

TITLEMAN

FOR BROKERAGE TEAMS · PRODUCTS

Titleman for brokers: the building blocks.

The products our engine runs inside your workflows.

Inbox, radar, owner list, listing launch: each workflow is built from these products, enriched with 2,100+ sources, and lands where you work.

PRODUCTS

TITLEMAN

AI Assistant

DELIVER

BOV

OM

PitchDecks

Excels

Visualization

Buyer List

ANALYSIS

Scout

Passport

Comps

Value Opinion

Underwriting

Best Use

Feasibility

DD

Legal

UNDERWRITING · LIVE EXCEL

Income & NOI — \$/SF Detail (7-Year Hold)							
Line Item	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Income & NOI — \$/SF Detail (7-Year Hold)							
Gross Potential Rent (GPR)	1,042,500	1,073,775	1,105,989	1,139,160	1,173,343	1,208,543	1,244,800
GPR (\$/SF)	31.4 /SF	32.3 /SF	33.3 /SF	34.3 /SF	35.3 /SF	36.4 /SF	37.5 /SF
Vacancy & Credit Loss	4.2%	4.2%	4.2%	4.2%	4.2%	4.2%	4.2%
Vacancy & credit loss (\$)	51,083	52,615	54,193	55,819	57,494	59,219	60,995
Vacancy & credit loss (\$/SF)	-1.5 /SF	-1.6 /SF	-1.6 /SF	-1.7 /SF	-1.7 /SF	-1.8 /SF	-1.8 /SF
Effective Gross Income (EGI)	991,418	1,021,160	1,051,795	1,083,340	1,115,849	1,149,325	1,183,804
EGI (\$/SF)	29.8 /SF	30.7 /SF	31.7 /SF	32.6 /SF	33.6 /SF	34.6 /SF	35.6 /SF
Operating Expenses	42.5%	42.5%	42.5%	42.5%	42.5%	42.5%	42.5%
OpEx (\$)	421,352	439,993	447,013	460,423	474,236	488,463	503,117
OpEx (\$/SF)	-12.7 /SF	-13.1 /SF	-13.5 /SF	-13.9 /SF	-14.3 /SF	-14.7 /SF	-15.1 /SF
Net Operating Income (NOI)	570,065	587,167	604,782	622,917	641,613	660,862	680,687
NOI (\$/SF)	17.2 /SF	17.7 /SF	18.2 /SF	18.7 /SF	19.3 /SF	19.9 /SF	20.5 /SF

Why it is on the list

Weak coverage · DSCR 1.09

FACT

DSCR 1.09 reported Jun 2025

Loan record · as of 30 Sept 2026

OWNER

Entity owner

FACT

Owner is a partnership

Parcel record · as of 30 Sept 2026

Everything your team already has, working together with 2,100+ sources.

What your desk already uses runs through our engine and is matched against our property base, starting with one workflow in 72 hours.

WHAT OF YOURS WE CONNECT

- **The files you already have:** OMs, rent rolls, T-12s, leases, comps files, and your own Excel models up to 40 MB.
- **Deals and owner requests you forward by e-mail:** the screen comes back in one reply.
- **The AI assistant your desk already uses.**
- **Any stack you run:** we wire it to our engine in the 72-hour start, one workflow at a time. Everything stays yours.

+

WHAT IT MEETS

2,100+

 sources connected

A property base of about 6 million properties: owners, sales, loans and maturities, permits, dated events such as tax delinquency, foreclosure filings and code violations, and about 50 signals. Deepest in Florida, Texas, North Carolina, California, New Jersey, New York, Massachusetts and Washington.

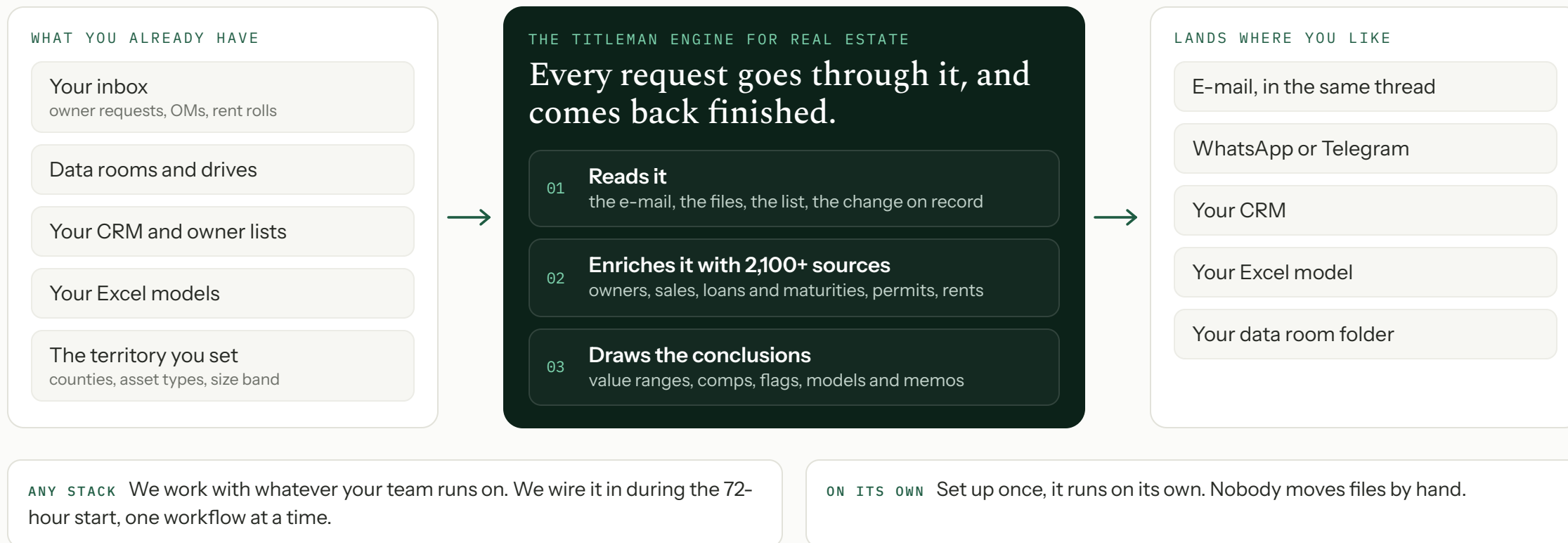
Every figure keeps its date, and its source inside the report.

DONE BY OUR TEAM IN THE 72-HOUR START

Send us your owner list or CRM export. Our team matches every row to our property base and returns it with last sale, holding period, debt maturity and signals, each with its date. What we could not match is named, not guessed.

Your files stay in your firm's workspace. Our team matches your list for you as part of the start.

Your stack, any stack. Our engine in the middle. Answers land where you work.



Yours only your files serve your work, never another client's · **NDA first** we sign before we see anything · **Your sign-off** every output is a draft for your team

Your team on AI: faster pitches, lower cost per deal.

Faster

MEDIANS OF OUR PRODUCTION RUNS, LAST 30 DAYS

Property passport	about 4 min
Market rent	about 15 min
Comps	about 20 min
Up to 10 properties valued at once	about 30 min
Value opinion	about 40 min
Scout: owners for a mandate	under an hour
Underwriting with its live Excel	about 1 hour

More accurate

HOW IT WORKS, NOT A PROMISE

- Every input shows its source and date; every result shows its formula.
- What we could not find is named as missing, never filled in.
- The same comps request returns the same set.
- Your rent rolls, T-12s and lists are read next to what is on record, so the gaps show.

Lower cost per deal

WHAT ONE REQUEST RETURNS

- The finished package: the workbook, the memo or deck, and the comps behind them.
- An underwriting carries about 1,000 data points, each marked as found with its source, computed by formula, or missing.



- Your analysts check and decide instead of collecting.

START

One of your workflows, running on your live pitches 72 hours after we get access.

Your whole owner list, priced in one go.

● BOV AT SCALE · OWNER LIST, EAST SUBMARKET.XLSX

100 addresses

Valuing

37 of 100 priced

#	ADDRESS	VALUE RANGE	COMPS	CONFIDENCE
01	1201 Alder Ct · 48 units	\$5.2M–\$5.7M	4 sales	HIGH
02	88 Birch Ave · 24 units	\$2.6M–\$3.0M	5 sales	HIGH
03	410 Cedar Row · 38,000 SF retail	\$6.1M–\$7.0M	3 sales	MEDIUM
04	17 Dock St · 62,000 SF industrial	\$7.4M–\$8.3M	4 sales	HIGH
05	905 Elm Pkwy · 41,000 SF office	\$4.0M–\$5.1M	3 sales	LOW
06	230 Fern Ln · 16 units	\$1.7M–\$2.0M	6 sales	HIGH
rows 7–37 priced				
38	52 Grove St · 30 units	valuing...		
rows 39–100 in the queue				

Illustrative: invented addresses, synthetic figures

One workbook for the list, and a deck

HOW IT WORKS

- ✓ Upload up to 100 addresses as a spreadsheet, or your CRM export.
- ✓ See the quote and confirm before anything starts.
- ✓ Watch the table fill in: a value range, its comparable sales and a confidence mark per row.
- ✓ All in one workbook, with a deck for the list.

FOR A BROKERAGE TEAM

Owner list: every property on it priced before the first call.

Portfolio listing: every building priced in one run.

A draft for your team, not an appraisal. The number you take to the owner is yours.

Your workflows, and the products inside them.

WORKFLOW	WHEN IT STARTS	BUILDING BLOCKS	WHERE IT LANDS
WORKFLOW 1 Your inbox	An owner e-mails “what would it trade for?”	Passport Comps Market rent BOV	The BOV draft, workbook and passport, back in the same thread
WORKFLOW 2 Radar	Something changes on the territory you set	Signals Passport BOV at scale	A morning digest by e-mail, Telegram or WhatsApp
WORKFLOW 3 Owner list, priced	Your CRM owner list	BOV at scale	Back in your CRM: a value range, comps and confidence per owner
WORKFLOW 4 Listing launch	A signed listing, its files in the folder	Due diligence Underwriting Comps Decks	Flags, the buyer’s view and an OM draft in the listing’s folder
MORE Canvass, leasing, tours	A mandate, a space to lease, a tour on the calendar	Scout Market rent Passport	A shortlist with owners; market rent; the passport the night before

DECKS Every report can come as an editable PowerPoint, a PDF and a share link, in one of 26 styles, with your logo and your own cover page, and with location, comps and drive-time maps built in.

Signals: the properties in your counties where something just changed.

YOU GIVE

Your counties, asset types and size band.

YOU GET

The properties where something changed, each with its date and the owner behind the LLC, on a map and as a list.

WHAT MATTERS TO A BROKER

- ✔ Loans coming due, weak coverage, balloon loans: owners who must refinance or sell
- ✔ Long holds, absentee and portfolio owners: owners who may sell
- ✔ Foreclosure filings, tax owed, code violations: distress before it lists
- ✔ Just sold and serial sellers: who is moving in your submarket

EXAMPLE

Apartment of 20-100 units in your county, held 10+ years, with the loan due by 2027: next week's owner calls.

SIGNALS · YOUR COUNTY

changed this week

Debt

Deals

Owner

Distress

Income

Development sites

Affordable

#	PROPERTY	WHAT CHANGED	OWNER BEHIND THE LLC
01	Garden apartments 48 units · 1986	Loan matures Mar 2027 Held since 2011	Family partnership, out of state
02	Small-bay industrial 62,000 SF	Foreclosure filed Aug 2026	LLC; managing member named
03	Apartments 24 units	Owner sold two nearby	Serial seller, same county

Illustrative: synthetic rows

Coverage varies by county

Why it is on the list

- Weak coverage · DSCR 1.09

FACT

DSCR 1.09 reported Jun 2025

Loan record · as of 30 Sept 2026

- OWNER

Entity owner

FACT

Owner is a partnership

Parcel record · as of 30 Sept 2026

FROM THE PRODUCT TODAY

Why a property made the list: each fact marked as found, with the date its record was read. From the Scout walkthrough at titleman.ai/demo.

Scout: off-market targets for your mandate, with the owner behind each.

YOU GIVE

A mandate in plain words: the area, asset type, size and budget.

YOU GET

A ranked shortlist against the mandate, with the owners, and a funnel showing what each step cut.

WHAT MATTERS TO A BROKER

- ✓ Canvass owners before they list: industrial, retail, apartments
- ✓ The owner behind each LLC, where the records show it
- ✓ Every fact with its date; what is missing is named
- ✓ Send the top picks on to comps or a BOV in the same conversation

EXAMPLE

Small-bay industrial of 20,000–80,000 SF in two counties: the owners to call before they list.

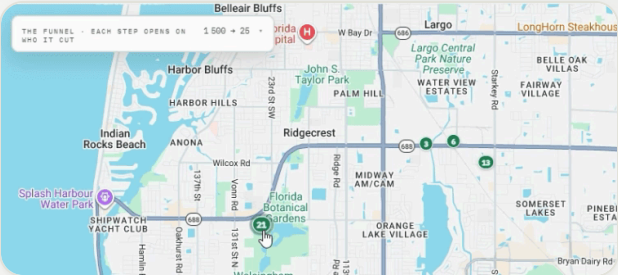
Typical run: **under an hour**

● SCOUT · SMALL-BAY INDUSTRIAL · TWO COUNTIES 25 on the shortlist

Parcels in the area **4,820** → Industrial **1,190** → 20–80k SF **312** → Held 7+ years **96** → **Ranked 25**

#	PROPERTY	WHY IT RANKS	OWNER BEHIND THE LLC
01	46,000 SF built 1998	Held 17 years Loan due 2027	Family partnership, local
02	31,500 SF built 1989	Owner holds 3 nearby	Individual, out of state
03	62,000 SF built 2004	Weak coverage reported	LLC; managing member named
04	24,800 SF built 1979	Tax owed Held 22 years	An estate

Illustrative: synthetic rows Each row opens to its facts and their dates



FROM THE PRODUCT TODAY

A different search at titleman.ai/demo: warehouses in one Florida county, 1,500 parcels down to 25. Actions on that screen: enrich with owners, send to valuation, export, draft letters.

Comps: sales and rents you can defend when the owner asks.

YOU GIVE

The address and the asset type.

YOU GET

Comparable sales, each with its date, price and size, and the range; market rent with the leases behind it, where we hold them.

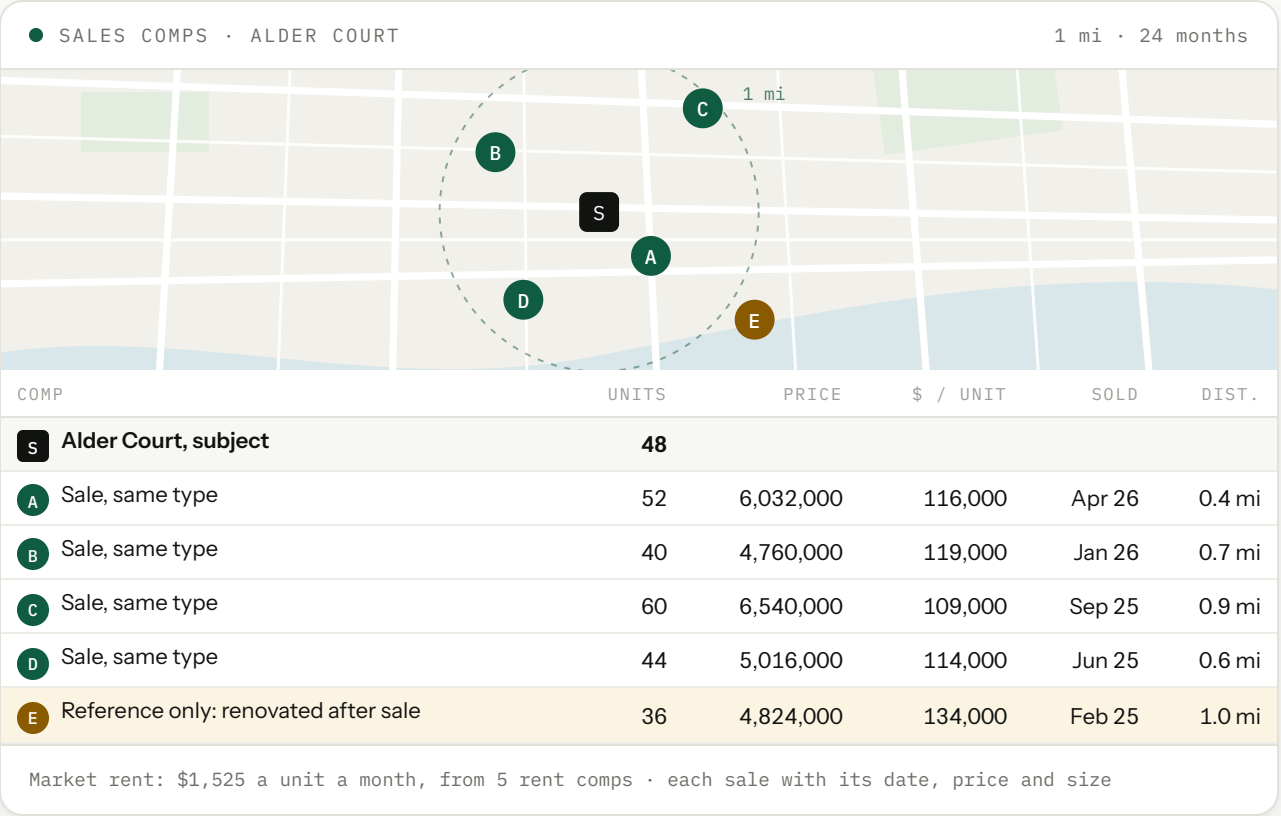
WHAT MATTERS TO A BROKER

- ✓ Same type, within a mile, last 24 months by default; up to 10 miles
- ✓ At least three priced sales, or it says there are not enough
- ✓ Non-comparables come back as reference only, with the reason
- ✓ The same request returns the same set

EXAMPLE

The owner says the 48 units are worth \$6M. Four sales within a mile say \$109K–\$119K a unit.

Typical run: about 20 minutes



Illustrative: invented property, synthetic figures. A 24-second film shows the same comps request to a general chat and to Titleman: titleman.ai/demo#compare-comps

Underwriting: the buyer’s view, in a live Excel model.

YOU GIVE

The address, the T-12, the rent roll and the asking price.

YOU GET

A memo and a live Excel model: rent roll to stabilized NOI, debt, returns and sensitivity grids.

WHAT MATTERS TO A BROKER

- ✓ Every input shows its source and date; every result shows its formula
- ✓ Grids for cap and NOI, price and exit cap, DSCR at rate and LTV
- ✓ The return at the ask and at your counter, side by side
- ✓ A missing figure is named as missing, never filled in

EXAMPLE

A buyer asks what the deal returns at the ask and at your counter. Both come back in one model.

Typical run: about an hour

UNDERWRITING MODEL · INCOME & NOI TABtitleman.ai/demo

A1								
	A	B	C	D	E	F	G	H
1	Income & NOI — \$/SF Detail (7-Year Hold)							
2	All figures driven by Assumptions sheet; PSF figures divide by GLA of 33,225 SF							
3	Line Item	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
4	Gross Potential Rent (GPR)							
5	GPR (\$)	1,042,500	1,073,775	1,105,988	1,139,168	1,173,343	1,208,543	1,244,800
6	GPR (\$/SF)	31.4 /SF	32.3 /SF	33.3 /SF	34.3 /SF	35.3 /SF	36.4 /SF	37.5 /SF
7	Vacancy & Credit Loss							
8	Vacancy & credit loss (% of GPR)	4.9%	4.9%	4.9%	4.9%	4.9%	4.9%	4.9%
9	Vacancy & credit loss (\$)	51,083	52,615	54,193	55,819	57,494	59,219	60,995
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11	Effective Gross Income (EGI)							
12	EGI (\$)	991,418	1,021,160	1,051,795	1,083,349	1,115,849	1,149,325	1,183,804
13	EGI (\$/SF)	29.8 /SF	30.7 /SF	31.7 /SF	32.6 /SF	33.6 /SF	34.6 /SF	35.6 /SF
14	Operating Expenses							
15	OpEx ratio (% of EGI)	42.5%	42.5%	42.5%	42.5%	42.5%	42.5%	42.5%
16	OpEx (\$)	421,352	433,993	447,013	460,423	474,236	488,463	503,117
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18	Net Operating Income (NOI)							
19	NOI (\$)	570,065	587,167	604,782	622,925	641,613	660,862	680,687
20	NOI (\$/SF)	17.2 /SF	17.7 /SF	18.2 /SF	18.7 /SF	19.3 /SF	19.9 /SF	20.5 /SF

From the underwriting film at titleman.ai/demo#underwriting: the Income and NOI tab. Other tabs cover the rent roll, comparable sales, debt, cash flow and returns.

SENSITIVITY GRIDS IN THE SAME WORKBOOK

Cap rate × NOI

what the price holds at

Price × exit cap

the buyer’s return range

DSCR at rate × LTV

what a lender will size

Passport and due diligence: know the building before the tour.

YOU GIVE

An address. For due diligence, the data room if you have it.

YOU GET

One page per property, each fact on record with its date; title flags on record, to confirm with your title company.

- WHAT MATTERS TO A BROKER
- ✓ Before a tour or owner call: who owns it, what is recorded against it
 - ✓ Parcel, owner, sales, debt, permits, zoning and nearby sales
 - ✓ What we could not find is named as missing, not filled in
 - ✓ Before you list: title flags on record, to confirm with your title company

EXAMPLE

Before Thursday’s tour: the family behind the LLC, the 2019 mortgage due in March, one open permit.

Typical passport: about 4 minutes

Alder Court · 48 units			Passport · read 9 Oct 2026
BUILDING			
Use and size	Garden apartments · 48 units · 41,600 SF	FACT	2026 roll
Year built	1986	FACT	2026 roll
OWNERSHIP AND SALES			
Owner	Alder Court LLC · a family partnership	FACT	30 Sep 2026
Last sale	March 2011	FACT	Deed 2011
DEBT AND PERMITS			
Mortgage	Recorded 2019 · matures Mar 2027	FACT	Loan record
Permits	Roof 2019, closed · electrical 2025, open	FLAG	Permit record
Zoning	Multifamily district	FACT	Zoning map
GAPS			
Rents by unit	Not on record: ask the owner	MISSING	-

Illustrative: invented property, synthetic facts. Coverage depends on the county.

One hour on one of your listings.

Your stack, our engine, answers where you work: more accurate, faster, lower cost per pitch. Send an address you are pitching, or your owner list, and we walk your team through what comes back.

Alex Galt, Founder

alexgalt@titleman.ai · titleman.ai

BEFORE THE CALL

The 35 broker workflows titleman.ai/workflows

Comps next to a general chat </demo#compare-comps>

Scout: a list with the reason to call </demo#scout-miami>

The Excel model, a short film </demo#underwriting>

Want these running as your workflows? Ask for our implementation deck: the first workflow live in 72 hours.

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