

• PROPTech · MIAMI, FL · APRIL 2026

GROVE STAY.

The guest-retention platform for short-term-rental hosts. Turn one-time Airbnb guests into repeat, direct bookings.

Retain guests

Automate operations

Own your guests



• 01 · THE PROBLEM

Hosts **rent** their guests from Airbnb.

Every booking starts from zero — no relationship, no repeat, no margin.

TIME

10+

hrs / week

lost juggling disconnected tools and inboxes.

MONEY

30%

of every booking

evaporates in platform fees and PM cuts.

GUESTS

0

rebook path

happy guests return to Airbnb and pay full fees again.

• 02 · THE SOLUTION

One platform. Full guest ownership.

01

Retain

Direct host-to-guest comms build a relationship the host owns.

02

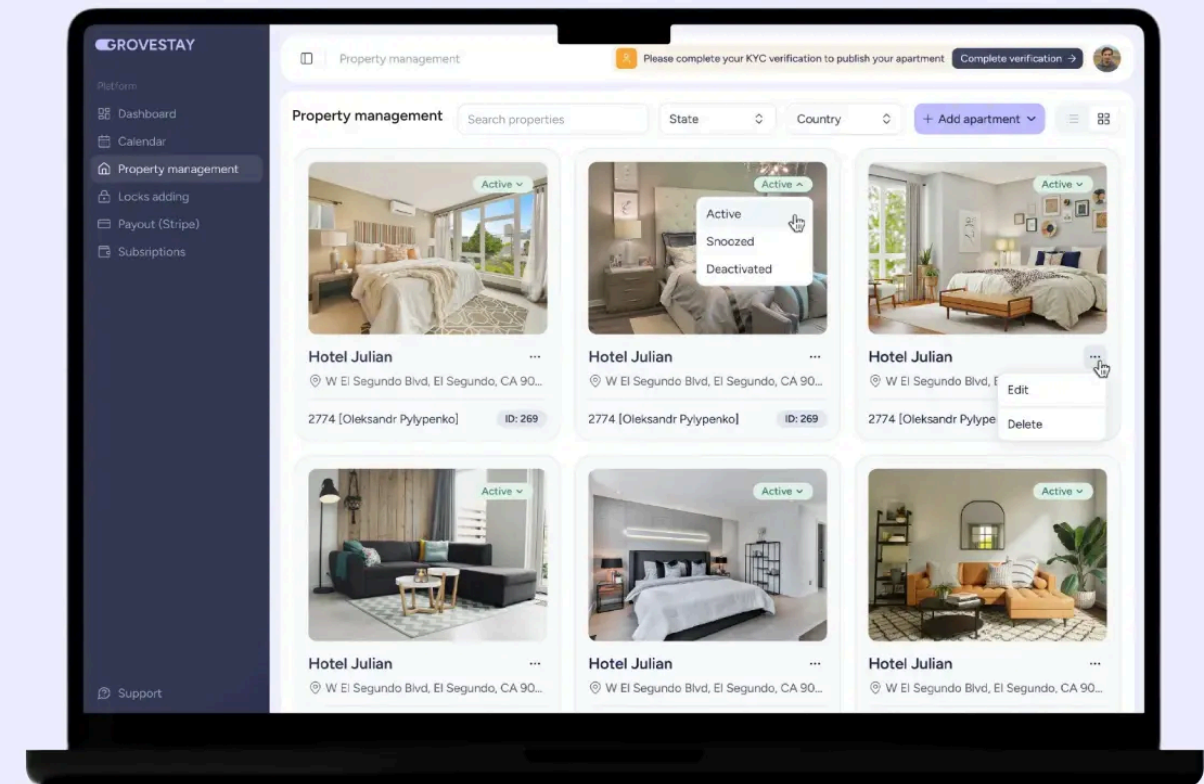
Automate

Zero-friction contactless operations run quietly in the background.

03

Own

A direct rebooking loop keeps the margin and the guest with the host.



The market just shifted in our favor.

Baseline

Automation is now expected — no longer a differentiator.

#2 Channel

Direct booking is already the #2 channel for US STR.

#1 Fear

OTA dependency is hosts' #1 stated business risk.

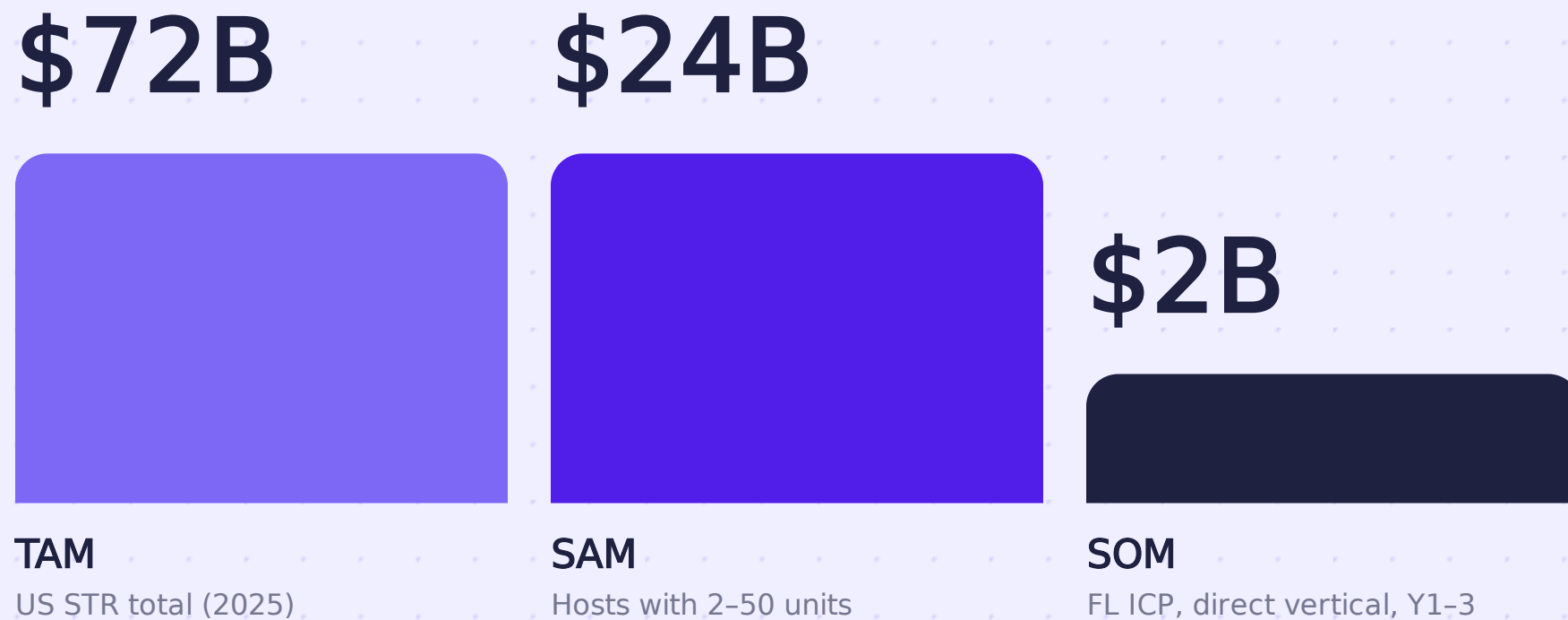
Untapped

Repeat guests = stable fee-free revenue. Nobody is helping hosts capture it.

"Hosts who own the guest relationship win. Those who don't, lose."

• 04 • MARKET

\$72B market. 34% already goes direct.



THE RETENTION GAP

64% of US hosts use no PMS at all.

~50% are single-channel (Airbnb only).

30-40% repeat-booking rate today — completely unmanaged.

Sources: AirDNA · Grand View Research · WifiTalents (2025-26).

Built for hosts. Loved by guests.

Host Dashboard

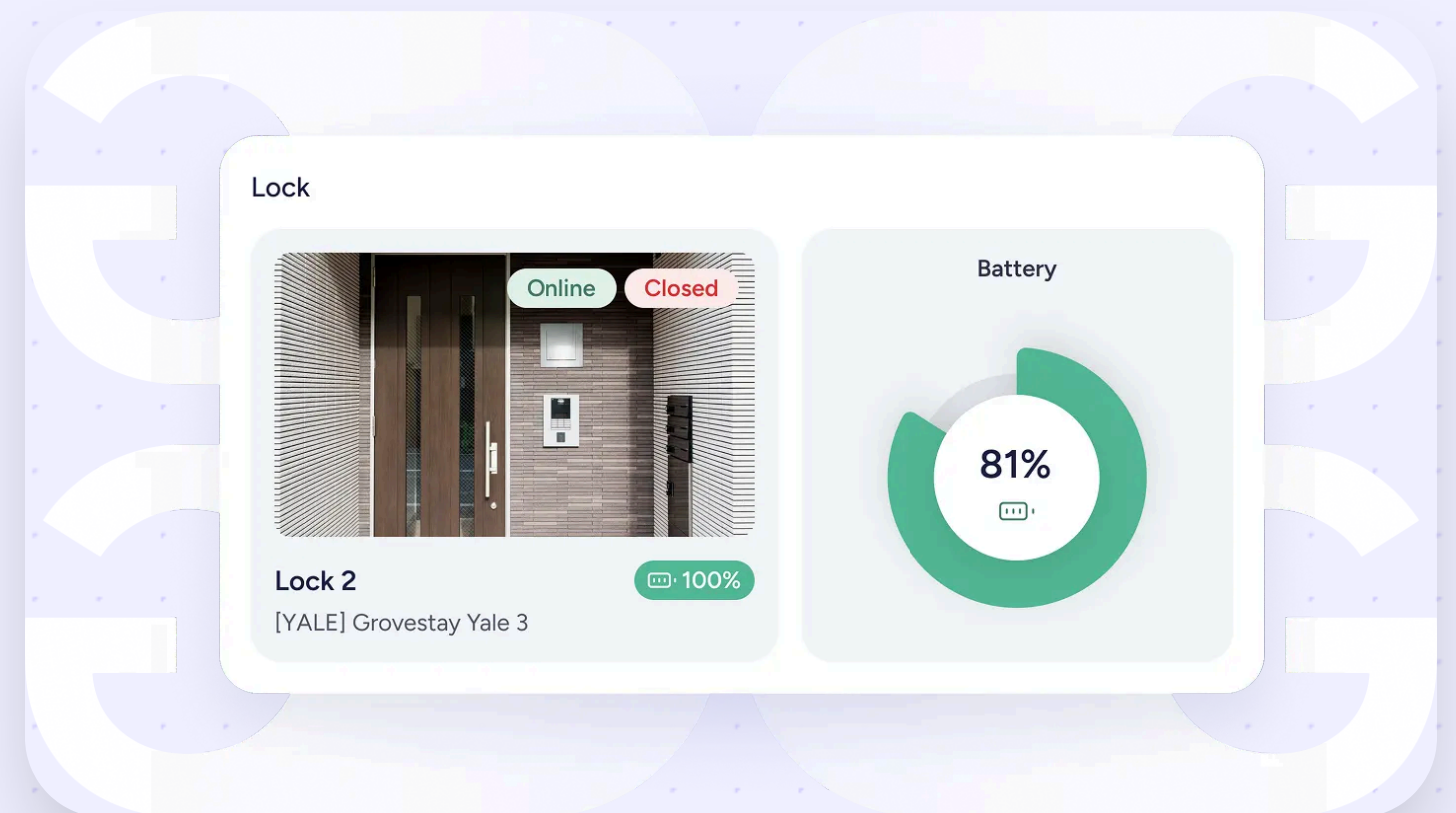
Property management, guest CRM, calendar and payouts — unified.

Guest Mobile App

Browse, book, contactless check-in/out, message the host directly.

Automation Engine

Auto-replies, smart pricing, review requests, re-engagement campaigns.



Recurring SaaS today. A multi-stream stack as we scale.

LIVE

Subscription

\$49 / mo per host

Tiers planned: \$19 / \$49 / \$99

PLANNED

Guest Insurance

\$3 / night

Embedded at checkout

PLANNED

Contractor Marketplace

5-25% take rate

Cleaning, repairs, turnover

UNIT ECONOMICS

Blended ARPU target

\$110-135 / host / mo

What is true **today.**

- **Product**

MVP live — host dashboard + guest app shipped.

- **Paying Hosts**

Early paying cohort onboarded in Florida pilot.

- **Pipeline**

Active waitlist + signed LOIs from STR operators.

- **Partnerships**

Smart-lock integrations + regional STR association engaged.

- **Engagement**

Bookings processed through direct host channel.

- **Retention Signal**

Repeat-booking rate observed above industry baseline.

• 08 • COMPETITION

Nobody owns the **guest relationship** — until now.

Capability	GroveStay	Airbnb / VRBO	Guesty / Hostaway	Lodgify
Guest retention tools	●	—	—	—
Direct repeat booking (0% fee)	●	—	◐	◐
Guest loyalty & re-engagement	●	◐	—	—
Smart-lock + contactless	●	◐	◐	◐
Unified financial reporting	●	—	●	◐
Flat predictable pricing	●	—	—	—

OUR MOAT

Every booking enriches the host's owned guest database. Switching cost compounds over time.

WHY NOT AIRBNB?

Airbnb's economics depend on owning the guest — cannibalizing their core fee is structurally unlikely.

• 09 · FINANCIAL PROJECTIONS

Path to **\$12.9M ARR** by 2028.

Q4 2026

ARR

\$738K

Hosts	500
EBITDA	-\$234K
Burn	\$19.5K/mo

Q3 2027

ARR

\$2.43M

Hosts	1,500
EBITDA	-\$270K
Burn	\$22.5K/mo

Q3 2028 **TARGET**

ARR

\$12.89M

Hosts	10,000
EBITDA	+\$4.32M
Burn	\$0

ARPU blended across subscription + insurance + contractor marketplace ≈ \$110-135 / host / month.

Why this team **wins.**



Constantine Kostanian

Founder & CEO

Operator turned founder — built GroveStay from a host's own pain. Deep STR + product DNA.



Co-founder · CTO

Engineering

Owns platform, automation engine, and mobile. Prior SaaS scale experience.



Advisors & Hires

Growth · STR · PropTech

STR association leadership, smart-lock partners, ex-marketplace operators.

Unfair advantage: built by hosts, for hosts. Distribution lives inside the STR operator community we already belong to.

Raising a \$3.0M seed.

ROUND

Raise	\$3.0M
Equity	23%
Post-money	~\$13M
1% equity	\$130,000

USE OF FUNDS

Marketing + Sales	47.1%
Product Development	36.6%
Team + Legal	16.2%

1 1,500 paying hosts — PMF in FL + TN

2 Guest direct bookings at scale

3 Replicate playbook across 5 states

• 12 · LET'S BUILD

Own your guests.

Let's build the future of hosting together.

Constantine Kostanian — CEO

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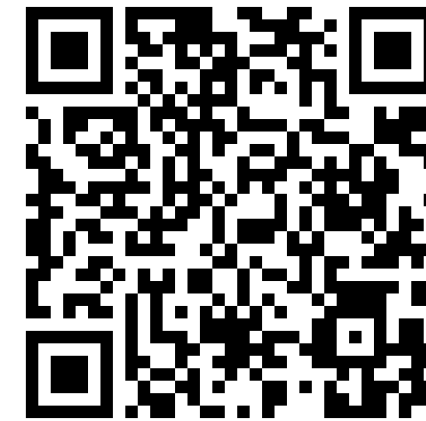
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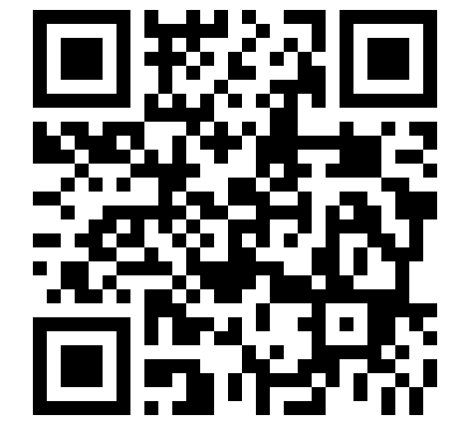
App Store



Play Market



Facebook



Instagram