

SEED INVESTMENT

# MassD

Where Life Fits

AI-powered modular ADU  
affordable housing.

Needham, MA



# America's Housing Crisis



**3.8M**

Unit Shortage

National housing deficit  
creating  
unprecedented demand for  
new  
construction  
solutions.



**52%**

Cost-Burdened

More than half of renters  
spending  
over 30% of income on housing  
costs.



**40%**

Labor Shortage

Construction industry facing  
critical  
labor deficit, slowing  
traditional  
building  
.



THE SOLUTION

# Modular ADUs, Reimagined

MassDwell combines factory precision with AI-driven design to deliver premium accessory dwelling units—faster, smarter, and built to last.



Factory-built for speed and consistency



AI-optimized designs from natural language



Sustainable, net-zero ready construction



PRODUCT VISION

# Infinite Designs. One Platform.

AI generates fully bespoke floor plans from natural language. No templates. No constraints. Just your vision, built.

## OUR TECHNOLOGY

# AI + Robotics Integration



## AI Platform

### Generative Design

Generates optimized floor plans from natural language descriptions

### Predictive Analytics

Automated forecasting and supply chain optimization



## Computer Vision

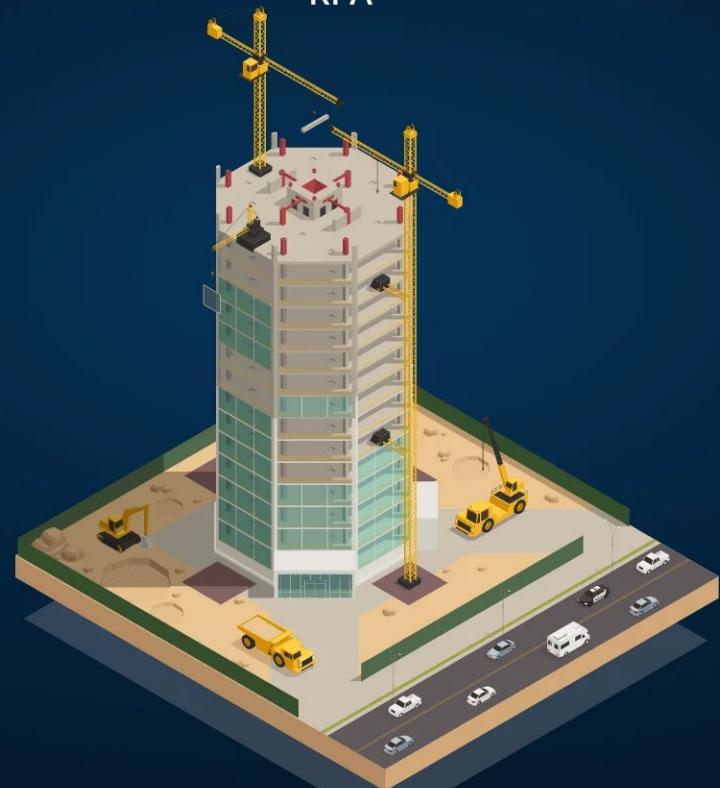
Real-time quality control and defect detection



## Machine Learning



## RPA



INTRODUCING

# Inhabit

AI-powered design portal. Describe your dream ADU in plain English and watch it come to life.



Natural language input



Instant floor plans



Auto zoning check



Direct to factory

The screenshot shows the Inhabit AI-powered design portal. At the top, the logo "Inhabit by MassDwell" is displayed, along with "Start Over" and "Save Progress" buttons. Below the header, a progress bar shows steps 1 through 4. A message from an AI character (represented by a small robot icon) says: "Welcome to Inhabit! 🤖 I'm here to help you design your perfect ADU. Tell me in your own words — what's driving your interest in adding an ADU to your property?" At the bottom, there is a text input field with the placeholder "Type your response..." and a send button with a right-pointing arrow.

## Client Uses AI Design Tool

Define Needs & Lock Feasibility



## On-Site ADU Delivery

Install & Handover Keys



## Architectural Planning

Review, Permit & Shop Drawings



## Robotic Factory Production

Print, Fabricate & Assemble



Full Turnkey Automated Solution



MANUFACTURING EDGE

## Cold Formed Steel: Sub-Millimeter Precision

Robotic CFS fabrication achieves tolerances impossible with traditional construction. Every component manufactured to exact spec. Zero on-site rework.

**±0.5mm**

Tolerance

**40%**

Faster

**Zero**

Rework



MANUFACTURING STRATEGY

# Factory Roadmap

## Interim Factory Launch

15,000 sqft Rhode Island facility. Produce 5-6 prototype units while setting operations.

## Seed Funding

\$5M raise to fund flagship factory, AI platform, and team expansion.

## Flagship Factory

100,000+ sqft fully automated facility. Full robotics, 100+ units/year capacity.

202  
6

202  
6

2028  
+

## LEADERSHIP

# The Team Behind MassDwell



**Steve Vettori**

Founder & CEO

Needham, MA



**Carlos Ferreira**

Founder & CTO

Newton, MA

## STRATEGIC PARTNERSHIP



Steel engineering expertise meets property development experience.



### In-House Design Team

Our architectural team handles every aspect of ADU design and permitting, ensuring seamless project execution from concept to approval.

- ✓ Custom floor plans tailored to lot constraints
- ✓ Full permit documentation & submissions
- ✓ 3D visualization for customer approval



### In-House Site Work Team

Dedicated crews manage all on-site preparation and installation, maintaining quality control throughout the construction process.

- ✓ Foundation & utility infrastructure
- ✓ Module delivery & crane installation
- ✓ Final connections & finishing

## MARKET ANALYSIS

# A Massive Opportunity

# \$47B

Global ADU Market by 2035

9.19% CAGR



### Housing Affordability Crisis

Add \$100K+ property value with rental potential



### Regulatory Tailwinds

Multiple states rapidly easing ADU zoning rules



### Multigenerational Demand

Empty nesters, adult children, remote work driving demand



### Modular Construction Growth

Cost reductions driving industry shift to factory

# Competitive Landscape

## West Coast Innovators

3,000+ miles away



### Cosmic Buildings

Mobile robotic factories, SoCal

ROBOTICS

### Reframe Systems

Large-scale modular, CA

FACTORY

### Samara

5 fixed models, template-based

TEMPLATE

### Dvle

Premium prefab ADUs

HIGH-TECH

Leading innovation but logistics barrier to Northeast

## Emerging Players

Limited ADU focus



### xHomes.ai

Robotics but weak ADU spec

NY

### Glamni / Imports

Doesn't fit US neighborhoods

CHINA

Closest tech players lack specialization

## Northeast Traditional

No innovation



### Backyard ADUs

Outsourced, long builds

6-7 MO

### LB Modular

Full homes only, dated

LEGACY

### BB Tiny Houses

Non-factory tiny homes

MANUAL

### Tektoniks

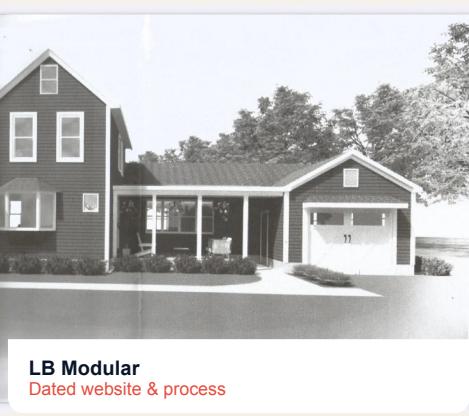
Prefab walls, crane assembly

PANELS

Local vendors use outdated methods

# Northeast Today: No Innovation

## CURRENT LOCAL VENDORS



## THE OPPORTUNITY

### First AI-driven modular manufacturer in the Northeast



**1 month production** vs 6-7 months from local competitors—we control our supply chain



**Robotic precision** that no MA vendor offers—sub-millimeter tolerances



**AI-powered customization** vs fixed templates or stick-built limitations

→ Clear path to regional market leadership

## FINANCIALS

# Growth Trajectory

Metric	2026	2027	2028	2029
Units Sold	15	40	100	200
Revenue	\$3M	\$8M	\$20M	<b>\$50M</b>
Gross Margin	25%	30%	35%	<b>45%</b>
EBITDA	-\$500K	\$500K	\$4M	<b>\$12M</b>

**35-45%**

Target Gross Margin

**Late 2027**

Break-Even Target

**5x+**

ROI Potential

THE ASK

# SAFE Note \$15M Cap

~5x projected 2026  
revenue



Instrument  
**Post-Money SAFE (YC Standard)**



Raising  
**\$1M – \$5M**



Minimum Investment  
**\$25,000**

## YOUR UPSIDE

Series A at **\$30M**



**2x**

Series A at **\$45M**



**3x**

Series A at **\$75M**



**5x**

*Early believers get significant advantage with the \$15M cap. Standard YC docs —close in days, not months.*

## USE OF FUNDS

# Where Your Capital Goes



## 2026 MILESTONES

- ✓ Factory operational Q1
- ✓ 15+ units delivered
- ✓ \$3M+ revenue
- ✓ Path to Series A

## Why SAFE?



### Speed

Standard YC docs. Close in days, not months.



### Focus

Defer valuation until we have production data.



### Alignment

No board seats or control terms. Execution focus.



### Upside

\$15M cap gives early believers significant advantage.

*"We're not asking you to value us. We're asking you to believe in us."*

# Thank You

Where Life Fits

**Steve Vettori**, Founder & CEO

**Carlos Ferreira**, Founder & CTO

Needham, Massachusetts

[massdwell.com](http://massdwell.com)

# AI-Powered Operations

*We don't just build with AI. We run with AI.*



## AI Voice Assistant

Qualifies leads 24/7, books follow-ups automatically



## Intelligent CRM

No lead goes 24+ hours without follow-up



## Automated Outreach

Email triage, drafting, and response scheduling



## Real-Time Analytics

Pipeline forecasting and market monitoring