



unbuilt.co

Welcome to building better.



Construction generates *tons* of unused goods.

\$905B

Building Materials Spending
United States 2021 ¹

\$23B

Excess Materials (2.5%)
Manufactured but not used in construction ²



- Construction Leftovers
- Returns, Cancellations & Overstock
- Does not include used goods (salvage)

1, 2 - See Endnotes

It's very hard to buy or sell these goods.

Only 20% of excess goods are re-used. Without a facilitating secondary market, most go to waste.³



"We'd love to use more excess goods in our projects, but it's hard to find the right selection for the specifications we need, and buying from unknown suppliers is risky."

Joan Barton
Founder, Dirty Girl Construction



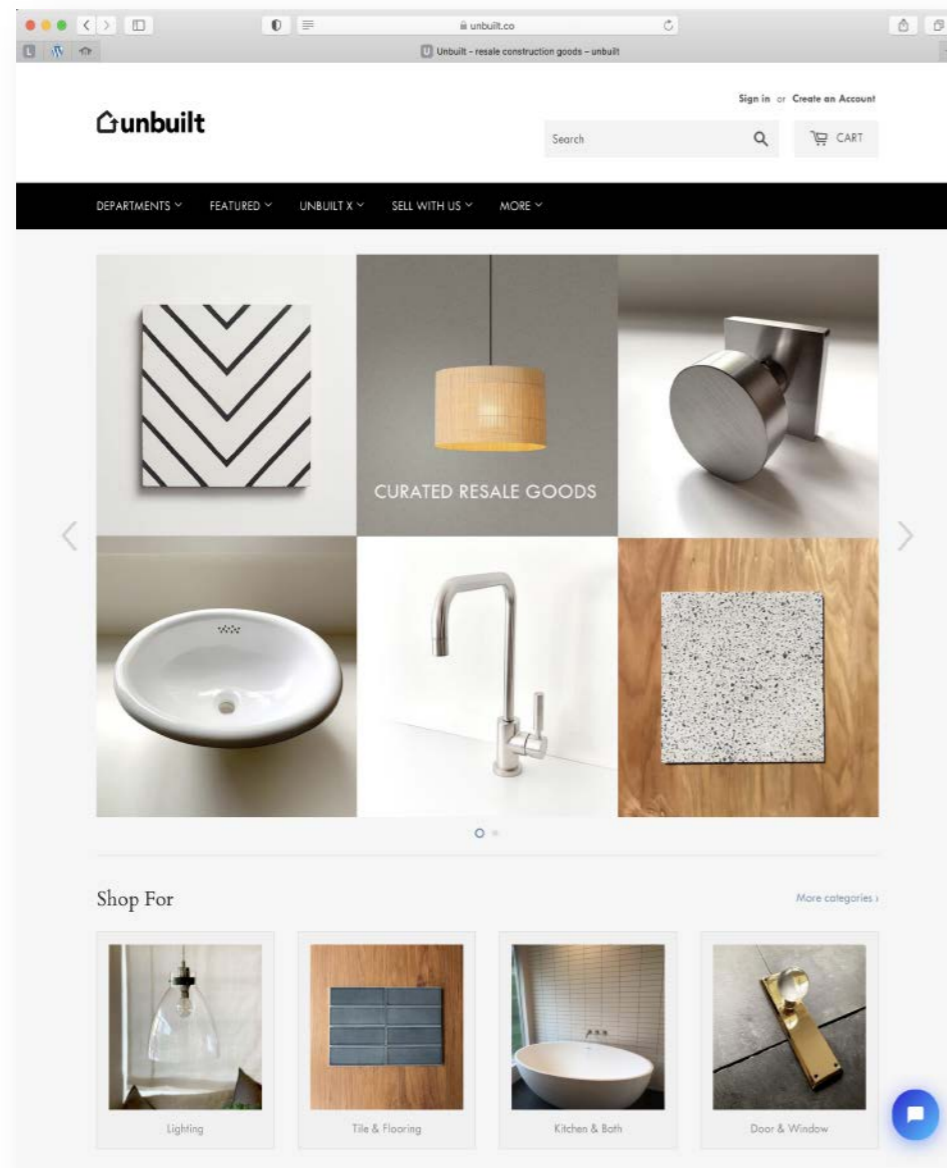
"As a builder we throw away good stuff all the time because it's easier or cheaper than hauling, storing, selling or giving it away."

Patrick Roberts
Vice President - California Landmark Group



We make Builder Resale easy & profitable.

Our expertise, scale and technology remove obstacles for buyers and sellers.

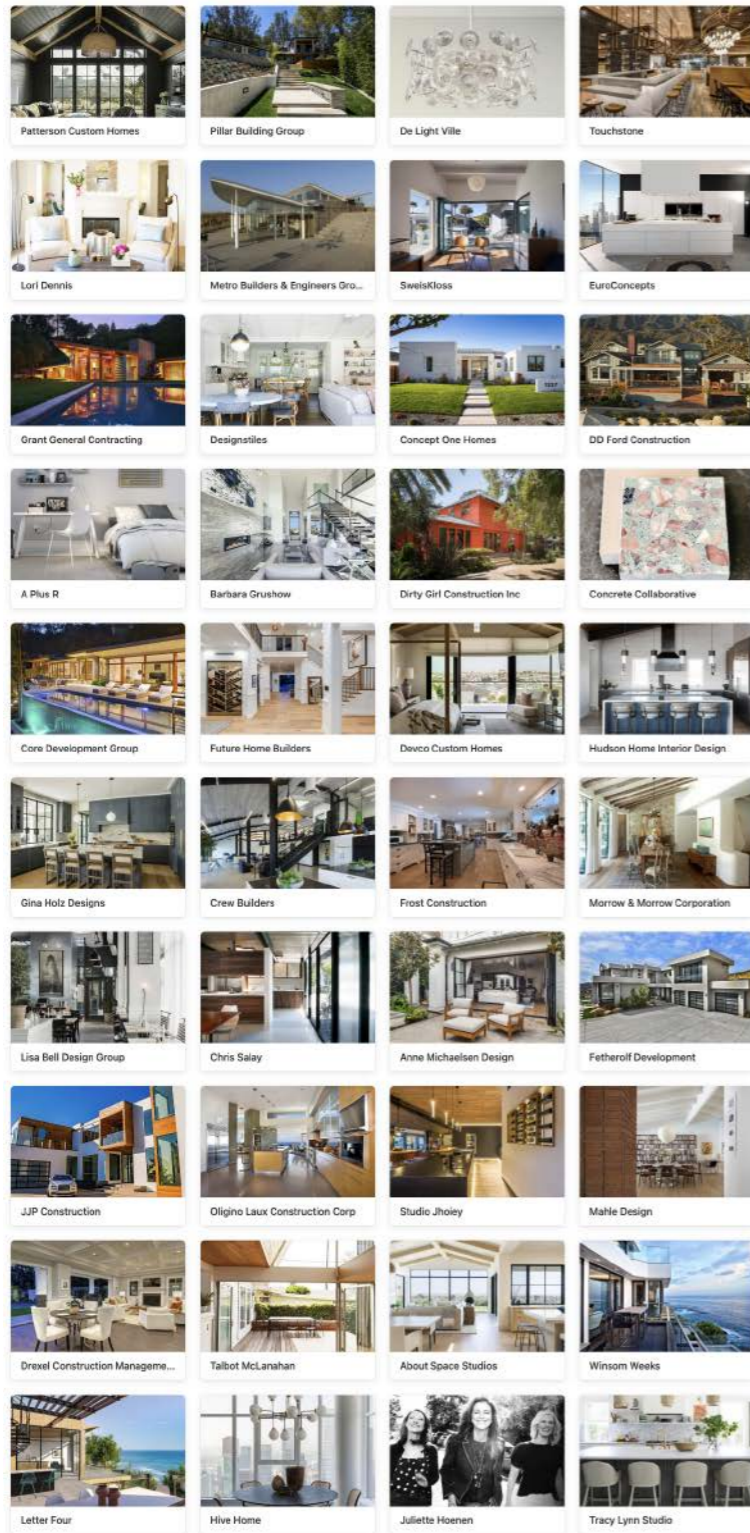


Sellers

Monetize excess goods with a single call or click.

Buyers

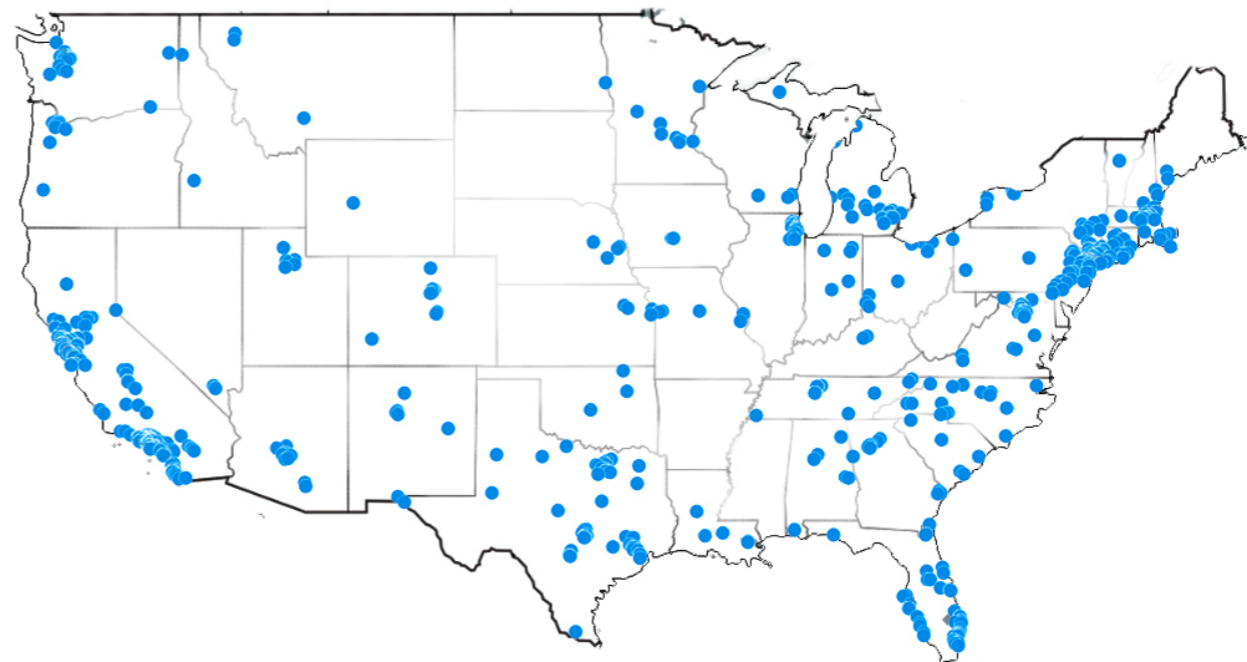
Save money and delivery time while shopping a large, consolidated selection of high-end goods from a trusted source.



Builders dig us.

Since launching in 2021, we've consigned **2,000+** products from **120** selling partners including Contractors, Designers, Architects, Dealers, Manufacturers, Developers and individual home & business owners.

And we've sold **1800** items to buyers around the US, averaging over **\$500** per order.



We're built for the next generation.



62%

Gen Z and Millennials

Look for *apparel* secondhand before purchasing new.⁴

4X

Online Market Growth by 2026

Projected for tech-driven online resale marketplaces.⁵

The
RealReal

stockX

Vestiaire
Collective

Vinted

THREDUP

depop

POSHMARK

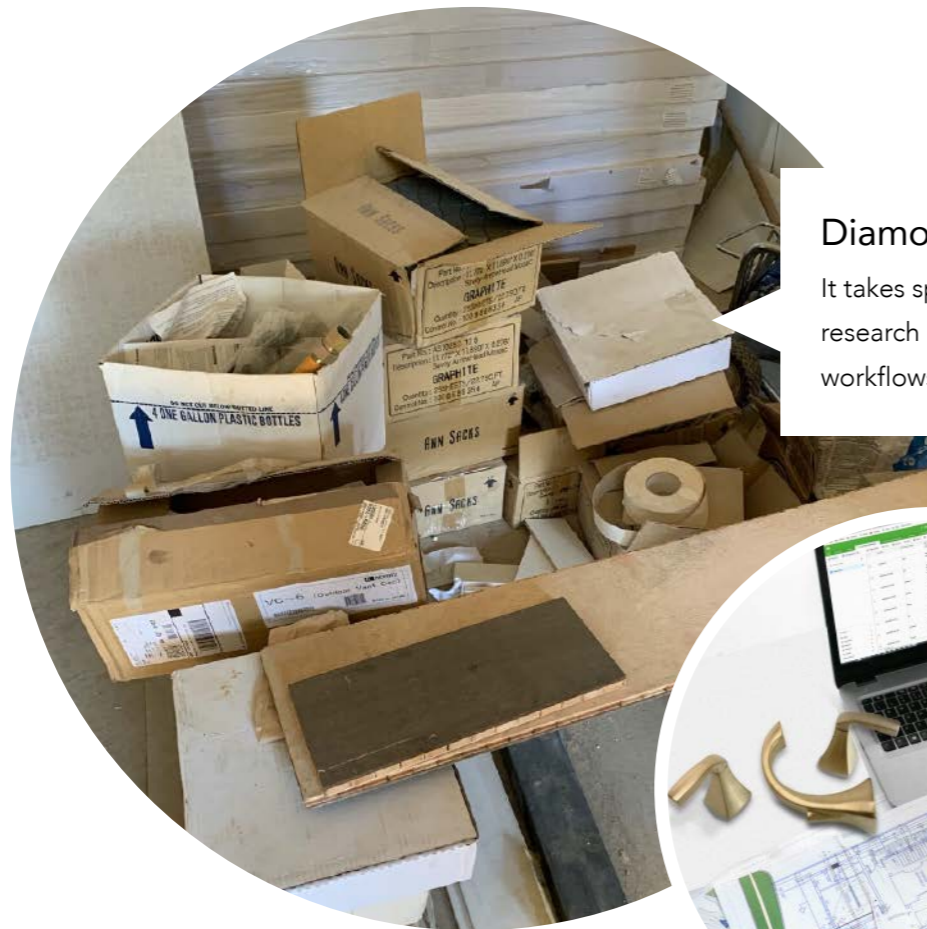
GOAT

Luxury Leftovers

Unbuilt customers "build up" using beautiful, high-quality materials that would otherwise be beyond budget. Following in the footsteps of Unicorn marketplaces in Apparel, we're bringing the Circular Economy from the Closet to the Kitchen, Bathroom, Living Room and beyond - catering to a new generation of savvy, sustainable shoppers.

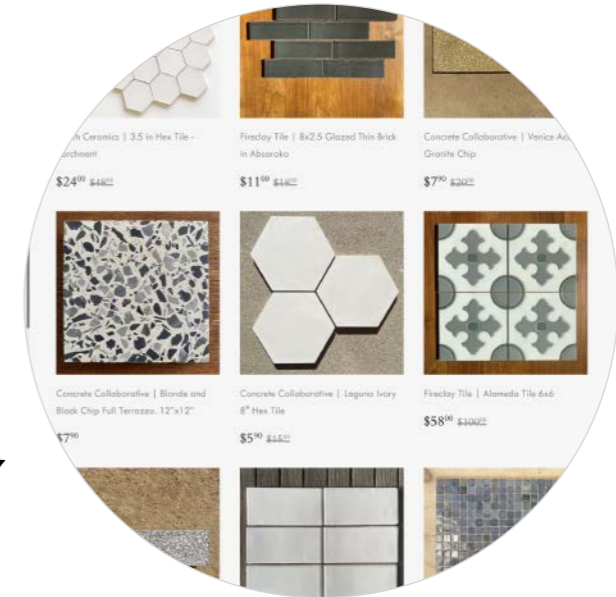
Leftovers are messy.

Technology opens doors to monetize them.



Diamonds in the Rough

It takes space and labor to acquire, inspect and research unique items, one by one. Automating workflows is critical.



AI, Computer Vision + LLMs

We use computer vision to extract product data from images, and large language models (ChatGPT API) to transform this data to readable product listings.

Market Intelligence

As our inventory grows and our transactional data accumulates, we're getting smarter about pricing and market trends, guiding our acquisition and merchandising strategies.

Going Virtual to Scale

As we refine processes, we can better support them remotely. 18% of inventory (and growing) is fulfilled from partner locations, freeing our growth from physical space requirements.

We're a uniquely experienced team.

Experts in our niche, with a history of success



Sara Noyes and Matt Kennedy first met while attending Colorado College and have remained close friends while raising families in Los Angeles. They started Unbuilt to fulfill a shared dream of creating a successful company that provides real benefits to the economy and environment.

Sara

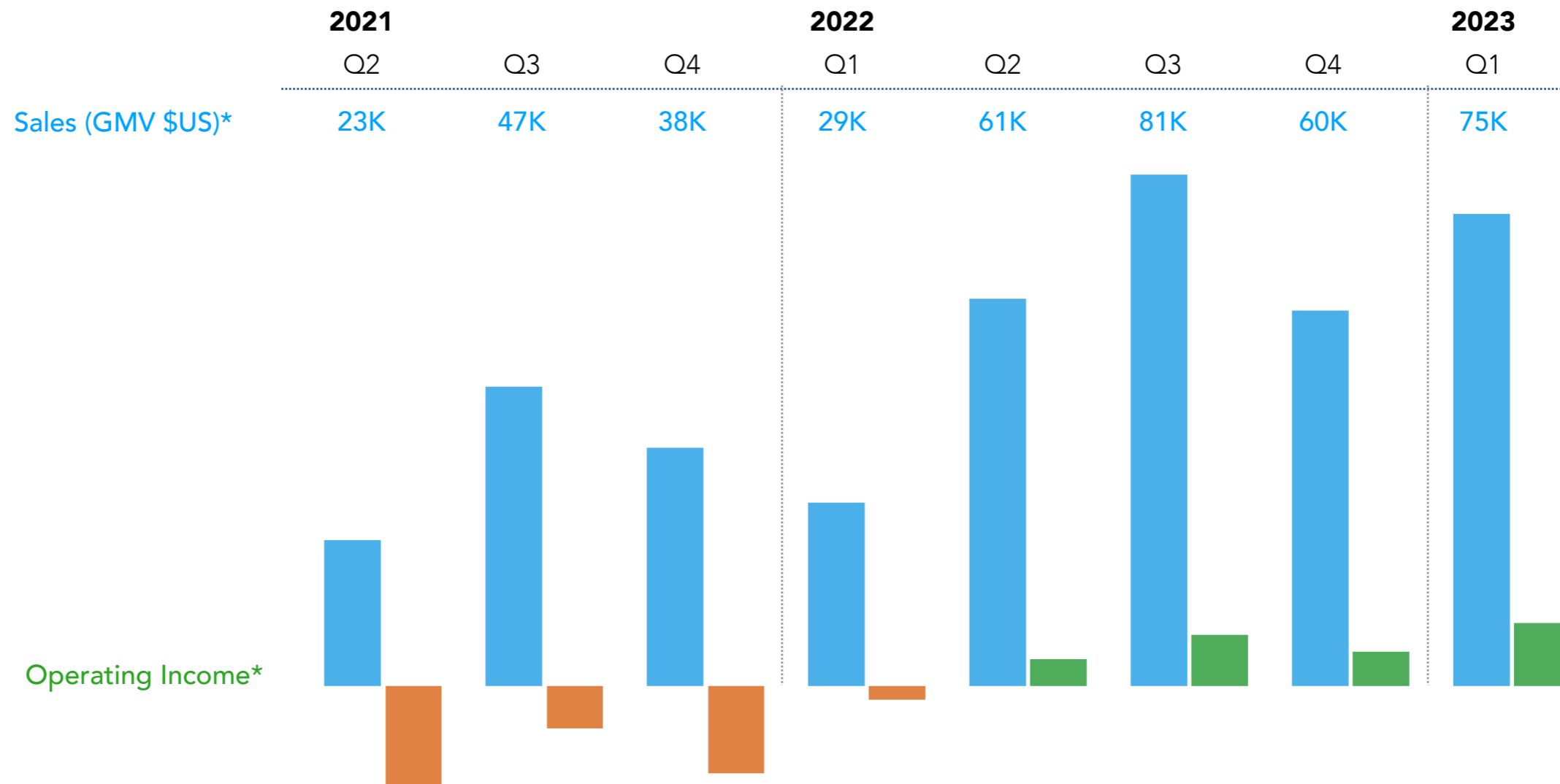
Sara is a former Commercial and Documentary Producer who pivoted to a second career in architecture and design, lifelong interests, after raising her family. She was inspired to create Unbuilt by her experience managing high-end remodeling projects, where valuable, unused goods were routinely thrown away. Sara works hands-on with Unbuilt customers and partners and is responsible for curating products & store experience.

Matt

Matt founded [1K Studios](#), an interactive development company, in 1998. He grew the company to 100 employees as CEO until exiting in 2013. After launching a Resale eCommerce store in 2015, he returned to building consumer-facing applications as a Product Design Executive at [Apple](#) and later [Netflix](#). Matt builds Unbuilt's technical platform, and handles Marketing, Finance and Business Affairs.

Financial Performance

Sales, profitability and inventory are growing steadily



* Excludes sales discounts and returns.

** Excludes non-operating expenses and cost of Partner work contribution.



A Strong Foundation for Growth

The \$12T Global Construction Sector holds many paths for expanding our unique model.



New Product Categories

Appliances, Textiles, Bulk Material, Salvage & Reclaimed, Specialized Commercial Goods, Paint & Wet Supplies, Tools & Equipment and more...



Add-on Services

Market Intelligence, Vendor Referral, Design Services, Freight & Delivery, Installation, Refurbishing, Material Recovery and more...



Going Global

Expanding our footprint will help us acquire more inventory and reduce fulfillment costs.



Partnerships

Brand Partnerships (e.g. reverse logistics), White Label Eco-Products, Green Incentives, Token-based payments for Consignors, and more...



Construction reuse makes a huge impact



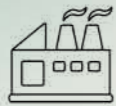
Housing Affordability / Inflation



Natural Resource Depletion



Landfill Overflow



Climate & Pollution



Equity & Inclusion

48%

Average Savings

Cost & Timeline Reduction

Unbuilt lowers building costs. By selling locally available, already existing goods, we also cut delivery time to site and keep money in the domestic economy.

385

Metric Tons CO₂e
Offset so far ⁶

Massively Carbon Negative

Building goods are big, heavy and use lots of natural resources. Each Unbuilt sale offsets the need to produce and transport new goods. We save carbon, pollution and landfill space better than most Recycling or Green Tech ventures.

50%

Women-Owned

Leveling the Field

Unbuilt brings more Women into leadership roles in Tech & Construction, and our pricing invites those previously excluded to enjoy the economic and health benefits of top-quality goods & materials in their living spaces.



Thanks!


We look forward to building together.



Matt Kennedy mattk@unbuilt.co

Sara Noyes s.noyes@unbuilt.co

End Notes

#	Note	Source	
1	US Construction Spending 2023 = \$1,810T. We use a ~50% multiplier to estimate Materials spending: \$904.9B	US Census Bureau 2023 CPIP. 50% figure is industry standard estimates of Materials to Labor Cost breakdown	
2	2.5% is a conservative estimate based informal polling of Unbuilt partners. More official statistics place the number at a much higher 30%.	Science Direct: Construction Waste . Unbuilt Partner Survey.	
3	80% of excess Building goods end in landfill.	San Francisco Surplus Building Products Reduction and Redistribution Study 2021	
4	62% Gen Z and Millennials look for apparel items secondhand before purchasing new.	From Thredup 2022 Resale Report	
5	4X Online Market Growth by 2026 projected for tech-driven online resale marketplaces.	From Thredup 2022 Resale Report	
6	CO2e Offset is calculated by multiplying the weight of Consigned Goods x Carbon Intensity Index (CII) customized for each Product Category. The CII for cement tile, for example, is .08 kg emissions / 1 kg tile manufactured and distributed.	CII values calculated using The 2030 Calculator from Doconomy , Stockholm	