

Elise^{AI}

Housing's Most Advanced
AI Platform

- Founded in 2017, pioneering AI-for-multifamily provider nationwide
- Vertical SaaS
- 70-person team fully based in New York City
- JLL Spark Co-led Series B
- Serve 1.5 million apartments across 180 multifamily and single family real estate operators in the US
- AI automates 90% of prospect and resident conversations
- Expanding into healthcare.

Elise^{AI}

Welcome to

```
EEEEEE LL      IIII ZZZZZZZ  AAAAA
EE      LL      II     ZZ     AA  AA
EEEEEE LL      II     ZZZ     AAAAAA
EE      LL      II     ZZ     AA  AA
EEEEEE LLLLLL IIII ZZZZZZZ  AA  AA
```

Eliza is a mock Rogerian psychotherapist.
The original program was described by Joseph Weizenbaum in 1966.
This implementation by Norbert Landsteiner 2005.

```
ELIZA: Is something troubling you ?
YOU:   Men are all alike.
ELIZA: What is the connection, do you suppose ?
YOU:   They're always bugging us about something or other.
ELIZA: Can you think of a specific example ?
YOU:   Well, my boyfriend made me come here.
ELIZA: Is it important to you that your boyfriend made you come here ?
YOU:   He says I'm depressed much of the time.
ELIZA: I am sorry to hear that you are depressed.
YOU:   It's true. I am unhappy.
ELIZA: Can you explain what made you unhappy ?
YOU:   █
```


10:24



< 778-325-6246



Thanks for your interest in our homes at Valley Park, my name is Elise. May I have your name? How many bedrooms are you looking for? What is your move-in date?

Elise

My name is Bob. Sounds good. Are utilities included in rent?

Heat, hot water, and gas are included in your rent. Electricity is not included.

Elise

Text message



One North Apartments Inbox x



Catherine Chen
to Elise

Thursday 5:50pm

I'm interested in a 1 bed. Do you have anything available for September 1? If so, what are the prices? Do you allow dogs? is there a security depsit? Ty!

One North Apartments <elise@onenorthapartmentsboston.com>
to me

Thursday 5:53pm

Hi Catherine,
Thanks for your interest in our apartments at One North. We have a 1 bedroom apartment available starting at \$2300.

We currently offer in-person tours of our community as well as virtual tours.
Would you be available to view today to tomorrow?

We require the first month's rent and a security deposit, equal to one month's rent, in the form of certified checks or money orders at the time of the lease signing.

We love your furry friends but we do have a combined max weight of 50lbs, breed restrictions do apply.

Thank you!

[Elise | One North Apartments](#)
[742 Taylor St. Boston, MA 02113](#)
[\(o\) 888-851-5092 | onenorthapartmentsboston.com](#)

Generative AI

Linear Algebra

$$R = \begin{bmatrix} \cos \theta + u_x^2 (1 - \cos \theta) & u_x u_y (1 - \cos \theta) - u_z \sin \theta & u_x u_z (1 - \cos \theta) + u_y \sin \theta \\ u_y u_x (1 - \cos \theta) + u_z \sin \theta & \cos \theta + u_y^2 (1 - \cos \theta) & u_y u_z (1 - \cos \theta) - u_x \sin \theta \\ u_z u_x (1 - \cos \theta) - u_y \sin \theta & u_z u_y (1 - \cos \theta) + u_x \sin \theta & \cos \theta + u_z^2 (1 - \cos \theta) \end{bmatrix}.$$

$$(Q_1 Q_2)^T (Q_1 Q_2) = Q_2^T (Q_1^T Q_1) Q_2 = I$$

$$\det (Q_1 Q_2) = (\det Q_1) (\det Q_2) = +1.$$

AI Impact On CRE

AI commercial brokers

- AI-generated 3D models + virtual tours
- Applications and lease negotiations
- Marketing and retargeting

AI Assistants for property management

- maintenance
- customer service
- payments

AI for financial modeling, fraud detection, risk assessment, and portfolio optimization