UNISON FIGURE Noah POINT

EasyKnock hometap homebot

Capital Markets & Servicing

FIGURE income& P E E R I Q r3.

brace. mr. cooper optimalblue

scratch. BLACK KNIGHT dv01

Sell Your Home

iBuyers

Opendoor Orchard Zillow RedfinNow

Offerpad offerdepot EasyKnock knock.

Sundae zavvie abodewell real sure

Mortgage Lender Software

Loan Application & Docs

blend ROOSTIFY maxwell mortgagehippo

SIMPLENEXUS Velocify DocMagic docutech

CLOUDVIRGA RealKey Flōify STREAMLOAN

Ocrolus

Loan Origination & Closing

EllieMae BLACK KNIGHT snapdocs

lendingQB. loanlogics blend firstclose

TAVANT calyx optimalblue

Tapclose

Tapclose is the end-to-end platform for real estate transactions that can replace the dozens of disconnected services apps

Total Addressable Market

\$2.1T

US Annual Transactions

TAM

\$1.75T

For Sale By Owner +
Repeat Buyers/Sellers+
20% First Time Buyers

SAM

\$350B

20% of SAM

SOM

\$32B

Earlyvangelists, roughly
15% of all FSBO's

EV

Financial Projection

Total Available Market (TAM)	\$ 2,193,000,000,000	
Segmented Addressable Market (SAM)	\$ 1,754,400,000,000	*FSBO + Repeat Buyers and Sellers + 20% of First Time HomeBuyers
Serviceable Obtainable Market (SOM)	\$ 350,880,000,000	*20% of SAM
"Earlyvangelists"	\$ 32,895,000,000	*15% of FSBO Market
Average US Home Price (2022)	\$ 430,000	
Average US Annual Transactions (05-22)	5,100,000	

Market Capture of SAM	0.05%	0.15%	1%	3%	7%	20%
Dollar Share of SAM	\$ 877,200,000	\$ 2,631,600,000	\$ 17,544,000,000	\$ 52,632,000,000	\$ 122,808,000,000	\$ 350,880,000,000
Transactions Processed	2,040	6,120	40,800	122,400	285,600	816,000

Revenue Source	2025	2026	2027	2028	2029	TBD
Transaction Fee (1%)	\$ 8,772,000	\$ 26,316,000	\$ 175,440,000	\$ 526,320,000	\$ 1,228,080,000	\$ 3,508,800,000
Mortgage/Lending Fee (1%)	\$ 3,289,500	\$ 10,855,350	\$ 78,948,000	\$ 296,055,000	\$ 782,901,000	\$ 2,236,860,000
Title/Escrow Fee (1%)	\$ 6,140,400	\$ 19,737,000	\$ 140,352,000	\$ 473,688,000	\$ 1,228,080,000	\$ 3,508,800,000
Display Ads (\$25/transaction)	\$ 51,000	\$ 153,000	\$ 1,020,000	\$ 3,060,000	\$ 7,140,000	\$ 20,400,000
Misc. Income (\$50/user)	\$ 102,000	\$ 306,000	\$ 2,040,000	\$ 6,120,000	\$ 14,280,000	\$ 40,800,000
Total Revenue	\$ 18,354,900	\$ 57,367,350	\$ 397,800,000	\$ 1,305,243,000	\$ 3,260,481,000	\$ 9,315,660,000
Growth Rate		213%	593%	228%	150%	186%

Average Annual Growth Rate (24-28)

296%

GoTo Market – North America

1. **Channels Direct to Consumer (WHAT)**

2. **Strategic Relationships (HOW)**

Work with key players in the industry such as FSBO organizations, influencers, home builders, investors, developers, photographers, home inspectors, management companies, etc.

3. **Community Building**

Build a community of customers and industry experts through online forums, meet ups and social media groups to foster a sense of trust and brand engagement.

4. **Publicity**

Leverage public relations and media relations to generate press coverage and increase visibility of the brand.

5. **In-Person Events**

Host open houses, seminars, speak at events and trade shows, to generate leads and build relationships with the community

6. **Data-Driven Approach**

Use data and analytics to track customer behavior and preferences, optimize marketing campaigns and improve overall customer experience.

7. **Referral Programs and Incentives**

Offer discounted fees for early adopters and referral fees for bringing new customers to the platform.

8. **Business Model**

Transaction fees based on sales price of home, display ads, mine customer data for Tapclose vendor partners to get accurate picture of what and how market is thinking.

Roadmap



2024

Targets + Goals + Milestones

- **Hire CTO, Chief Tech Officer**
- Build+Dev Marketplace Portal
- R&D Smart Access Controls
- **Integrate AI & Smart Contracts**
 - Digital Mortgage Lender
 - Digital Title and Blockchain
- **Beta Test Top 25 Listings with Tapclose Tech**
- Pressure Test Transaction + Data Warehouse
- **Apply AI Tapclose Tech for Buyer + Home Connect**
- **Close 10M Funding to Scale**

2025

Targets + Goals + Milestones

Beta Test Top 25 Listings with Tapclose Tech

- Hire DCX, Dir. Customer Experience
- **Scale Customer Support Platform**
 - Includes fulfillment + support for TapSigns
- **Expand to Top 10 Markets U.S.**

2026

Targets + Goals + Milestones

- Expand to All 50 States

2027

Targets + Goals + Milestones

- Example

Leadership



Nash Garrison
Founder/CEO

Nash Garrison is a real estate and technology professional with nearly 20 years of experience across nearly every facet of the real estate industry.

As an investor and developer, who has bought and sold \$30M+ of properties, he has made plenty of mistakes but has learned the most important aspects of real estate transactions and how to increase efficiencies in the industry, creating value for consumers and stakeholders.

Nash has built and led teams at startups and large companies alike. And, as a licensed realtor, he fully understands and embraces the challenges for a company attempting to disrupt the real estate industry.

Investment Opportunity

Tapclose is raising \$2M in seed investment to capture a \$350B opportunity.

On average there are 5.1 million homes sold in the US every year, with over \$2 trillion dollars changing hands. Tapclose enters a dynamic real estate market where the demand for direct, transparent, and data-driven transactions is on the rise.

With traditional processes often laden with complexities and high transaction costs, Tapclose is poised to capitalize on the growing preference for streamlined digital solutions that offer comprehensive information and facilitate direct interactions between buyers and sellers. With the global real estate market continually expanding, Tapclose aims to capture a substantial market share by catering to modern consumers seeking a more efficient and informed real estate experience.



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