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Sage Intacct Real Estate



Sage

WELCOME

Today's Presenters



Todd Bowsby

Senior Manager
Technology Consulting



Dom Pernai

Development Partner
Sage Intacct Real Estate



Learning Objectives

Identify the market potential

Understand the solution we're offering

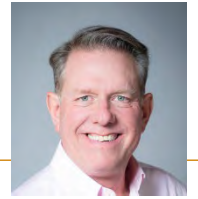
Set a priority for tracking your property/asset information

Create a list of important lease information to be tracked (rent increases, renewal options, certification of insurance requirements)

Create leases and add user-defined information where needed



Industry Overview

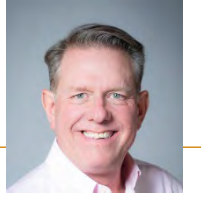


REAL ESTATE

One of the largest industries in North America

- Real Estate is a **multi trillion-dollar business**
- Broken down by **segments**:
 - Multi-family (~23 million units)
 - Commercial
 - Office (~ 12 million sq ft)
 - Industrial (~ 24 million sq ft)
 - Retail (~ 17 million sq ft)
 - Other
- Almost **10,000 firms** that own / manage real estate assets
- Assumption:
 - 1 user per 500,000 sf for office and retail = > 58,500 users
 - 1 user per 1,000,000 sf for industrial and flex = > 26,500 users
 - 1 user per 500 units multi-family = > 45,000 users

Property Type	Square Footage
Office	12,058,379,264
Industrial	23,851,606,671
Flex	2,907,635,121
Retail	17,336,105,191
Health Care	2,634,773,693
Hospitality	2,556,726,260
Mixed-Use	107,651,632
Multi-Family	22,643,500,000
Specialty, Sports & Entertainment	
Totals	84,096,377,832



Market

Commercial

- Tracking all the details for the most complex leases and making it look easy
 - Office – Rent Steps & CAM reconciliations
 - Industrial – From triple net to gross leases
 - Retail – Percentage rent
 - MOB's – Tracking ownership issues in spaces

Residential

- Knowing what residents are where and when to contact them about renewal scenarios
 - Market Rate – All things conventional
 - Affordable Housing – Tracking assistance payments
 - Condo – Tracking special assessments



Audience by Operator Type

- **Owner / Operator**
 - Includes Family Office
 - Long-term investment strategy
- **Developer**
 - Short- or long-term investment strategy
 - Economy may create change in strategy
 - Financial statements may reflect three stages of development
 - Each phase of investment lifecycle may be a separate entity
- **Fee Manager**
 - Manages property for a third party
 - May be an internal organization or an arm's length manager
 - Fee usually based on income
 - Liaison to owner and tenant and owner and vendor
 - Regulated by each state and licensing required



Finance Report

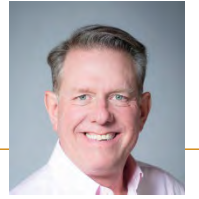
Summary



- America
- Japan
- France
- Newzealand
- Australia



Product Overview



Sage Intacct Real Estate

- This comprehensive system is built to work for you. From an intuitive user interface to a state-of-the-art design, this is a system you will enjoy using. It is organized by the type of functions you need to use and can execute quickly.
 - Setup
 - Property, Units, Tenants/Residents
 - Tasks
 - Managing Leases, Generating Charges, Late Fees, Recoveries and more
 - Reporting
 - Rent Rolls, Lease Expirations, Move In Management



Lease Structure

- Building our product on a lease-based structure allows Sage Intacct Real Estate to support many scenarios:
 - Subleased spaces
 - Expansion of premises with different base year, stops, caps, etc.
 - Roommates
 - Lease options



The screenshot displays the 'Edit Lease' interface in Sage Intacct. The breadcrumb trail shows 'Sage | Intacct | Zone220MPP-CRE'. The main menu includes 'Main Menu'. The current page is titled 'Edit Lease' and has several tabs: 'General' (selected), 'Recurring Charges', 'Late Charge Fees', 'Checklist', 'Deposits', 'Insurance', and 'Options'.

Property / Lease Info

Property	Lease Name *
220 West Washington	Messier Steckman

Rental Info

Tenant

Messier Steckman	Search	Refresh
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+ Add new

Unit

Suite 1500	Search	Refresh
Space 230	Search	Refresh

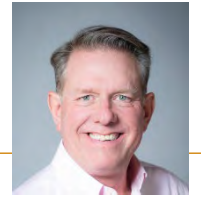
+ Add new

Dates / Status

Important Dates

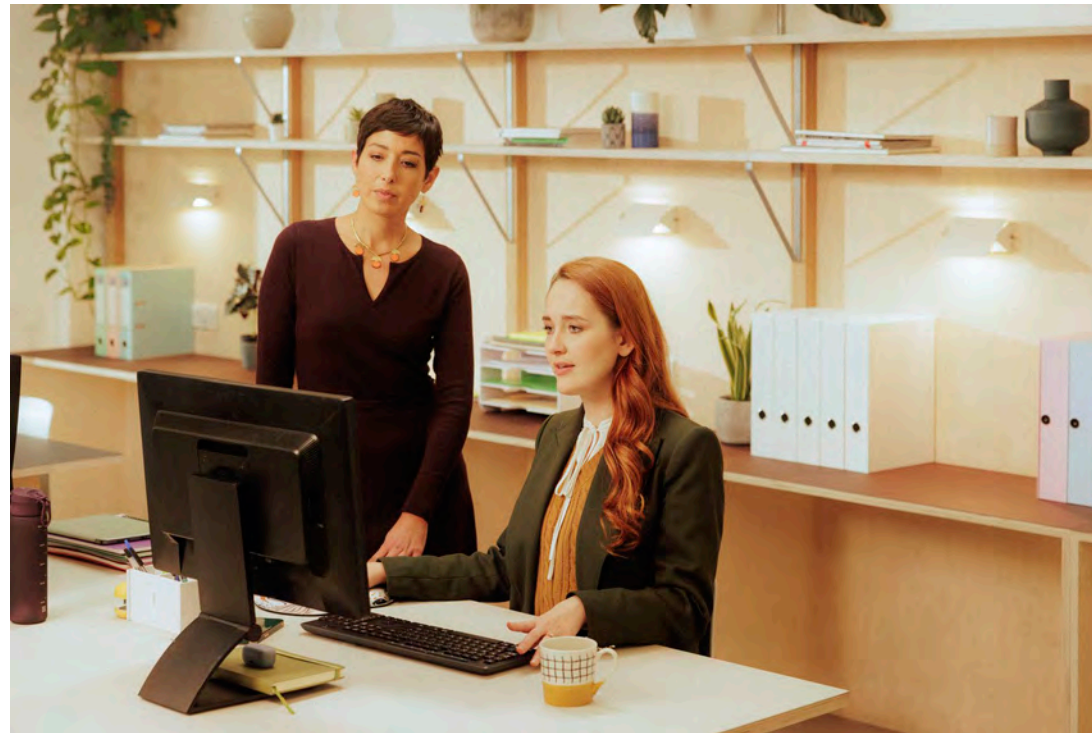
Lease Start *	Lease End *	Lease Move In *
04 / 01 / 2016	03 / 31 / 2025	04 / 08 / 2016

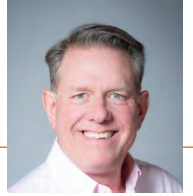
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SAGE INTACCT REAL ESTATE

Let's Take a Look





Upcoming Releases

Nov.

Lease
Renewals

Feb.

CPI
Increases

May

Portal
Reporting





Thank you for attending
Additional Questions?

Reach out to us!

Experts@armaninoLLP.com