

FREE PROMPT PACK

Underwrite a Multifamily Deal with AI

5 copy-and-paste prompts that turn a rent roll and a T-12 into a defensible underwriting model — in a fraction of the time.

From the operator-built course launching soon at multifamilydealprep.com

How to use this pack

These five prompts mirror the exact workflow taught inside the course. Each one takes a piece of a real deal — the offering memorandum, rent roll, T-12, your assumptions, or your finished model — and puts AI to work on it. Paste a prompt into ChatGPT or Claude, attach or paste in the relevant document, and review the output.

THE ONE RULE

AI drafts, **you verify**. Treat every number it returns as a first draft to check against the source document — never as gospel. The skill the course teaches is knowing what to trust and what to challenge. These prompts make you faster, not lazier.

What's inside

- 01 Extract & structure the rent roll** — Turn a messy rent roll into a clean unit-mix and in-place rent summary.
- 02 Normalize the T-12** — Reorganize trailing-12 operating statements into standard expense categories.
- 03 Pressure-test your assumptions** — Have AI challenge your rent growth, vacancy, and expense assumptions.
- 04 Audit the model for errors** — Catch broken formulas, unit mismatches, and unrealistic outputs.
- 05 Draft the investment memo** — Generate a first-draft investment summary from your underwriting.

01 Extract & structure the rent roll

When to use: When you receive a rent roll as a PDF or spreadsheet and want a clean summary.

How: Paste or attach the rent roll, then:

THE PROMPT

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You are an experienced multifamily underwriter. From the rent roll I provide, produce:
1) A unit-mix table: unit type, count, avg square footage, avg in-place rent, avg market/asking rent.
2) Total in-place monthly and annual gross potential rent.
3) Current physical occupancy and the count of any down/model/employee units.
4) A flagged list of any units with rents >15% below the average for their unit type (potential loss-to-lease).
Show your work in a table. If any field is missing or ambiguous, list it under 'NEEDS VERIFICATION' rather than guessing.
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02 Normalize the T-12

When to use: When an operating statement uses non-standard or inconsistent expense categories.

How: Paste or attach the trailing-12 statement, then:

THE PROMPT

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Act as a multifamily analyst. Reorganize this trailing-12-month operating statement into these standard categories: Payroll, Repairs & Maintenance, Utilities, Contract Services, Marketing, G&A, Management Fee, Insurance, Real Estate Taxes, Reserves. For each: total annual $ and $/unit (assume [X] units). Then compute: Effective Gross Income, Total OpEx, OpEx ratio, and Net Operating Income. Call out any expense that looks unusually high or low vs. typical multifamily ranges, and any one-time or non-recurring items I should exclude from a stabilized underwrite.
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03 Pressure-test your assumptions

When to use: Before you finalize — to stress your own optimism.

How: Describe your deal and assumptions, then:

THE PROMPT

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You are a skeptical investment-committee member. Here are my underwriting assumptions for a [X]-unit multifamily deal in [market]: rent growth [__]%, vacancy [__]%, expense growth [__]%, exit cap [__]%, renovation premium $[___]/unit. For each assumption: (a) is it conservative, market, or aggressive given current conditions, (b) what evidence would justify it, and (c) what's the downside if I'm wrong? End with the three assumptions that most threaten this deal if they move against me.
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04 Audit the model for errors

When to use: After building the model, before you trust the returns.

How: Paste your model's key outputs and formulas, then:

THE PROMPT

Act as a model-review analyst. Here are the key cells and formulas from my multifamily underwriting model.

Check for: (1) unit/label mismatches (monthly vs annual, \$/unit vs total), (2) formulas that reference the wrong row or hardcode a value that should be linked, (3) outputs outside realistic ranges (DSCR, cap rate, yield-on-cost, IRR, equity multiple), and (4) any double-counting between income and expense lines.

List each issue, why it's a problem, and the corrected approach. Rank by impact on returns.

05 Draft the investment memo

When to use: Once the numbers are final — to communicate the deal.

How: Paste your final underwriting summary, then:

THE PROMPT

You are writing for a multifamily investment committee. From the underwriting summary below, draft a one-page investment memo with: Deal Snapshot (units, price, \$/unit, market), The Thesis (2-3 sentences), Key Return Metrics (going-in cap, stabilized YoC, 5-yr IRR, equity multiple, DSCR), The Value-Add Plan, Top 3 Risks with mitigants, and a clear Recommendation. Professional, concise, no hype. Flag any metric that looks weak so I can address it before presenting.

Want the full workflow?

These five prompts are a taste. The full **Underwrite Multifamily Deals with AI** course pairs the complete AI workflow with institutional-grade modeling fundamentals — seven modules, a real fully-wired Excel model, the complete prompt library, and a hands-on exercise on an actual deal.

Founding members lock in the lowest price the course will ever be (\$197, first 30 seats only) plus a live cohort Q&A. Get on the founding-member list:

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