

KENNEDY WILSON

# Making Faster, More Informed Decisions & Increasing AUM With VTS

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Kennedy Wilson is a publicly traded, global real estate investment firm, focusing on office and multifamily properties in the Western U.S., U.K., and Ireland. The firm has been in business for over 30 years and has 516 employees working in 26 global offices. The firm sees technology as the way of the future and believes platforms like VTS enable its teams to make the best possible decisions in real time – increasing their competitive edge and helping them deliver on their fiduciary obligations to shareholders.

“Whether you’re trying to get a lease done or buy an asset, it’s not always the highest price or the person who is willing to pay the most. In a lot of cases, it’s how fast you can move... The impact of VTS on the deal cycle? It speeds everything up.”



**Evan Kantor, Managing Director – Commercial Investments**  
Kennedy Wilson

**ASSET TYPE**

Office, Retail, Industrial,  
Multifamily, Residential, Hotels

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**PORTFOLIO SIZE**

\$16B Assets under management

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**REGIONS**

Western U.S., Europe

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**BROKER MODEL**

Third-Party Brokers

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Kennedy Wilson is a publicly traded, global real estate investment firm with over \$16 billion in assets under management. It focuses on acquiring, enhancing, and scaling undervalued office, retail, industrial, hotel, multifamily, and residential assets in select high-growth markets. As a powerhouse in the world of commercial investing, the firm holds a deep commitment to delivering value to its clients and shareholders through making responsible, informed decisions as quickly as possible.

To uphold this commitment, Kennedy Wilson began looking for a technology solution that would enable it to increase investment returns. The team realized that a system which enabled them to capture accurate, real-time data would help them make better decisions at the property, portfolio, and fund levels, ultimately giving them a strong competitive advantage and increasing AUM. That’s where VTS came in.

# WHY KENNEDY WILSON NEEDED TO TRANSFORM ITS APPROACH TO LEASING & ASSET MANAGEMENT



## INCREASED PORTFOLIO TRANSPARENCY

Kennedy Wilson needed a more seamless, central solution to store the information, documents, and metrics required by senior team members to review and approve deals. Prior to VTS, executives were informed about the deal's history, the metrics behind it, and its comparison to the asset's original underwriting by other team members, which added time to the approval process.



## OPPORTUNITIES FOR ENHANCED LEASING COMMUNICATION

Deal updates from brokers were not shared in real-time, rather they were circulated by brokers about 10 minutes before the weekly leasing call. As a result, instead of discussing strategy and making decisions, meetings were spent reviewing spreadsheets to understand the status of deals in progress.



## DATA MANAGEMENT IMPROVEMENTS

Accurate, real-time data has helped prevent mistakes caused by human error and improved Kennedy Wilson's data management processes. Simple regular updates like stacking plans and rent rolls are now built into quarterly reports and presented to the chairman, CFO and ultimately, the Wall Street analysts determining the value of the firm's stock.





**“We believe having VTS as a platform helps us make more informed decisions and spend more time making money than creating spreadsheets.”**

**Evan Kantor, Managing Director – Commercial Investments  
Kennedy Wilson**

# TRANSFORMING THE LEASING AND ASSET MANAGEMENT PROCESS AT KENNEDY WILSON

Using VTS, Kennedy Wilson has enhanced the quality and transparency of its data, allowing the team to streamline their leasing processes and make faster, more informed decisions.



## ACCELERATED DEAL CYCLES

**41% ↓**  
in average days from proposal to executed lease

Kennedy Wilson's entire leasing process is now managed in VTS, increasing transparency and speeding up deal cycle times. All team members can instantly understand the progression of any deal, from proposal, to LOI to lease, allowing them to make more informed decisions and approve deals faster. And with the VTS mobile app, this information can be accessed from anywhere.



## INCREASED CONVERSION RATES

**1.5X**  
deal conversion rate improvement

Kennedy Wilson's approach to managing its deal pipeline is now far more efficient. Every broker is trained on VTS, and with prospect information shared before leasing meetings, this time is now spent talking about deals that are actionable, strategically moving them through the pipeline, removing barriers, and analyzing the competition.



## ONE SOURCE OF ACCURATE, REAL-TIME DATA

**0.9 days**  
average time for updates to be entered into VTS

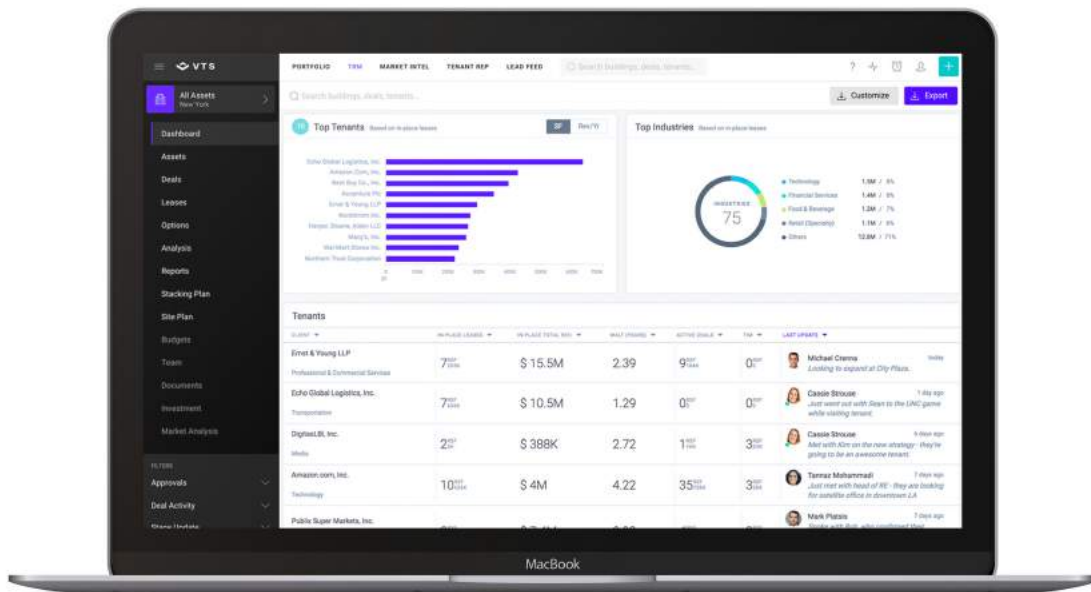
As opposed to being managed by multiple people in disparate accounting and property management softwares and spreadsheets, Kennedy Wilson's data is now centralized in VTS. The team has a single source of clean, consistent, and real-time data that enables them to make more informed decisions that increase returns, faster.



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

Discover how, like Kennedy Wilson, you can increase portfolio visibility, accelerate lease transaction lead times, and create a single source of clean, accurate data, 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 and unlocking real-time insights – enabling them to convert leads to leases 41% faster and build informed, data-led asset management strategies.

The VTS platform manages 10 billion square feet and a user base exceeding 34,000, and boasts an impressive client roster that includes top names such as Beacon Capital, Blackstone, LaSalle Investment Management, Hines, Boston Properties, JLL and CBRE. One in every three commercial office buildings in the US is managed using VTS.

