

Leverage the power of

KNOWING

CORPORATE & RETAIL TENANTS



Do what you've never been able to do before

Commercial real estate leased for business is one of your largest corporate expenses. It's critical for success, but it's also complex and time-consuming to manage. Plus, changes to lease accounting standards add new compliance burdens and stress to your financial reporting.

Dealing with incomplete, inaccurate or out-of-date data can lead to costly errors and poor decisions when it comes to questions like:

- **Do we have the right amount of office or retail space?**
- **How do we drive efficiencies and cost savings?**
- **Are we keeping up with changes that impact our balance sheet?**

Now more than ever, leaders in real estate, accounting and business units need the most collaborative applications combined with the most current and comprehensive market information for what's ahead.



Only CoStar delivers such a powerful combination of **information and technology**

Optimize real estate portfolios

Evaluate comprehensive market data and manage co-tenancy requirements. Score and prioritize actionable leases and locations. Perform analysis and make the most informed and strategic decisions.

Drive cost savings

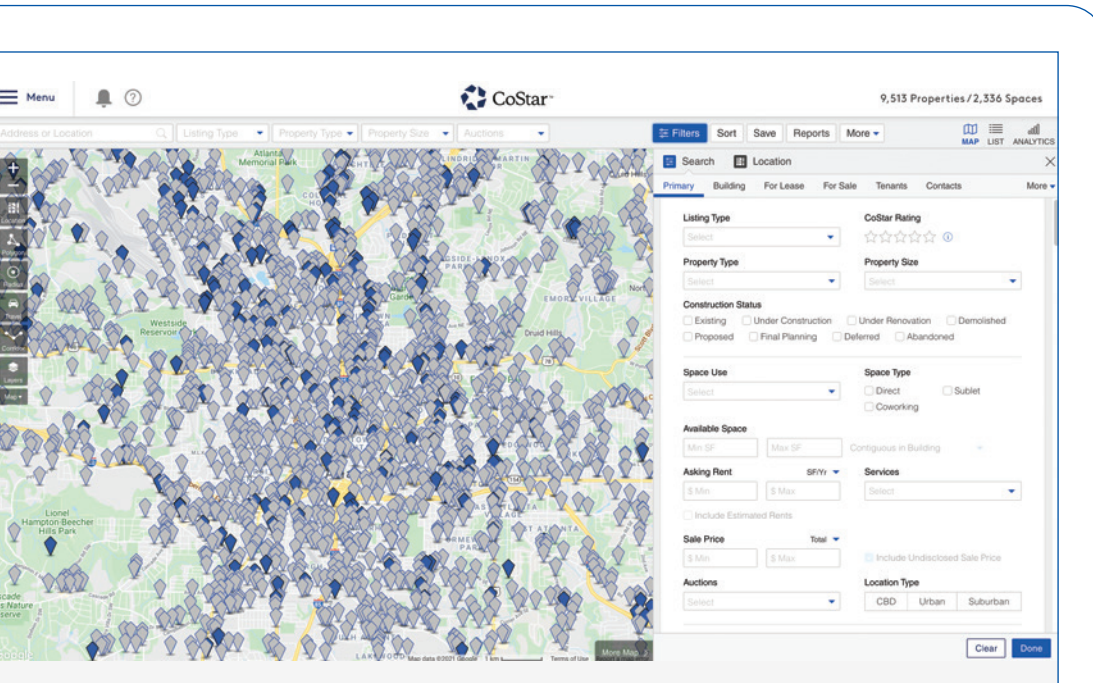
Analyze market activity. Leverage data and analytics for deal negotiations and expense forecasting. Eliminate information silos, lost time and unnecessary expenses. Create and track project budgets.

Achieve lease accounting compliance

Comply with ASC 842 and IFRS 16 lease accounting standards. Save hours in month-end close. Integrate with critical business systems. Generate disclosure reports in clicks, not days.



The most comprehensive **market information** with the most **collaborative management** applications

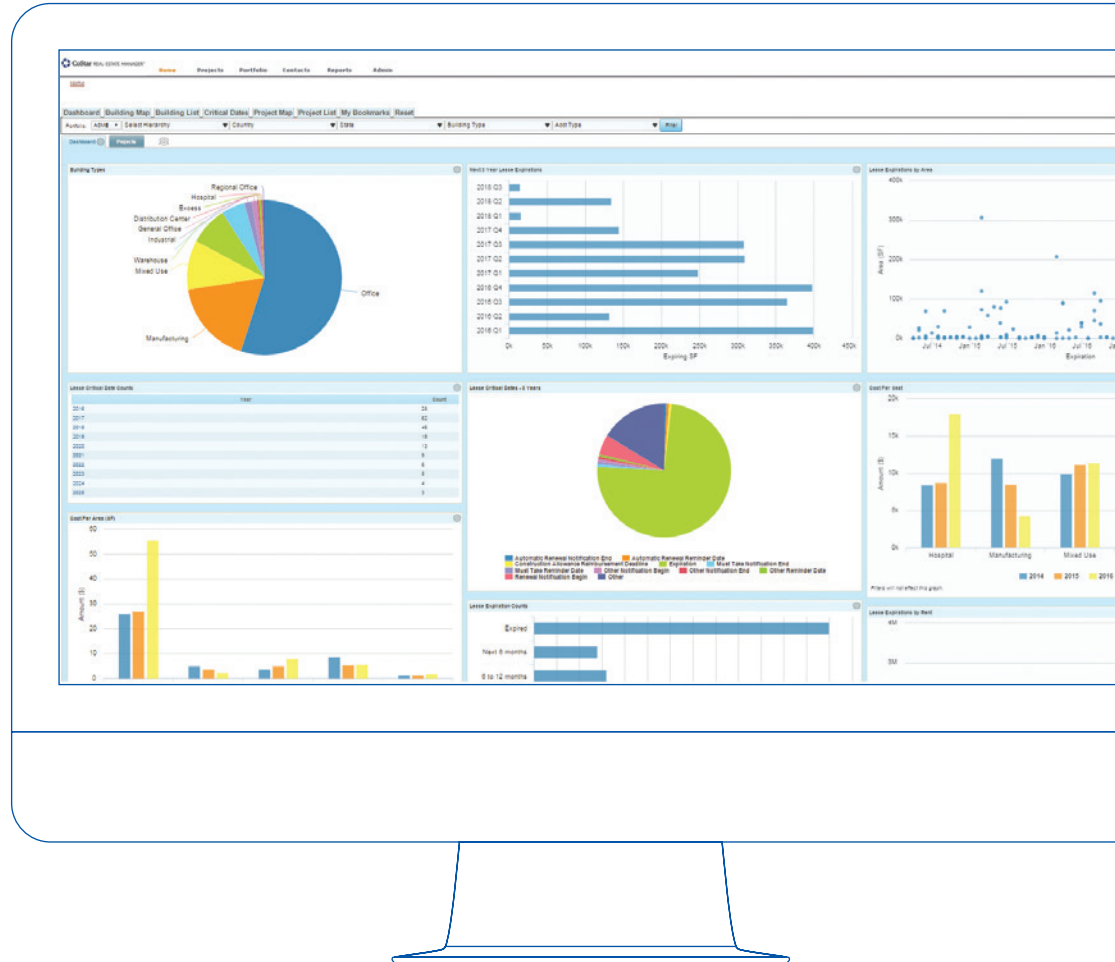


CoStar market information

- **Market analytics**
Analyze performance and trends, forecast rents and growth, then leverage data for deals.
- **Lease and sale comps**
Review fully vetted market rents, estimated cap rates, and perform FMV analysis.
- **Lease analysis**
Compare and evaluate financial implications of multiple lease proposals from landlords.
- **Properties**
Research comprehensive inventory for availability, floor plans, cost, brokers and more.
- **Tenant rosters**
See competitor information and lease expirations, plus manage co-tenancy requirements.

CoStar management applications

- Lease accounting**
 Confidently report on real estate and equipment leases to meet ASC 842 and IFRS 16 guidance.
- Lease administration**
 Streamline accurate payments, manage critical dates and make informed leasing decisions.
- Portfolio planning**
 Analyze and score location performance to optimize portfolios and create cost savings.
- Projects and construction**
 Manage schedules, budgets and vendors to open locations or occupy space faster.
- Transaction management**
 Collaborate with stakeholders and optimize deal value throughout deals.



CoStar provides **powerful solutions** for all phases of commercial real estate leased for business



Strategic
planning



Execution



Portfolio
operation



Lease
accounting





Strategic planning

Budgeting and analysis

Understand and meet space needs of the business. Forecast future capital spend. Prioritize actions based on expected organizational impact.

CoStar Market Information

- Research competitors per market and receive automated notifications when changes occur.
- Evaluate key markets for renewal, expansion, consolidation or disposition opportunities.
- Leverage analytics reports to understand forecasts related to real estate market fundamentals, economic forecasts, employment growth and other key demographic information.

CoStar Management Applications

- Manage property level strategy, expected capital outlays and future year plans.
- Run consolidated reports across the portfolio to summarize plans for markets, business units or specific time frames.
- Understand headcount and capacity metrics for each location.



Execution

Transactions and projects

Secure or dispose of space. Collaborate across internal and external stakeholders. Report on planned versus actual timelines and spend.

CoStar market information

- Search for new locations to meet business needs and budget.
- Analyze market conditions, determine options and negotiate new or renewal deals.
- Research professional directory for the most active brokers in various markets.
- Market properties for sub-lease by adding lease listing details to CoStar.

CoStar management applications

- Access current inventory of real estate transactions and projects.
- Collaborate across internal and external stakeholders.
- Manage key milestones and approvals.
- Track project budgets for forecasted and actual spend.



Portfolio operation

Lease administration and rent payments

Provide organizational visibility to critical information. Automatically make monthly rent payments to landlords. Curate and prioritize actionable portfolio leases.

CoStar market information

- Report on key property attributes not included in lease agreements.
- Locate tax parcel IDs, public record data and assessed tax values.
- Understand building occupancy and key tenants.
- Manage co-tenancy requirements related to shopping centers and malls.

CoStar management applications

- Manage and maintain all lease and property information plus related documents in a secured database.
- Review and approve all lease and property payments – paying the right amounts on time.
- Report on key dates to trigger actions related to lease expirations and upcoming option decisions.



Lease accounting

Month end close and financial reporting

Calculate balance sheet impact of leasing decisions. Process monthly journal entries. Report accurate financial disclosures.

CoStar market information

- Leverage Sales and Lease Comps reports along with current market rents and estimated cap rates to produce Fair Market Value (FMV) analysis.

CoStar management applications

- Calculate US GAAP and IFRS balance sheet impact for new leases and lease modifications to comply with ASC 842 and IFRS 16 guidance.
- Review, approve and export journal entries related to leasing activities.
- Eliminate double work with seamless integration of lease administration data.
- Produce required financial disclosures and forecasts using standard reporting outputs.
- Satisfy auditors quickly with reports that include built in supporting details.



Solutions for

Commercial Real Estate Executives, Portfolio Planners,
Project Managers, Deal Makers and Lease Administrators

Accounting and Financial Executives, Controllers and Managers

Business Unit Executives and Capital Planners

MORE THAN
4.5K
EMPLOYEES AND
RESEARCHERS

MORE THAN
6M
PROPERTIES
TRACKED

MORE THAN
\$1.5T
TRACKED
TRANSACTIONS

MORE THAN
1M
LEASES
MANAGED

MORE THAN
\$500B
IN ASSET
VALUE ADDED

MORE THAN
\$3B
IN MONTHLY
RENT PAID

Research is what we do

Research is our passion and the foundation on which we've built the richest, most valuable portfolio of tenant, sale comp, lease comp, field and aerial information, imagery and analysis in the industry. Our investigative team of more than 1,300 researchers gathers the data our clients rely on to make confident and profitable choices. Working across markets and submarkets, from the road and in the air, we dig deep—making the calls, tracking the values, profiling the tenants, identifying the true owners, creating the relationships and connecting the dots in order to tell the full story.

Combine that with our integrated platforms that are used—and fueled—by the industry professionals themselves. Commercial real estate decision makers use CoStar Group's platforms—including Apartments.com and LoopNet—to update their listings, connect with peers and close deals. Those transactions only make our research engine more powerful.



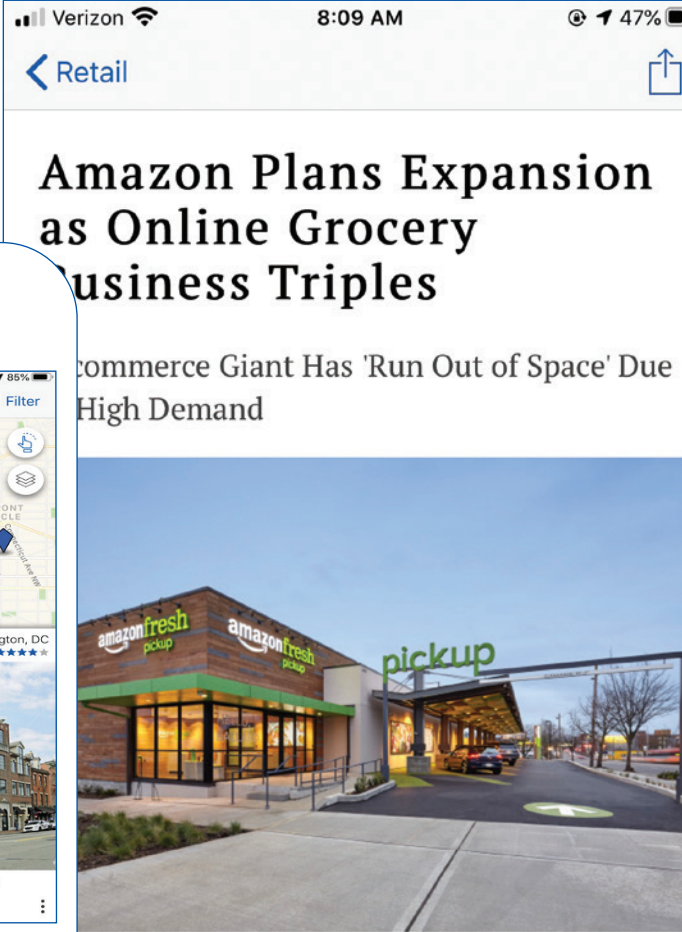
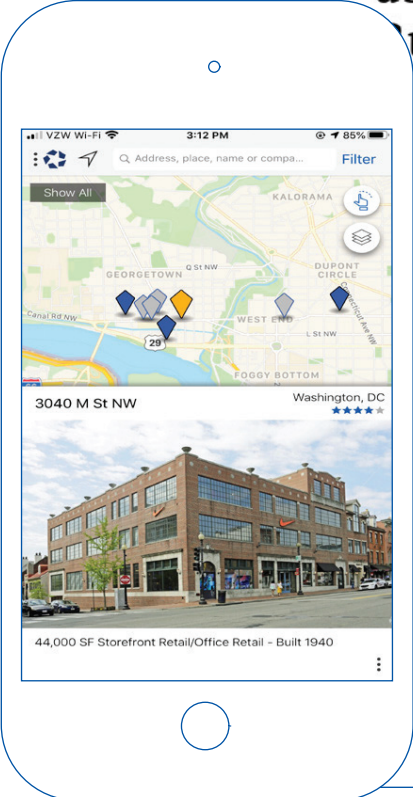
News and mobile app

Commercial real estate news

CoStar's award-winning news team delivers the most up-to-date information on the events that shape and influence the commercial real estate industry. Our team spans markets throughout the country to research and pursue stories that may impact your business.

Take CoStar with you

Access CoStar information wherever your business takes you. Available on smartphones, tablets and wearable devices through iOS and Android, CoStar mobile enables unhindered access to all aspects of CoStar whether you are at home, on the road or touring properties.





Let us show you what all CoStar can do

Contact us today to schedule a demonstration of our corporate and retail tenant solutions.



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