



NEWS RELEASE

Offerpad Introduces SCOUT and HENRY, AI Platforms Built to Make Every Home Transaction Smarter; Company Anticipates Improved Conversion, Reduced Acquisition Risk, and Greater Capital Efficiency Across Every Stage of the Home Transaction

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TEMPE, Ariz.--(BUSINESS WIRE)-- **Offerpad Solutions Inc.** (NYSE: OPAD), a leading real estate solutions platform, today announced an AI-driven operating architecture that includes two internally developed systems, referred to internally as "SCOUT" and "HENRY," that together form an intelligent operating architecture designed to enhance customer engagement, improve conversion, reduce acquisition risk, and increase capital efficiency. Together, they embed intelligence across every stage of the home transaction, from the moment a seller first engages with Offerpad to the final disposition of every property in its portfolio.

While first-generation real estate technology platforms focused on digitizing individual steps of the transaction, Offerpad's approach connects every stage into a single intelligent system. The company has spent a decade accumulating transaction-level data across thousands of homes, markets, renovation outcomes, and homeowner decisions. SCOUT and HENRY are built on that foundation.

"Since our founding 10 years ago, we have been building toward the ability to offer this type of architecture. The data we have accumulated, the transactions we have completed, the markets we have learned. It all comes together in SCOUT and HENRY. These platforms do not just improve individual decisions. They make the entire operating model smarter with every home we touch," said **Brian Bair**, Chairman and Chief Executive Officer, Offerpad.



SCOUT: INTELLIGENT HOMEOWNER INTAKE AND SOLUTION ROUTING

SCOUT is Offerpad's internally developed AI-powered homeowner intake and routing platform, designed to identify potential sellers, guide their engagement, and match each homeowner with the solution that best fits their situation. It is already delivering results. Since deployment, SCOUT has contributed to a 200-basis point improvement in home contracting rates, driven by stronger lead quality and more consistent conversion across the early seller journey.

At the top of the funnel, SCOUT applies machine learning to historical transaction data, homeowner behavior patterns, and dynamic market signals to identify high-probability sellers and prioritize homes where Offerpad can price competitively and deploy capital most efficiently.

At the point of offer request, SCOUT is being developed to support a dynamic homeowner intake experience that analyzes seller inputs in real time and adapts the form as information is entered. As the system is rolled out, the platform will cross-reference those inputs against third-party data sources, public records, and Offerpad's proprietary transaction history to surface discrepancies and improve acquisition accuracy before a solution or offer is presented.

Based on what SCOUT learns about each home, every seller will receive a personalized journey that reflects only the solutions they genuinely qualify for. A seller whose home falls outside Offerpad's direct acquisition criteria will not be shown a Cash Offer path. Instead, SCOUT then will route them towards the solution that actually fits their situation, with Offerpad's Customer Solutions Advisors guiding the process, whether that is the **Cash Offer Marketplace** or a listing solution through **Offerpad's Brokerage Services**.

Beyond intake and routing, Offerpad has deployed AI-powered conversation analysis across its call center operations. The system evaluates homeowner interactions in near real time, providing solution advisors with insights and coaching while giving leadership visibility into performance trends, customer sentiment, and product reception across thousands of conversations each month.

"SCOUT gives our Customer Solutions Advisors something they never had before, real-time intelligence in every homeowner conversation. Our team can hear what is working, adjust in the moment, and deliver better guidance to every seller. That kind of visibility enhances the customer experience and changes how a team performs," said **Dan Stoegbauer**, Chief Performance Officer, Offerpad.

The platform also drives Offerpad's market segmentation and pricing strategy. AI-driven analytics, now live across all operating markets, analyze transaction data, homeowner behavior patterns, and local market conditions to identify high-probability customer segments and guide how Offerpad targets and engages sellers.

HENRY: PORTFOLIO INTELLIGENCE ACROSS THE FULL HOME LIFECYCLE

As SCOUT manages the seller journey, HENRY will manage the lifecycle of every home in Offerpad's inventory.

It's Offerpad's internally developed portfolio intelligence platform, which is designed to provide decision support for each property from acquisition through renovation, pricing, and final disposition by integrating portfolio data, market signals, renovation outcomes, and capital criteria into a single coordinated system rather than a collection of individual transactions.

Where previous platforms made decisions one home at a time, this platform will continuously evaluate each property within the broader context of portfolio performance, local market dynamics, and capital deployment.

HENRY is also building AI-driven property inspection and renovation estimation capabilities, currently in beta with broader deployment targeted for Q2 2026. Computer vision models analyze property images and inspection data to identify potential repairs and generate renovation cost estimates using Offerpad's historical renovation outcomes, directly informing acquisition decisions and reducing risk before a home is purchased. Looking ahead, the platform is designed to expand further to guide decisions across renovation scope, listing price, hold timing, and disposition strategy for every home in the portfolio, with the goal of enabling Offerpad to allocate capital more effectively across its entire inventory.

"HENRY will allow us to manage our housing portfolio with a new level of precision. By bringing portfolio-level intelligence to renovation, pricing, and timing decisions, we will optimize outcomes across the entire portfolio rather than evaluating homes individually," said **Chris Carpenter**, Chief Operating Officer, Offerpad.

STRATEGIC CONTEXT

SCOUT and HENRY are designed to work across Offerpad's full solutions platform. The Company operates across four solutions, Cash Offer, Cash Offer Marketplace, Brokerage Services, and **Renovate**, each with distinct economics. Together they ensure every homeowner arrives matched to the right solution, every acquisition decision is grounded in accurate data, and every home in the portfolio is managed with the full picture in view.

"Effective AI in real estate is built on the depth of the data behind it and the discipline of the operators deploying it. We have spent a decade building that foundation, and SCOUT and HENRY are how it now translates into a faster, clearer experience for every homeowner and improved decision-making across the transaction lifecycle," said **Brian Bair**, Chairman and Chief Executive Officer, Offerpad.

The Company's near-term objective is to exit 2026 at a run-rate of approximately 1,000 transactions per quarter across its solutions platform. Offerpad expects to achieve Adjusted EBITDA positivity before the end of the year. The continued development of SCOUT and HENRY are expected to support the Company's progress toward these objectives.

About Offerpad

Offerpad Solutions Inc. (NYSE: OPAD) is a real estate solutions company focused on giving homeowners more control, flexibility, and choice when buying and selling a home. Offerpad provides Cash Offers, Agent listing services, access to additional cash buyers through marketplace-enabled capabilities, and renovation services that support both internal transactions and third-party partners.

Founded in 2015, the Company combines proprietary technology with local real estate expertise to simplify how homes are bought and sold, helping every homeowner move forward with greater clarity and confidence. Learn more at www.offerpad.com.

Forward-Looking Statements

This release contains "forward-looking statements" made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These statements are typically preceded by words such as "believes," "expects," "anticipates," "intends," "will," "may," "should," or similar expressions. These forward-looking statements reflect management's current knowledge, assumptions, judgment and expectations regarding future performance or events. Although management believes that the expectations reflected in such statements are reasonable, they give no assurance that such expectations will prove to be correct or that those goals will be achieved, and you should be aware that actual results could differ materially from those contained in the forward-looking statements. Forward-looking statements are subject to a number of risks and uncertainties, including, but not limited to, risks associated with market conditions, the Company's ability to execute on its strategic initiatives, the Company's ability to develop and deploy its AI and technology platforms as anticipated, competition, and general economic conditions affecting the residential real estate industry. For a further description of the risks and uncertainties that could cause actual results to differ from those expressed in these forward-looking statements, as well as risks relating to the Company's business in general, please refer to the Company's Annual Report on Form 10-K for the year ended December 31, 2025, the Company's Quarterly Reports on Form 10-Q for the quarters ended March 31, 2025, June 30, 2025 and September 30, 2025, and the Company's other reports filed with the SEC. All forward-looking statements are expressly qualified in their entirety by this cautionary notice. You are cautioned not to place undue reliance on any forward-looking statements, which speak only as of the date of this release. The Company has no obligation, and expressly disclaims any obligation, to update, revise or correct any of the forward-looking statements, whether as a result of new information, future events or otherwise.

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