

DATE

October 15, 2021

SECTORS

Real Estate

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Jane Santini
Director

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DC Advisory advised TenantCloud on its sale to an undisclosed strategic investor



Background

- TenantCloud is a US-based developer of end-to-end SaaS-based property management software, designed to simplify the rental process and help DIY landlords manage all aspects of their rentals, from finding tenants to collecting rent
- TenantCloud's rental accounting and management software helps landlords to market vacancies, process online payments and applications, manage maintenance requests, and track renter's insurance'
- In addition to landlord and rental accounts, TenantCloud offers ServicePro accounts for service professionals to create invoices, receive payments online and manage maintenance requests
- Since inception in 2015, TenantCloud has grown to include 60K+ landlords, 330K+ tenants, 15K+ owners and 5K+ service professionals in all 50 states and 40+ countries

Process

- TenantCloud selected DC Advisory (DC) as its exclusive financial advisor because of its long-standing real estate technology & software experience and close-knit relationships with the most relevant buyers
- DC introduced TenantCloud to the buyer, oversaw all material transaction processes and due diligence, and helped obtain favorable terms, driving the deal to closing

Outcome

- DC executed a highly efficient diligence process, ensuring an optimal outcome for TenantCloud's founders, investors and management team
- DC worked diligently with the management team to seamlessly negotiate and execute a complex transaction, closing the deal in 62 days

"Jane understood my goals and identified the buyer who was best aligned with my vision. Her understanding of the real estate tech space and the financial and strategic buyers enabled her to find us the right partner for our next stage of growth. The care and attention Jane and the DC Advisory team showed this transaction, along with their hands-on approach, enabled us to have a smooth ride from start to closing."

Joseph Edgar
CEO, TenantCloud