



CASE STUDY · ASSET MANAGER / DIRECTOR OF REAL ESTATE

Clear and Efficient Proposal Reviews. Portfolio Management Under Control.

How an Asset Manager at a regional industrial landlord uses LeaseGuideAI on incoming tenant proposals and across an existing multi-building portfolio.

The Scenario

An Asset Manager at a regional industrial and flex landlord oversees a portfolio of six multi-tenant buildings totaling approximately 1.1 million square feet. A tenant-rep broker submits a proposal on the tenant's paper for 42,000 square feet in one of the buildings. The proposal includes economics, timing, landlord and tenant work, and several special requirements tied to the tenant's light-manufacturing use.

The Asset Manager scans the incoming proposal and quickly identifies its strengths, weaknesses, opportunities, and threats before preparing a counter on the landlord's standard form. After terms are aligned, the landlord issues its lease draft. The Asset Manager uses LeaseGuideAI again to confirm that the negotiated points carried into the draft and to catch any new issues before it goes to counsel and the tenant.

Separately, the Asset Manager is responsible for the existing leases across all six buildings. Renewal options, notice windows, and rent steps are scattered across individual files. Missing one can mean lost leverage on a renewal or an unexpected vacancy.

Pain Points Asset Managers and Directors of Real Estate Face

- Incoming tenant proposals arrive on broker or tenant paper that does not match the landlord's standard form.
- A careful first-pass review of an unfamiliar proposal or of the landlord's own lease draft routinely takes 60 to 120 minutes.
- Need to quickly assess economics, timing, work, and special requirements before countering, then confirm those points carried into the final lease draft.
- Risk of missing tenant-favorable options, broad restoration or use language, or expansion rights with limited landlord control.
- Across a multi-building portfolio, renewal options, notice windows, and rent steps live only inside individual lease files.
- Without systematic date capture, the Asset Manager can lose leverage on upcoming renewals or be surprised by vacancies and cost changes.

How LeaseGuideAI Relieves the Pressure

The Asset Manager uploads the incoming tenant proposal. Within minutes LeaseGuideAI returns an intelligence brief that surfaces strengths, weaknesses, opportunities, and threats; highlights what to keep, what to push back on, and what to clarify; and extracts the key dates, deadlines, and dollar commitments. The same process is used later on the landlord's lease draft to confirm the negotiated points carried through and to flag any new issues before it is sent out.

After execution, the Asset Manager scans the final lease. Every important date is extracted and set as an automatic reminder at the timing the Asset Manager chooses. The same process is applied to existing leases across the six buildings so renewal options, notice windows, and rent steps are visible and calendared in one place.

Key Bonus — Portfolio Dates Under Control

On a multi-building portfolio, renewal options and notice windows are often buried in separate files. By scanning both the new lease and the existing book, LeaseGuideAI extracts every important date and lets the Asset Manager set reminders at the right lead time—twelve months for a major renewal, six months for an expansion discussion, or thirty days for a shorter notice. The result is earlier visibility into upcoming vacancies, renewals, and leverage points across the entire portfolio.



Result: First-pass reviews of incoming proposals and lease drafts that previously took 60–90 minutes are ready in 4–5 minutes. The Asset Manager counters with a clear view of risks and leverage, then confirms negotiated terms in the draft. After execution, dates from the new lease and the existing portfolio are extracted and set as reminders at the chosen lead times—so renewal and vacancy planning starts at the right moment.

Before and After

Before	After
60–90 minutes manually reviewing an incoming tenant proposal or the lease draft.	Intelligence brief delivered in minutes for each document.
Risk that negotiated economics, expenses, timing, or work do not match the lease.	Fast confirmation of what carried through and what diverged.
Uncapped CAM, short notice windows, or ambiguous restoration language easy to miss.	Risks surfaced clearly for internal review and counsel.
Important dates buried across leases in six buildings.	All key dates extracted and calendared with user-set reminders.
Renewals and notices tracked manually or not at all.	Reminders arrive at the right lead time for each type of deadline.
Limited visibility into upcoming renewals, vacancies, and leverage points.	Clear, portfolio-wide view of upcoming renewals and action items.

What the Briefs Surfaced in This Scenario

- A tenant-requested early termination option with a relatively low penalty that created residual vacancy risk.
- An expansion option with a narrow exercise window and limited landlord control over timing and location.
- Use and restoration language broader than the landlord’s standard for light-manufacturing tenants.
- Free-rent and tenant-improvement requests that sat outside the Asset Manager’s current guidelines for the submarket.
- After execution and portfolio upload: a full set of renewal and notice dates across the six buildings, including three leases whose renewal windows open within the next twelve months.

How the Director Used LeaseGuideAI

On the incoming tenant proposal the Asset Manager used the intelligence brief the same day to prepare a focused counter on the landlord’s form and to flag the early-termination risk and the narrow expansion option for internal discussion. When the lease draft was ready, the second brief confirmed the negotiated economics, work, and use restrictions had carried through and highlighted two remaining items for counsel. The briefs served as the working reference through final markup.

After the lease was signed, the Asset Manager scanned the executed document. Every important date was captured and set as automatic reminders at the lead times chosen for this deal. The Asset Manager then uploaded existing leases from the other buildings. Within a short time the full portfolio was on the calendar, including three renewals whose notice windows open in the next year. Total time from each upload to a usable brief or date set: under 10 minutes.

The Asset Manager now receives timely reminders of every notice period, rent step, renewal option, and potential vacancy across the portfolio. That keeps the team involved at just the right time, protects leverage on upcoming renewals, and gives clear visibility into the pipeline of future leasing activity.

The intelligence brief supports faster, more organized first-pass review and systematic capture of critical dates. It is not a substitute for legal counsel. Final lease decisions should always involve qualified commercial real estate counsel.