

The Problem Wasn't Deal Flow, It Was Keeping Up With It

What this looked like inside a mid-sized real estate investment team

If anything, there were too many deals coming in.

But every opportunity required time, reading through documents, pulling key data, running models, discussing internally.

Good work... but slow.

And over time, that became the constraint.

What We Did:



- ✓ Analyzed how deals were being evaluated across the team and where time was spent.
- ✓ Built AI ingestion pipelines to extract key data directly from offering memorandums.
- ✓ Enriched deal data with external market signals and structured inputs for modeling.
- ✓ Standardized evaluation logic so every deal followed the same analytical framework.

BEFORE	SHIFT	AFTER
<h3>Limited by Capacity</h3> <ul style="list-style-type: none"> Hours spent analyzing each deal Manual extraction from offering documents Inconsistent evaluation across the team Strong pipeline, but limited throughput 	<h3>What Changed</h3> <ul style="list-style-type: none"> AI ingests and extracts key deal data Automatically enriches with market context Runs deals through internal evaluation logic Streamline addressing opportunities 	<h3>Scaled Decision Making</h3> <ul style="list-style-type: none"> Minutes instead of hours per deal More opportunities evaluated Consistent, structured analysis Same team, significantly higher capacity

The team didn't get faster.

They removed the constraint that was capping how far they could scale.

A lot of teams assume they need more people to grow.

But often, the real limitation is how much work each decision requires.

When that changes, everything else follows.

Seeing Something Similar?

We're always happy to compare notes.

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