



Transforming Deal Flow with AI-Powered Intelligence

The Challenge

A leading commercial real estate lender's originations team was drowning in opportunity flow. Specifically, hundreds of potential deals flooded their pipeline monthly. As a result, senior originators spent most of their time on manual data extraction and preliminary screening rather than sophisticated financial analysis and relationship development.

Moreover, critical deal information like property financials, sponsor track records, and market comparables were scattered across emails, broker pitchbooks, and PDF submissions. Unfortunately, the team had no way to capture, structure, or learn from this data.

Therefore, the team struggled to quickly identify which opportunities warranted deeper analysis. This resulted in slower response times, difficulty identifying the most profitable opportunities, and an inability to use historical intelligence to inform current evaluations.

How StructureIt helped

StructureIt created an intelligent email monitoring system that transformed how the lender evaluates incoming opportunities. First, the AI deal flow automation solution automatically monitors originators' inboxes for new and updated deal submissions. Then, it uses advanced language models to extract critical data from emails, attachments, and broker pitchbooks. As a result, this not only eliminates manual data entry but enables originators to immediately focus on the deals that best align with the firm's investment criteria.

The system captures property financials, sponsor information, loan terms, and market data. Additionally, it structures previously inaccessible information into a centralized repository. Each opportunity is automatically scored against the firm's investment criteria. Furthermore, deals are ranked and prioritized based on strategic fit and profit potential. High-priority opportunities are immediately flagged, ensuring the team can respond quickly to the most promising deals.

However, StructureIt's approach established a foundation for the future. The structured data repository creates opportunities to benchmark new deals against historical comparables, identify emerging market patterns, and refine investment criteria based on actual performance. Therefore, the firm is now positioned to use and grow these capabilities as the AI deal flow automation system evolves.

The system delivers exceptional performance across three key dimensions:

- **Scalable email inbox monitoring:** Successfully monitoring 12 inboxes and processing up to 500 emails per day at a 99.88% success rate
- **Accurate opportunity data extraction:** Extracting critical data points with 95% accuracy using artificial intelligence
- **Reliable email processing:** Processing emails successfully without timeout or token limitations at a 99.88% success rate

Now, senior originators spend their time on what matters which is sophisticated financial modeling, deal structuring, and client relationship management. The hours previously lost to data gathering and initial screening are redirected to the high-value analysis that drives profitable lending decisions.

The Results

This project shows how StructureIt turns operational bottlenecks into strategic advantages. Specifically, by automating deal assessment and intelligent prioritization, the AI deal flow automation solution enabled the lender to evaluate more opportunities faster. In addition, it ensures originators focus on the most profitable deals that align with their investment thesis.

The firm now captures deal intelligence that was previously lost. Moreover, they are building institutional knowledge with every opportunity reviewed. Response times to brokers have accelerated, competitive positioning has strengthened, and senior talent is deployed where it delivers the highest value. In other words, they focus on complex analysis and client relationships rather than data entry.

Furthermore, StructureIt's build-to-handover approach ensures the lender now owns this solution completely, with no ongoing vendor dependencies. The structured data foundation positions them to continuously refine their investment criteria and market insights as their business evolves.