

# Investment Underwriting & Analytics

Helping real estate investment and acquisitions teams evaluate opportunities faster, improve underwriting quality, and scale deal execution efficiently

## THE CHALLENGE

# Underwriting complexity increases as deal pipelines scale

*Growing deal volume, tight timelines, and fragmented market data pressure investment teams to evaluate opportunities faster without compromising underwriting quality.*

0 1

## Compressed Deal Timelines

Acquisitions teams are expected to evaluate opportunities quickly while maintaining underwriting accuracy and investment discipline.

0 2

## High-Volume Deal Screening

Growing pipelines create pressure on internal teams to review, filter, and prioritize opportunities efficiently.

0 3

## Fragmented Market Intelligence

Market data, comps, rent assumptions, and operating benchmarks are often spread across multiple sources and platforms.

0 4

## Financial Modeling Intensity

Complex cash flow models, sensitivity analysis, and scenario planning increase analytical workload and review cycles.

0 5

## Data Extraction Complexity

T-12s, rent rolls, OM data, and property financials require significant manual extraction and normalization effort.

0 6

## Scalability Constraints

Acquisition activity and portfolio expansion often outpace internal underwriting and analytical bandwidth.

*Without scalable underwriting workflows, investment teams face slower deal execution, inconsistent analysis, reduced visibility, and missed acquisition opportunities.*

## SCALING UNDERWRITING CAPACITY

# Why acquisitions teams need underwriting support

*Growing deal pipelines, competitive timelines, and resource constraints are driving firms to seek scalable underwriting support.*

## Increased Deal Flow

Acquisitions teams are expected to evaluate more opportunities without proportionally increasing headcount.

## Capacity Constraints

Hiring, training, and retaining experienced analysts takes time and increases fixed costs.

## Speed-to-Decision Requirements

Competitive markets require faster underwriting and quicker responses to opportunities.

## Need for Analytical Rigor

Teams need confidence in assumptions, operating performance analysis, and investment recommendations.

*OHI extends the capacity of acquisitions teams by providing scalable underwriting support backed by operational and accounting expertise.*

## O U R D I F F E R E N C E

# Why acquisitions teams partner with OHI

*Combining underwriting expertise with operational, accounting, and asset management insight to support more informed investment decisions.*

## Asset Management & Accounting Expertise

OHI's experience across asset management and property accounting brings deeper visibility into actual operating performance, helping acquisitions teams validate assumptions and increase the rigor and robustness of the underwriting process.

## Institutional Underwriting Support

Support across deal screening, financial modeling, rent roll analysis, operating statement review, and investment memorandum preparation.

## Scalable Analytical Capacity

Extend acquisitions teams with dedicated underwriting resources that flex with pipeline activity and acquisition priorities.

## Automation-Enabled Underwriting

Leverage automation and AI-assisted workflows to accelerate data extraction, analysis, and reporting.

*OHI strengthens underwriting by combining scalable analytical capacity with asset management, property accounting, and operational performance expertise.*

## D E L I V E R I N G M E A S U R A B L E I M P A C T

# Outcomes that strengthen acquisition execution

*OHI helps acquisitions teams evaluate more opportunities, improve analytical consistency, and scale underwriting capacity without expanding internal resources.*

## Accelerated Deal Evaluation

Support faster underwriting cycles and quicker responses to investment opportunities.

## Expanded Analytical Capacity

Evaluate a greater volume of opportunities without proportionally increasing internal headcount.

## Improved Underwriting Consistency

Apply standardized analytical frameworks across deal evaluations to improve comparability and decision-making.

## Greater Investment Team Focus

Enable acquisitions professionals to focus on sourcing, negotiations, due diligence, and investment strategy.

## Enhanced Assumption Validation

Strengthen underwriting through detailed analysis of rent rolls, operating statements, market data, and property performance metrics.

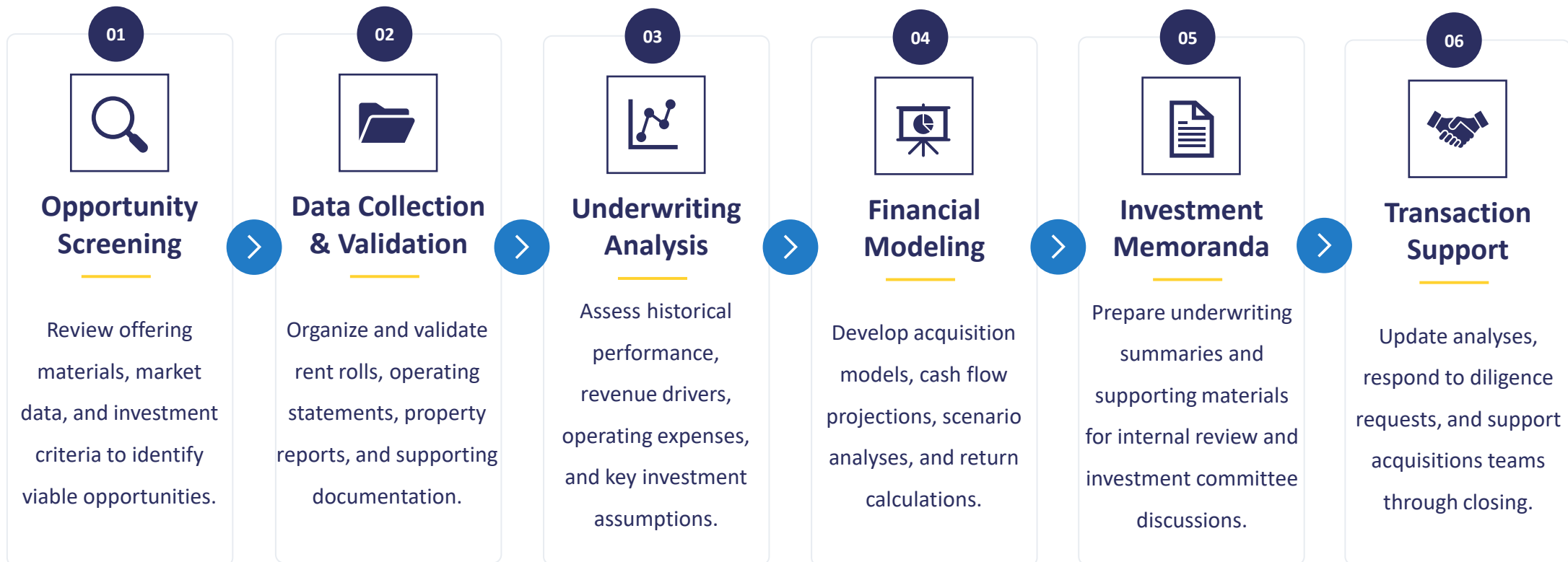
## Scalable Acquisition Support

Flexibly align underwriting resources with changing deal flow, pipeline activity, and acquisition priorities.

## UNDERWRITING WORKFLOW SUPPORT

# Supporting acquisitions teams across the underwriting lifecycle

OHI integrates with acquisition teams at key stages of the underwriting process, providing analytical support that accelerates deal evaluation while maintaining consistency and rigor.



OHI works as an extension of your acquisitions team, providing scalable underwriting support while investment strategy and investment decisions remain with internal stakeholders.

## WHO WE ARE

# A real estate specialist built for scalable investment operations

*Supporting acquisitions teams, investment managers, and real estate platforms with underwriting, financial modeling, market analysis, and analytical support.*

## 20+ Years of Experience

Serving global real estate clients since 2006 across accounting, acquisitions, underwriting, asset management, and investment operations.

## Real Estate Investment Expertise

Specialized experience across multifamily, office, industrial, retail, mixed-use, and institutional real estate investments.

## Dedicated Analytical Teams

Experienced professionals supporting underwriting, financial modeling, rent roll analysis, market research, and investment evaluation.

## Scalable Delivery Operations

Flexible underwriting and analytical support aligned with active acquisition pipelines and growing investment portfolios.

## Enterprise-Grade Governance

ISO 27001 Certified and SOC 2 Type II Compliant delivery environment with structured operational controls.

## Trusted Real Estate Partner

Supporting owners, operators, REITs, developers, acquisition platforms, and institutional investment firms.

*Purpose-built to support scalable underwriting operations, faster deal execution, and institutional investment analysis workflows.*

## WHAT WE EXECUTE

# End-to-end underwriting and investment analysis support

*Delivered through an integrated operating model focused on deal evaluation, financial modeling, market intelligence, and acquisition support.*

## 01

### Financial Modeling & Underwriting

Acquisition underwriting, cash flow modeling, return analysis, scenario planning, and investment evaluation support.

## 02

### Rent Roll & T-12 Analysis

Rent roll abstraction, T-12 normalization, revenue analysis, operating expense review, and lease analysis.

## 03

### Market Research & Comparable Analysis

Rent comps, sales comps, demographic analysis, supply pipeline tracking, and market intelligence support.

## 04

### Debt & Capital Structure Analysis

Debt modeling, financing assumptions, lender analysis, refinancing scenarios, and capital stack evaluation.

## 05

### Investment Committee Support

Investment summaries, underwriting packages, sensitivity analysis, IC materials, and acquisition presentation support.

## 06

### Acquisition Pipeline & Deal Support

Pipeline tracking, data room coordination, underwriting workflow management, and transaction support operations.

## SELECTED DELIVERABLES

# Representative underwriting models across diverse real estate asset classes

SAMPLE

## Multifamily Underwriting Model

Institutional acquisition model with cash flow projections, waterfall analysis, sensitivities, and return metrics.

SAMPLE

## Retail Underwriting Model

Retail investment underwriting with tenant revenue assumptions, valuation analysis, and financing scenarios.

SAMPLE

## Office & Retail Mixed-Use Analysis

Integrated investment model supporting acquisition evaluation, lease assumptions, debt structures, and investment returns.

SAMPLE

## Hospitality Underwriting Model

Hotel investment underwriting incorporating occupancy, ADR, RevPAR, operating performance, and return analysis.

## TRAINING &amp; QUALITY FRAMEWORK

# Developing underwriting professionals aligned with U.S. investment standards

*Our underwriting teams undergo structured training across U.S. real estate fundamentals, financial analysis, acquisition workflows, and client-specific underwriting methodologies.*

## U.S. Real Estate Fundamentals

Asset classes, ownership structures, operating metrics, market dynamics, and investment terminology.

## Rent Roll & Operating Statement Analysis

Revenue analysis, T-12 reviews, lease structures, expense normalization, and operating performance evaluation.

## Financial Modeling & Underwriting

Cash flow modeling, return metrics, sensitivity analysis, debt structures, and acquisition underwriting principles.

## Market Research & Comparable Analysis

Rent comps, sales comps, demographic analysis, supply-demand fundamentals, and market intelligence.

## Client-Specific Methodologies

Training on client underwriting models, investment criteria, approval frameworks, and reporting standards.

## Quality Assurance & Peer Review

Structured review processes, analytical validation, knowledge sharing, and continuous performance assessment.

*Purpose-built training and quality controls help ensure underwriting support aligns with the expectations, methodologies, and decision-making frameworks of U.S. real estate investment teams.*

## AUTOMATION - ENABLED UNDERWRITING

# Reducing manual effort across underwriting workflows

*OHI combines real estate expertise with automation and AI-assisted workflows to streamline data-intensive underwriting activities and improve team productivity.*

## Rent Roll Standardization

Extract, organize, and standardize rent roll data for faster analysis.

## Financial Statement Processing

Accelerate review of T-12s, operating statements, and supporting financial documentation.

## Data Extraction

Capture key property, operational, and financial information from offering memoranda and diligence materials.

## Comparable Data Organization

Consolidate market and comparable property information into structured formats for analysis.

## Assumption Tracking

Maintain consistency across underwriting assumptions, revisions, and scenario analyses.

## Reporting & Documentation

Support preparation of underwriting summaries, investment memoranda, and analytical reports.

*Technology supports our analysts by reducing administrative effort, allowing teams to focus more time on analysis, evaluation, and decision support.*

## SYSTEMS &amp; TECHNOLOGY

## Deep expertise across underwriting and investment analysis platforms

*Platform-native support across financial modeling, market intelligence, underwriting workflows, and acquisition analytics.*


The logo for Yardi Matrix, featuring a stylized 'M' icon followed by the text 'Yardi Matrix'.The logo for appfolio Investment Management, with 'appfolio' in a lowercase sans-serif font and 'Investment Management' in a smaller font below it.The logo for CoStar, featuring a black hexagonal icon with white dots inside, followed by the text 'CoStar'.The logo for ARGUS, with a red triangle icon followed by the text 'ARGUS' in blue.The logo for DEALPATH, featuring a gold bar chart icon followed by the text 'DEALPATH'.The logo for Juniper Square, with the text 'Juniper Square' in green.The logo for Trepp, with the text 'Trepp' in blue.The logo for ROCKPORT, with 'ROCK' in blue and 'PORT' in a lighter blue, separated by a circular icon.The logo for MOODY'S ANALYTICS, with 'MOODY'S' in blue and 'ANALYTICS' in a smaller font below it.The logo for Green Street, featuring a green bar chart icon followed by the text 'Green Street'.The logo for Zillow Rental Manager, with the Zillow house icon followed by the text 'Zillow Rental Manager'.The logo for Apartments.com, featuring a green recycling-style icon followed by the text 'Apartments.com'.The logo for Power BI, with a yellow bar chart icon followed by the text 'Power BI'.The logo for tableau, with a colorful icon of plus signs followed by the text 'tableau'.The logo for Advanced Excel, featuring the Excel 'X' icon followed by the text 'Advanced Excel'.

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DATA - DRIVEN UNDERWRITING

# Supporting underwriting decisions through comprehensive market intelligence

OHI leverages multiple market data sources, research platforms, and operating benchmarks to strengthen assumption validation and improve underwriting rigor.

Market Fundamentals	Multifamily Intelligence	Capital Markets & Transactions	Demographics & Location Analytics	Client & Proprietary Data	Why Multiple Data Sources Matter
 CoStar  MOODY'S ANALYTICS  Green Street  MSCI	 Yardi Matrix  REALPAGE  mna apartment data  Apartments.com	 Trepp  MSCI  CoStar Sales Comps	 esri  United States Census Bureau  claritas  Placer.ai	 Historical operating performance  Asset management insights  Property accounting intelligence  Client-owned datasets	<p>Market conditions, rent growth assumptions, occupancy trends, operating benchmarks, and transaction activity can vary significantly across sources. By incorporating multiple datasets, OHI helps acquisitions teams <b>validate assumptions, reduce bias, and strengthen the robustness of underwriting analyses.</b></p>
<p>Market trends, forecasts and economic indicators across markets</p>	<p>Rent, occupancy, supply, demand, and performance benchmarks</p>	<p>Transaction comps, pricing trends, cap rates, and capital flows</p>	<p>Demographics, consumer behavior, mobility and location intelligence</p>	<p>Asset level insights that add context and depth to underwriting</p>	

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CLIENT SUCCESS

# Supporting a growing acquisitions pipeline through scalable underwriting support

## IMPACT DELIVERED



25+

Opportunities evaluated monthly



40%

Reduction in underwriting  
turnaround time



2x

Increase in analytical capacity



### CLIENT PROFILE

Institutional multifamily owner-operator focused on evaluating and acquiring residential assets at scale

### CLIENT CHALLENGE

- Increasing volume of acquisition opportunities
- Limited internal underwriting bandwidth
- Need for faster evaluation cycles
- Pressure to maintain analytical consistency

### OHI SOLUTION



Dedicated  
underwriting  
support team



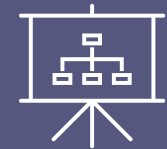
Rent roll and  
T-12 analysis



Financial  
modeling and  
scenario testing



Investment  
memorandum  
preparation



Ongoing  
transaction  
support

## FLEXIBLE ENGAGEMENT MODELS

# Underwriting support aligned to your acquisition strategy

Choose the engagement model that best fits your team's structure, deal volume, and underwriting requirements.

## Embedded Analyst Support

Dedicated underwriting professionals work alongside your acquisitions team, following your models, assumptions, investment criteria, and reporting standards.

Best For:

- Active acquisition platforms
- Consistent deal flow
- Long-term support requirements

## Dedicated Underwriting Team

A scalable team providing end-to-end underwriting support across multiple opportunities and asset classes.

Best For:

- High-volume acquisition programs
- Multi-market investment strategies
- Portfolio-scale growth initiatives

## On-Demand Underwriting Support

Flexible underwriting resources available during periods of elevated transaction activity.

Best For:

- Variable deal pipelines
- Peak workload periods
- Special projects



## Flexible Team Structures & Time Zone Alignment

Support can be delivered through junior, mid-level, and senior analysts, as well as dedicated teams aligned to your preferred time zone, reporting cadence, and acquisition workflow requirements.

Whether you require a single embedded analyst or a dedicated underwriting team, OHI provides flexible support that scales with acquisition activity.

## SECURE DELIVERY

# Secure, compliant, and controlled underwriting operations

*Enterprise-grade governance designed to support institutional investment workflows, sensitive financial analysis, and acquisition operations.*

## Security & Compliance

ISO 27001-certified and SOC 2 Type II-compliant delivery environment with governance frameworks designed to support secure underwriting operations and investment workflows.

## Role-Based Access & Governance

Access to underwriting data, acquisition workflows, and investment documentation is controlled through role-based permissions, confidentiality agreements, and structured governance protocols.

## Secure Infrastructure & Monitoring

Protected delivery environments supported by multi-factor authentication, encrypted file sharing, endpoint security, and continuous monitoring controls.

## Restricted Underwriting Methodology Access

Client-specific underwriting models, investment assumptions, acquisition criteria, and proprietary analytical methodologies are accessible only to designated underwriting teams through controlled access frameworks.

*Purpose-built controls safeguard sensitive financial information, proprietary underwriting methodologies, and investment intelligence throughout the acquisition lifecycle.*

WHO WE SUPPORT

# Trusted by leading real estate owners, operators, and investment platforms

**150+**

**REAL ESTATE CLIENTS**

Trusted by real estate owners and investment platforms.

**50M+**

**SQ. FT. SUPPORTED**

Supporting commercial real estate and mixed-use portfolios.

**300K+**

**UNITS SUPPORTED**

Supporting multifamily and residential portfolios.

**8 / 50 NMHC**  
**2 / 25 CPE EXECUTIVE**

**TOP REAL ESTATE FIRMS**

Clients ranked among leading U.S. real estate firms.






**Selected clients and partners**



SECTORS & SEGMENTS

# Coverage across real estate sectors and investment platforms

## ASSET CLASSES

 <p><b>Commercial</b></p> <p>Multi-tenant office and commercial investments</p>	 <p><b>Multifamily</b></p> <p>Affordable, market rate and mixed-use residential</p>	 <p><b>Retail</b></p> <p>Strip centers, malls, and shopping centers</p>	 <p><b>Industrial</b></p> <p>Warehousing, distribution, and logistics assets</p>	 <p><b>Mixed-Use</b></p> <p>Integrated residential, retail, and commercial portfolios</p>
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## CLIENT TYPES SUPPORTED

 <p><b>Developers/Builders</b></p>	 <p><b>Family Offices</b></p>	 <p><b>Property Managers</b></p>	 <p><b>Owner-Operators</b></p>	 <p><b>Investment Managers</b></p>	 <p><b>Acquisition Platforms</b></p>
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## LET'S CONNECT

# Let's strengthen and scale your underwriting operations

Supporting institutional real estate platforms through underwriting, financial modeling, market intelligence, and scalable investment analysis support.

## Explore Your Current Underwriting Process

Understand your acquisition pipeline, investment workflows, and analytical requirements.

## Define a Scalable Support Model

Align the right underwriting structure across modeling, market analysis, and acquisitions support.

## Initiate a Pilot or Transition

Start with a focused engagement and scale support aligned to deal volume and investment activity.

## REACH OUT

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WEB [OHI](http://OHI)

Dallas | New Delhi | Indore