

Key components of the role	Leasing Manager		CRE Valuation Advisor		Accounting Specialist		Key benefits across roles
	Current tasks (2020)	Future tasks (2023)	Current tasks (2020)	Future tasks (2023)	Current tasks (2020)	Future tasks (2023)	
Automation of certain tasks	<ul style="list-style-type: none"> <li>- Prepare and maintain physical lease contracts and invoices</li> <li>- Manually enter and extract lease data and manage on disparate systems</li> </ul>	<ul style="list-style-type: none"> <li>- Create and maintain digital lease contracts</li> <li>- Manage integrated digital lease data using cloud-based software</li> <li>- Manage automated invoicing and lease data abstraction</li> </ul>	<ul style="list-style-type: none"> <li>- Conduct physical property inspection and manually document the details</li> <li>- Prepare valuation reports on paper or spreadsheets</li> <li>- Fill back-up data like demographics, comparable properties etc. into the report</li> </ul>	<ul style="list-style-type: none"> <li>- Conduct virtual inspection using geospatial platforms and use mobile apps for physical visits to centrally store the data</li> <li>- Automate generation of valuation reports and autofill background data</li> <li>- Provide more reliable and real-time valuation</li> </ul>	<ul style="list-style-type: none"> <li>- Collect and sort actual bills and checks</li> <li>- Enter daily ledger entries into the system</li> <li>- Reconcile accounts and bank statements</li> <li>- Create recurring and ad-hoc reports on standard timelines</li> </ul>	<ul style="list-style-type: none"> <li>- Enter digitized source documents of bills and checks</li> <li>- Automate ledger entries, reconciliation, reporting, and compliance checks</li> </ul>	<ul style="list-style-type: none"> <li>- Enhanced efficiency and productivity</li> <li>- Simplification of tasks</li> <li>- Improved data accuracy</li> <li>- Additional time to perform higher order tasks</li> </ul>
Emphasis on analyses and insight generation	<ul style="list-style-type: none"> <li>- Interpret and share lease information and analysis on spreadsheets</li> <li>- Share lease and market information with internal departments</li> </ul>	<ul style="list-style-type: none"> <li>- Conduct predictive analytics and identify opportunities for lease optimization</li> <li>- Draw insights from sensor data to improve building management</li> <li>- Work with sales team to promote properties and with legal team to vet lease documents</li> </ul>	<ul style="list-style-type: none"> <li>- Gather data on traditional variables from internal or third-party databases</li> <li>- Perform competitive analysis of rents, market value of similar properties etc.</li> </ul>	<ul style="list-style-type: none"> <li>- Utilize AI-assisted valuation models that combine and analyze sensor and other alternative forms of property and market data</li> </ul>	<ul style="list-style-type: none"> <li>- Manually compare and analyze work orders, invoices, and payments</li> </ul>	<ul style="list-style-type: none"> <li>- Leverage AI and data analytics to identify irregular expenses and raise flags for review</li> </ul>	<ul style="list-style-type: none"> <li>- Deeper and forward looking insights</li> <li>- Risk mitigation</li> <li>- More nuanced, informed, and faster decision-making</li> </ul>
Strengthening tenant/client engagement	<ul style="list-style-type: none"> <li>- Follow-up on rent payments with tenants</li> </ul>	<ul style="list-style-type: none"> <li>- Be the single point of contact for tenants and enhance engagement and service</li> </ul>	<ul style="list-style-type: none"> <li>- Provide valuation report to clients, as per the agreed timeline</li> <li>- Manage regular communication with clients and resolve queries</li> </ul>	<ul style="list-style-type: none"> <li>- Advise clients on asset strategy based on valuation forecasts</li> <li>- Perform risk modelling and advise clients on wider risks associated with a property</li> </ul>	<ul style="list-style-type: none"> <li>- Provide relevant accounting information to internal clients and stakeholders</li> </ul>	<ul style="list-style-type: none"> <li>- Partner with internal clients and stakeholders on accounting treatment and help forecast income, expenses, and budgets</li> </ul>	<ul style="list-style-type: none"> <li>- Learning and exposure for employees</li> <li>- Increased synergy within teams</li> <li>- Stronger relationship with clients</li> </ul>