

TITLEMAN

FOR DEVELOPERS · PRODUCTS

Titleman for developers: the products.

The building blocks of your workflows.

Your stack, any stack, runs through our engine for real estate; these are the products inside it. More accurate, faster, a lower cost per site.

SIGNALS · YOUR COUNTIES

this week

4.8 acres bought in August, permit filed

Land just bought

New permit

01
FIND THE SITE

PASSPORT · APN 118-24-006

as of 9 Oct

Owner	Example Holdings LLC
Held since	2011
Zoning	MU-2
Traffic count	not on record

02
KNOW THE PARCEL

03
KNOW WHAT
TO BUILD

TITLEMAN · FEASIBILITY

Four schemes fit; parking binds before height

3.1 acres · MU-2 · ranked at the \$9.8M ask

By right

337,590 SF

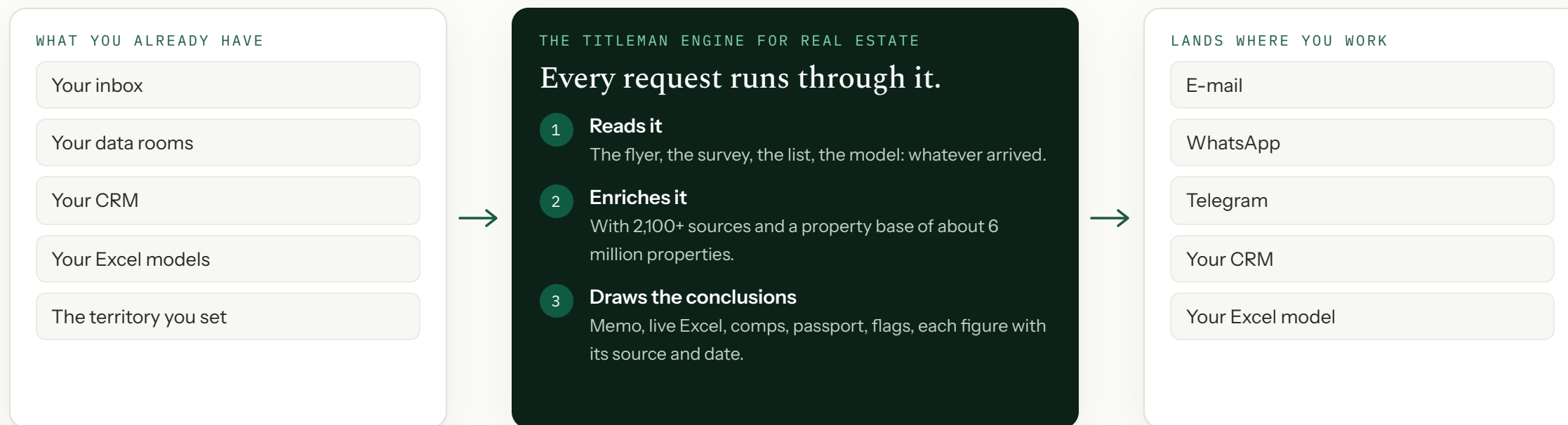
Homes

286

Leads at the ask

Rentals

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



Set up once, it runs on its own: no moving files by hand, no logging in to click around. Our team sets it up with you in the 72-hour start.

YOURS ONLY

Never shown to another client, never used for training.

NDA FIRST

Before we see a single file.

YOUR SIGN-OFF

Every output is a draft your team reviews and signs.

Your firm on AI: faster sites, lower cost per site.

A feasibility study in about half an hour: what the zoning allows and the schemes that fit.

Faster

MEDIANS OF OUR PRODUCTION RUNS, LAST 30 DAYS

Property passport	about 4 min
Comps	about 20 min
Feasibility study	about 30 min
Up to 10 properties valued at once	about 30 min
Value opinion	about 40 min
Scout search for sites	under an hour
Underwriting with its live Excel	about 1 hour

From request to delivered files, queue included. Medians, not promises.

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. The same feasibility request returns the same study for 30 days.

Lower cost per site

WHAT ONE REQUEST RETURNS

One feasibility request returns 5 files: the live Excel, the memo, the zoning report, the evidence folder and more.

About 1,100 data points, each marked as found with its source, computed by formula, or missing.

Your team checks and decides instead of collecting.

START With one of your workflows. It runs on your live sites 72 hours after we get access.

Five workflows. The products are the engine’s building blocks.

WORKFLOW	TRIGGER · YOUR WORLD	ENGINE · THE PRODUCTS IT RUNS	LANDS · WHERE YOU WORK
Inbox: a land offer by e-mail	A broker’s flyer or APN arrives	PASSPORT FEASIBILITY COMPS BEST USE IF A BUILDING STANDS	A reply in the thread: memo, Excel, comps, passport
Radar on your territory	A new signal in your counties	SIGNALS SCOUT PASSPORT	A morning radar: e-mail, Telegram, WhatsApp
Land list in one go	Up to 100 addresses	BOV AT SCALE FEASIBILITY	One sorted workbook, back in your inbox or CRM
Before the deposit goes hard	The seller’s data room	DUE DILIGENCE FEASIBILITY	An eight-stage checklist with every flag and page
Capital package	Your model changes	UNDERWRITING EXCEL COMPS MARKET RENT	The lender’s template, IC memo, deck

Feasibility: what you can build on a site, and what each scheme returns.

YOU GIVE

- An address or APN
- The asking price
- Your program, if any

WHAT COMES BACK

- Live Excel workbook
- Word memo
- Zoning PDF
- Evidence ZIP

WHAT MATTERS FOR DEVELOPERS

- ✓ Every rule for the lot with its section, and the limit that binds.
- ✓ Every lawful use by class and unit size, trimmed to ten and ranked by annual return at your price; each loser says why.
- ✓ Cost and return for each scheme as live formulas; the land price stays your call.
- ✓ The same request returns the same study.

● About half an hour

EXAMPLE · THE SAMPLE

A fire-damaged retail lot on a main street: the floor area ratio caps the building at 31,500 SF, and the test scheme fits 26 homes over 4,860 SF of shops.

What the code allows on this lot

Lot 21,000 SF 100 ft of frontage by 210 ft, 0.48 acres	Floor area ratio 1.5 at most 31,500 SF, for every use, no bonus on this street	Height 55 ft 4 storeys with a 14 ft shop floor and 11 ft floors above	Density 48 homes 100 per acre; the unit-size rule binds first
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The floor area ratio is the limit that binds. Height and setbacks alone would hold 82,000 SF over 4 storeys; the ratio caps the building at 31,500 SF, about 1.54 full floors of the largest footprint. In the test scheme that is **26 homes over 4,860 SF of shops**, and what limits the number of homes is the minimum average unit size of 800 SF, not density.

Demolition	The lot is in a protected area. Demolition needs an approval given at a hearing, and no demolition permit issues until the replacement building is approved.
Flood	A mapped flood zone. The ground floor is raised and flood-proofed, and height is measured from above the flood elevation.
State law	State law may allow more for some rental schemes. That is a different scheme. It is not priced here and needs land-use counsel.

Two records disagreed and the code text settled both: our own record held heights of 50 ft and 55 ft, and a density of 74 homes per acre. The text read in October 2026 says 55 ft and 100.

Two crops of the feasibility sample at titleman.ai/samples, shown as published. The sample has the street, city and owners removed and figures scaled.

Best use: keep it, convert it, rebuild it or build up?

YOU GIVE

An address

The asking price

T-12 and rent roll, optional

WHAT COMES BACK

Memo: the recommended play and why

Workbook of the four plays

WHAT MATTERS FOR DEVELOPERS

- ✓ Keep, convert, rebuild and build up, side by side, as formulas you can change.
- ✓ Which plays the zoning allows by right, and which need an approval.
- ✓ How the returns compare, and the recommended play with its reason.
- ✓ Excel and a deck on request.

EXAMPLE

A 1974 two-storey office on 2.2 acres zoned for apartments, 61% leased: keep it, convert it, or clear it for 140 homes?

BEST USE • 1974 OFFICE, 42,000 SF, 2.2 AC

ask \$6.5M

	Play	Keep	Convert	Rebuild	Build up
3	Zoning	By right	By right	By right	Variance
4	Program	Office	52 homes	140 homes	Office + 2 fl.
5	New money in	\$1.4M	\$11.8M	\$41.6M	\$9.6M
6	Stabilized NOI	\$0.48M	\$1.02M	\$3.38M	\$0.98M
7	All-in basis	\$7.9M	\$18.3M	\$48.1M	\$16.1M
8	Yield on cost	6.1%	5.6%	7.0%	6.1%
9	Months to income	0	14	30	18

Recommended play: rebuild for 140 homes

Highest yield on cost and allowed by right. Keep is the fallback: no new approvals, income from day one.

MED

Build up needs a height variance: not counted as allowed.

Zoning tab • each rule with its section

Site

Plays

Keep

Convert

Rebuild

Build up

Sources

Scout and Signals: the site and the owner, before the flyer.

YOU GIVE

An area: county, city or drawn

Your mandate: product, acres, budget

WHAT COMES BACK

Ranked shortlist with owners

Weekly signals in your counties

WHAT MATTERS FOR DEVELOPERS

- ✓ Site signals: land just bought, new construction permits, underbuilt parcels; plus long holds, absentee owners and tax delinquency.
- ✓ The owner behind the LLC, and how long they have held.
- ✓ Every fact marked with the date it was read. A Scout search takes under an hour.
- ✓ Ranked against your mandate.

EXAMPLE

Infill land for 150–300 apartments in two counties: vacant or underbuilt parcels zoned for it, owners who have held 15+ years first.

Signals open for your counties during a demo or a pilot. Coverage varies by county; we show you what is there first.

● SCOUT · INFILL LAND, TWO COUNTIES

ranked against your mandate

- 01

2.6 acres, one-storey 1961 warehouse, zoned for 5-storey housing

UnderbuiltLong hold · 27 yearsAbsentee owner

Family partnership · mails from another state
- 02

4.8 acres of vacant land, bought in August; permit filed in September

Land just boughtNew permit

Sample Acres LLC · manager named
- 03

1.9 acres zoned for townhomes, with property tax owed

Tax delinquentPortfolio owner

Individual owner · held since 1996

Why 01 is on the list

- Underbuilt

18% of the floor area zoning allows
as of 9 Oct 2026

FACT
- Long hold

Last sale in 1999
as of 9 Oct 2026

FACT

Your whole land list, priced in one go.

WHAT COMES IN

Up to **100 addresses** as a spreadsheet: the sites on a broker’s land list, or the buildings on your candidate sites.

BEFORE IT STARTS

You see what the run will cost and confirm it. Nothing starts without your yes.

WHAT COMES BACK

The table fills in as each property is valued: a **value range**, its **comparable sales** and a **confidence mark** per row, all in one workbook.

WHAT YOU DO WITH IT

Sort the list before anyone opens a parcel map. The top sites go on to a feasibility study.

A first value read to sort a list, not an appraisal.

● LAND LIST • 100 ADDRESSES63 of 100 valued

#	SITE	VALUE RANGE	COMPS	CONFIDENCE
1	APN 204-11-018 · 12.4 ac, R-4	\$1.7M–\$2.1M	4 land sales	MEDIUM
2	APN 211-40-077 · 21.6 ac, R-3	\$2.4M–\$3.0M	3 land sales	LOW
3	APN 204-09-002 · 11.8 ac, R-4	\$1.5M–\$1.9M	5 land sales	MEDIUM
4	APN 198-02-310 · 14.3 ac, R-4	\$1.9M–\$2.3M	4 land sales	MEDIUM
5	APN 209-14-022 · 8.6 ac, R-4	\$1.2M–\$1.5M	6 land sales	HIGH
6	2210 Mill Rd · 2.6 ac, warehouse	\$2.9M–\$3.5M	5 sales	MEDIUM
7	APN 207-33-145 · 15.0 ac, R-3	valuing	–	IN PROGRESS
8	APN 212-08-114 · 9.2 ac, R-3	queued	–	QUEUED

Each row opens to its comparable sales and the reasoning. All 100 rows land in one workbook.

- THEN
- Top sites → feasibility study
- Their owners → property passport
- The whole list → your land meeting

Know the parcel in minutes, then clear the site before you go hard.

PROPERTY PASSPORT · YOU GIVE AN ADDRESS OR APN

- ✓ One page per parcel: owner, sales, recorded debt, liens and tax status, permits, zoning and nearby sales, each with its date.
- ✓ What was not found is named as missing. The same address returns the same page.

● About 4 minutes per parcel

DUE DILIGENCE · YOU GIVE YOUR DATA ROOM

- ✓ A checklist in eight stages, title and survey to litigation and liens; every item marked ok, issue or missing, with the document and page.
- ✓ A stage with no documents is reported missing, never skipped. Excel with Risks and Reconciliation sheets on request.

NOTE
Title flags on record, to confirm with your title company. Not legal advice.

TITLEMAN · PROPERTY PASSPORT		
APN 204-11-018 · 12.4 acres, vacant		
Zoning	R-4 · 14 homes per acre	9 Oct 2026
Owner	Family trust · mails in-county	9 Oct 2026
Last sale	1987 · no sale since	recorded 1987
Recorded debt	None open: last mortgage satisfied 2009	9 Oct 2026
Tax status	Current	9 Oct 2026
Land sales, 1 mi	4 sales, \$3.10–\$4.40 per SF of land	2024–2026
Traffic count	Not on record for this road: named as a gap	MISSING

● DUE DILIGENCE · SAME TRACT				data room, 41 files	
01	Title and survey	ISSUE	05	Environmental	MISSING
02	Leases and estoppels	N/A	06	Physical	OK
03	Financial and tax	OK	07	Insurance	N/A
04	Permits and zoning	OK	08	Litigation and liens	ISSUE
01: survey p.2 shows a 40 ft access easement. 08: a lien recorded against the seller, 2025.					

Comps and market rent: the sales and rents around your site.

YOU GIVE

An address

The product: land, apartments, condos, industrial

WHAT COMES BACK

Comps board: date, price, size

Market rent from dated rent comps

WHAT MATTERS FOR DEVELOPERS

- ✓ Same asset class, within a mile and 24 months by default; wider on request.
- ✓ Rows that are not comparable come back as “reference only”, with the reason.
- ✓ New construction is not priced from old stock; multi-parcel deeds are flagged.
- ✓ The same request returns the same set.

EXAMPLE

Testing the \$9.8M ask on a 3.1-acre corner lot: three land sales within a mile, a two-lot deed flagged, an income property kept as reference only.

● Comps about 20 minutes • rent about 15

● LAND SALES COMPS · SUBJECT 3.1 AC MU-2				1 mi · 24 months	
SALE	ACRES	\$ / SF LAND	ZONING	SOLD	DIST.
S Subject, at ask	3.10	\$72.57	MU-2	ask	
A Corner lot, vacant	2.40	\$68.90	MU-2	Jul 26	0.4 mi
B Infill parcel	4.05	\$58.10	MU-1	Feb 26	0.7 mi
C Two lots, one deed	1.80	\$71.30	MU-2	Nov 25	0.9 mi
D Lot with income building	1.20	\$121.00	C-2	Aug 25	0.8 mi
C: multi-parcel deed, flagged. D: reference only, the building earned income.					

● MARKET RENT • NEW APARTMENTS					1 mi • rent comps dated	
UNIT TYPE	SIZE	MARKET RENT	\$ / SF	BEHIND IT		
Studio	560 SF	\$1,690	\$3.02	7 rent comps		
One bedroom	800 SF	\$2,050	\$2.56	11 rent comps		
Two bedroom	1,340 SF	\$2,950	\$2.20	9 rent comps		

Your model and the capital package, from one set of numbers.

YOU GIVE

- Rent roll and T-12
- Your own model, up to 40 MB

WHAT COMES BACK

- Memo and live Excel
- Your model, edited
- PowerPoint and PDF on request

WHAT MATTERS FOR DEVELOPERS

- ✓ 10-year pro forma, sources and uses, loan schedule, DSCR, debt yield, IRR, sensitivity grids.
- ✓ Every input shows its source and date; every result shows its formula.
- ✓ Your own model changed by typing: each change shown before it lands, formulas intact, any step undone.
- ✓ An underwriting with its live Excel model in about an hour (median).

EXAMPLE

A lease-up project going to permanent debt: coverage across rates and leverage on the stabilized rent roll, then the LP update.

● ● ● Takeout • 286 homes • stabilized

LIVE EXCEL

D14	<i>fx</i>	=NOI/(12*PMT(rate/12,360,-LTV*Value))						
DSCR • rate ↓ LTV →		55%	60%	65%	70%			
5.50%		1.62	1.48	1.37	1.27			
6.00%		1.53	1.41	1.30	1.21			
6.50%		1.45	1.33	1.23	1.14			
7.00%		1.38	1.27	1.17	1.09			
Rent roll	Income & NOI	Sources & uses	Debt	Sensitivity	Returns	Sources		

● YOUR MODEL • PRO_FORMA_V12.XLSX

change by typing

YOU

Push construction by two months and add 3% to hard costs.

DIFF

Assumptions!C9 Start: ~~Mar-2027~~ → May 2027
Budget!C4 Hard cost / SF: ~~245.00~~ → 252.35
2 input cells • formulas intact • apply or undo

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.

See it on one of your own sites.

One hour on one of your own sites: send an address, an APN or a land list, and we open it with you. Then one workflow live in 72 hours: your stack, our engine, answers where you work.

Alex Galt, Founder

alexgalt@titleman.ai · titleman.ai/workflows

BRING ONE OF THESE

- ☐ A site you are looking at now
- ☐ Your land list
- ☐ An area and your buy box
- ☐ A building you might convert
- ☐ A project going to the lender
- ☐ Something else:

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