

AR GLOBAL

Closing Deals Faster & Improving Tenant Retention with VTS

AR Global is an advisory and asset management firm with four REITs under management across the U.S. and Western Europe. Its portfolio includes four REITs that span retail, net-lease, healthcare, and office. As an early adopter of technology, the company has embraced solutions like VTS to make portfolio information more transparent — ultimately with an aim to drive deals forward faster.



“The [VTS] platform today is providing us true transparency. It allows me to see on a moment-by-moment basis what’s actually going on in our portfolios. We’re able to review, respond, and push deals through on a faster basis than we otherwise would be.”



**Zachary Pomerantz, Senior Vice President, Asset Management
AR Global**

ASSET TYPE

Retail, Industrial, Distribution,
Healthcare, Office

PORTFOLIO SIZE

54M SF

REGIONS

US & Western Europe

BROKER MODEL

Third-Party Brokers

VTS PRODUCT TYPES

VTS 3

AR Global is a global advisory and asset management firm with 54 million square feet of assets under management on the VTS platform. It focuses on delivering maximum value to its shareholders across a portfolio of four REITs. These include:

- American Finance Trust (NASDAQ: AFIN): A national retail REIT that consists of a mix of both multi-tenant retail centers and single-tenant and net-leased properties.
- Global Net Lease (NYSE: GNL): A single-tenant net lease REIT with industrial, distribution, and office assets based in the U.S. and Western Europe.
- Healthcare Trust, Inc: A national REIT with a mix of medical office, senior housing, and skilled nursing assets.
- New York City REIT: A New York City focused portfolio made up of multi-tenant office, retail, and garage assets.

Given the size of its portfolio and the number of tenants, AR Global’s team wanted more accurate and timely information on the status of leasing deals and tenant renewals. The team decided that VTS could provide true transparency into its business and provide better insight into the leasing performance of any of its REITs. Since becoming a customer AR Global has transformed its leasing and asset management processes.

WHY AR GLOBAL NEEDED TO TRANSFORM ITS APPROACH TO LEASING & ASSET MANAGEMENT

Challenges & Roadblocks

INEFFICIENT LEASING PROCESS



At times, AR Global's brokers didn't share information about new leads or deal updates as they happened. Instead, they sent AR Global a spreadsheet with updates an hour, or even thirty minutes, before the monthly leasing meeting. AR Global had no time to qualify those leads, which delayed its ability to respond to brokers and move deals forward.

NO EASY WAY TO MANAGE UPCOMING RENEWALS



The team couldn't easily track upcoming tenant renewals. They needed to check building rent rolls and site and stacking plans on an ad-hoc basis. As a result, the process of proactively alerting their brokers to get ahead of the renewal process was difficult.

OUTDATED SITE PLANS



The team saved their site plans in different folders, and whenever there were changes to details or in-place tenants, they needed to be updated manually. As a result, site plans could become outdated and the team's ability to create the best tenant strategies across their portfolio was at times more complicated as a result.



“In our retail portfolio, VTS has helped with tenant retention. We’ve been able to see what’s coming down the pipeline more seamlessly than tracking a rent roll here or stacking plan there.”

Zachary Pomerantz
Senior Vice President, Asset Management
AR Global

TRANSFORMING THE LEASING AND ASSET MANAGEMENT PROCESS AT AR GLOBAL

Using VTS, AR Global has sped up its deal cycles, improved its tenant renewal rates, and makes better portfolio decisions with live site plans.



FASTER DEAL CYCLES

43% ↓

reduction in deal cycle times

With VTS, **AR Global's teams are now pushing deals through the pipeline faster.** In one system, brokers record leads and deals, and asset managers run the deal flow. All teams receive moment-by-moment deal updates across the entire portfolio. This enables executives to review and respond to opportunities faster.



QUICK DECISIONS IN LEASING MEETINGS

37% ↑

increase in renewal deals that convert to executed leases

With VTS, **AR Global has improved tenant retention across its portfolio.** By managing key lease details and expiration dates in one place, AR Global has clear insight into its upcoming renewals. VTS also reminds the team to proactively coordinate with brokers and get ahead of the best deals for the portfolio.



MORE STRATEGIC DECISIONS WITH LIVE SITE PLANS

33

properties with live site plans

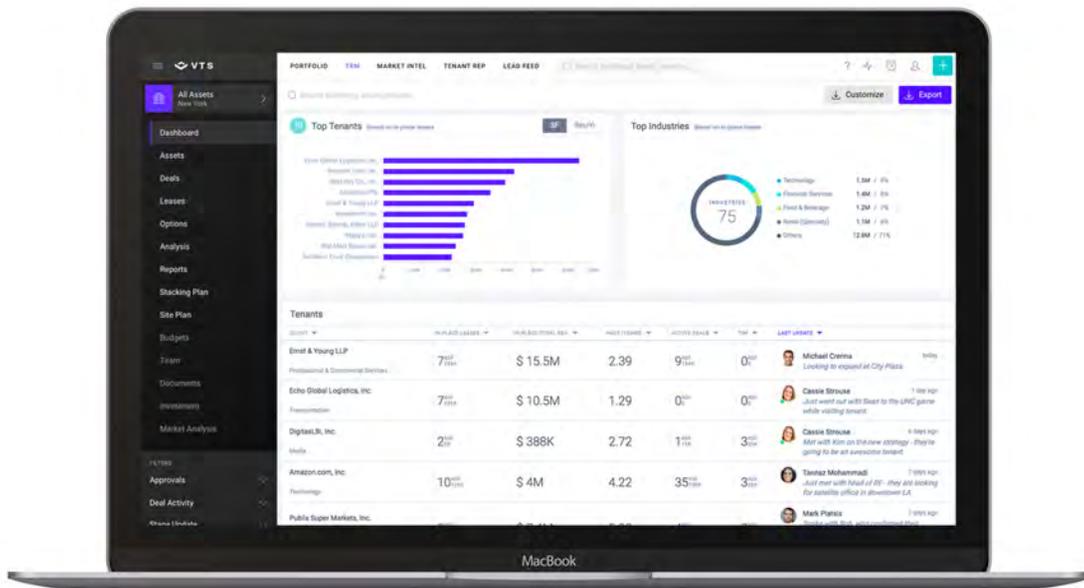
VTS live site plans give AR Global the information its need to be even more strategic with its tenant strategies. Because VTS integrates with AR Global's accounting system, site plans get automatically updated with accurate information including rents, lease terms, options, and encumbrances. Teams now instantly understand the current tenant makeup of any retail center whether at their desk or from their smartphone.



Are you ready to transform your leasing and asset management processes?

Discover how, like AR Global, you can accelerate deal cycle times, improve tenant retention, and make real-time decisions using live site plans with VTS' leasing and asset management software.

BOOK A DEMO



ABOUT VTS

VTS is the commercial real estate industry's leading leasing and asset management platform. Landlords use VTS to maximize portfolio performance by transforming their leasing and asset management process, enabling them to acquire the right tenants faster, sign the right deals at the best economics, and optimize the renewal process – reducing costly downtime.

Over 10 billion square feet is managed on VTS by a user base exceeding 35,000. VTS' clients include some of the world's most forward-thinking landlords, investors and brokers, such as Beacon Capital, Blackstone, LaSalle Investment Management, Hines, Boston Properties, JLL and CBRE. To learn more about how these clients are using VTS to drive portfolio performance, profitability and efficiency, visit www.vts.com and request a demo.

