

# CAPE AIRE for SFR Investors

AI-Powered Real Estate Intelligence

Single-family rental investors want to provide quality housing solutions while generating strong financial returns. They must overcome a challenge faced by real estate investors: a comprehensive understanding of each property while minimizing expenses. CAPE AIRE property intelligence provides key insights derived from overhead imagery, helping clients make better decisions.

## Clients use AIRE for Acquisition

**Prebid:** Identify property issues with a structured output compatible with automated systems.

- Improve valuation, rental, and rehab models with current data on actual condition.
- Increase accuracy of property valuation and selection so SFR investors can make smarter, faster decisions and stay ahead of the competition.
- Improve offers with a better understanding of the property features and conditions.
- Come up with a sticky offer—quickly— to win more bids.
- Higher quality acquisition pipelines by removing properties that shouldn't be considered.

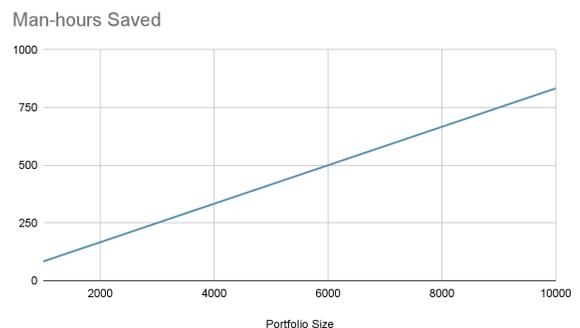
**Due diligence:** Quickly identify properties in poor condition either to refine offers or remove the property from consideration.

- Take action before sending someone onsite for a physical inspection.
- Expedite the review process and inform price, rent, and rehab adjustments.
- Gain better insight on how quickly a property can be made rent-ready by identifying required rehab work including roof replacement, tree maintenance, and yard work prior to inspection.
- Improve property turn times can be improved by optimizing the assignment of contractors.
- Identify incorrect assumptions that lead to valuation errors.

## Clients use AIRE for Asset Management

Identify which properties need to be visited.

- Prioritize capital spending decisions for asset improvements such as new roofs.
- Quickly identify properties that should be prioritized for CapEx spending.
- Understand tenant activity that impacts a home.
- Proactively monitor conditions including yard debris, vegetation growth, and above-ground pool installation to prioritize site visits and as a QC check of field services teams.
- Improve profitability by managing properties without relying on large numbers of people.





TURNING IMAGERY INTO PROPERTY SPECIFIC INTELLIGENCE

## Property Profile

456 CENTER AVENUE, USA

PROPERTY ASSESSMENT FEATURES	Roof Covering	Shingle
	Roof Condition	Poor
	Roof Area	1,420 sq ft
	Pool	No
	Yard Debris	High

CHANGE DETECTED: SOLAR PANEL REMOVED

### CAPE AIRE Components

CAPE AIRE, AI-powered real estate intelligence, provides key insights derived from overhead imagery and other data sources to Single-Family Rental SFR owner-operators helping them make better decisions. Computer vision technology extracts structured data from images delivering useful information regarding the type of roof construction and its condition, the presence of solar panels, whether there are overhanging trees, the overall size of the property, and whether the property has a pool, yard debris, and more.

#### Property Condition Module

Property Condition can inform acquisition and asset management. Condition issues result in significant replacement costs so catching them early is beneficial. The module includes Roof Condition Rating, widely used by the insurance industry to understand the risk of loss, Exterior Condition, Driveway Condition, and Lawn Condition Ratings.

#### Property Features Module

Identifying homes that match investor appetite and valuing them correctly are possibly the most important parts of the SFR lifecycle. The Property Features module supplies detailed information about the property that supports valuation and screening and can inform refurbishment cost estimates. Valuation models often lack information about critical property features.

#### Location Factors Module

Location factors have a significant impact on the value of a home and valuations tend to be incorrect without them. The Location Factors Module supplies this information without in-person appraisals, drive-by BPOs, or hands-on analyst time.

#### CAPE Liquidity Score

The CAPE Liquidity Score predicts the liquidity of a property based on over 40 property attributes. It is a single measure of salability that is easier to apply than many low-level attributes. The model is a sophisticated prediction of individual property liquidity, based on geospatial data and machine learning trained on a nationwide dataset.