

CASE STUDY · COMMERCIAL LEASE ATTORNEY

Faster Triage. Sharper Client Counsel.

How a commercial real estate attorney uses LeaseGuideAI as a first-pass tool before deeper legal review—not as a substitute for counsel.

The Scenario

A commercial real estate attorney at a mid-size firm regularly reviews LOIs and lease drafts for landlord and tenant clients. A long-standing client—a regional owner of multi-tenant office and flex properties—sends over a new lease draft for a 28,000 square foot industrial tenant. The draft follows the landlord's house form but incorporates several negotiated points from a recent proposal.

Before beginning a full legal review, the attorney uploads the draft to LeaseGuideAI. Within minutes the intelligence brief surfaces strengths, weaknesses, opportunities, and threats, highlights items to keep, narrow, or clarify, and extracts the key dates, deadlines, and dollar commitments. The attorney uses the brief to prioritize issues, confirm that critical negotiated terms appear to have carried through, and prepare a focused agenda for the client call.

The brief is not a substitute for the attorney's review. It accelerates triage so the attorney's time is spent on legal analysis, negotiation strategy, and client advice rather than initial document digestion.

Pain Points Commercial Lease Attorneys Face

- High volume of LOIs and lease drafts, often on forms the attorney has not recently seen or that mix house language with negotiated changes.
- Initial triage and issue-spotting can consume significant time before substantive legal review begins.
- Need to quickly confirm whether economics, timing, work letters, and special requirements from the proposal stage appear in the draft.
- Easy to spend early cycles on lower-priority items while material risks (broad OpEx, restoration, options, notice mechanics) sit deeper in the document.
- Clients expect timely, organized feedback and a clear summary of dates and dollars alongside legal comments.
- After execution, clients still need critical dates extracted and organized—work that often falls back on the attorney or their team.

How LeaseGuideAI Relieves the Pressure

The attorney uploads the lease draft (or LOI). LeaseGuideAI returns an intelligence brief in minutes that organizes strengths, weaknesses, opportunities, and threats; flags what to keep, remove, or ask about; and extracts key dates, deadlines, and financial commitments. For attorneys who offer package or a la carte pricing on items such as lease proposal review or commercial lease review, the brief completes the majority of the initial organization and issue-spotting. The attorney then applies expert legal knowledge to fine-tune the deliverable and ensure excellent quality—efficiently. The attorney reviews the brief, adds legal judgment, and uses it to focus the formal markup and client discussion.

After the lease is executed, the attorney (or the client, at the attorney's direction) can scan the final document so every important date is captured and set as a reminder at the timing the user chooses. The brief remains a supporting tool; all legal conclusions stay with counsel.

Key Bonus — Faster Triage, Clearer Client Deliverables

The intelligence brief gives the attorney a structured starting point in minutes instead of an hour or more of initial reading. For package or a la carte work, this means the majority of the organizational review is done quickly, so the attorney's expertise is applied to fine-tuning and quality control. Issues are prioritized, negotiated points are easier to verify, and the client receives both legal comments and a clean summary of dates and dollars. Reminder timing stays under user control so notices, renewals, and rent steps surface when action is useful.

Result: Initial triage that previously took 60–90 minutes is organized in 4–5 minutes. The attorney spends time on legal analysis and strategy. The client receives a clearer, faster path from draft to signed lease, plus extracted dates set as reminders at the chosen lead times. The brief supports—but never replaces—counsel.

Before and After

Before	After
60–90 minutes of initial reading and issue-spotting before substantive review.	Structured intelligence brief ready in minutes as a triage starting point.
Risk of spending early time on lower-priority items.	Material issues prioritized for legal analysis and markup.
Manual cross-check that negotiated proposal points appear in the draft.	Faster confirmation of what carried through and what needs attention.
Client discussion starts while the attorney is still organizing the document.	Client discussion starts with a clear agenda and extracted dates and dollars.
Post-signing date extraction handled manually or deferred.	Critical dates extracted and set as user-timed reminders.
Tool perceived as potential replacement for counsel.	Positioned and used strictly as a first-pass aid; legal judgment remains with the attorney.

What the Brief Surfaced in This Scenario

- Operating-expense provisions broader than the landlord's typical standard, including less favorable audit and exclusion language.
- A renewal notice period that was shorter than the client's stated internal decision timeline.
- Restoration and surrender obligations that appeared wider than the negotiated work letter had contemplated.
- An expansion option with a narrow exercise window and limited landlord flexibility on location.
- Clear extraction of commencement, rent commencement, option, and notice deadlines for the client summary and calendaring.

How the Attorney Used LeaseGuideAI

The attorney reviewed the intelligence brief, added two legal notes on indemnity and default provisions the brief had flagged for attention, and used the prioritized list as the outline for the formal markup. The extracted dates and dollars became the one-page client summary attached to the comment letter. Total time from upload to a usable triage brief: under 10 minutes.

After the lease was signed, the final document was scanned so every important date was captured and set as automatic reminders at the lead times the client and attorney agreed upon. The attorney retained the brief as a reference; all legal advice and final recommendations remained the attorney's.

The attorney now uses the same workflow on subsequent LOIs and drafts. Clients receive faster, more organized first feedback, and critical dates are calendared at the right time without adding manual tracking burden to the legal team.

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 and all legal advice remain the responsibility of qualified commercial real estate counsel.