

Transaction Management

A New Era of Corporate Real Estate

Accelerating Growth in Highly Innovative Industries

As businesses navigate their unique ESG missions, corporate real estate leaders are tasked with tracking their physical footprint's impact on core goals and overall corporate impact.

ESG principles are becoming a significant determinant of how executives think about transactions and a portfolio. By deploying evolving location strategy principles and innovative intelligence tools, a business can determine if its current footprint even allows it to meet these core objectives. If not, then these same tools can be used to identify alternative markets and sites which may prove advantageous for the future.

» View the full Hickey report for more information.

FROM	To New Thinking & Leadership	Thesis & Research Foundation, Justification
Site selection	Situational selection, holistic place-making, stakeholder focus	Geography, ESG, demographics, geopolitics, community/social issues, shift from shareholder focus
Portfolio real estate database	Portfolio ESG, compliance, and performance database	Newly released RICS International Building Operation Standard, SEC climate reporting metrics
Green buildings	ESG performance portfolio	Company ESG strategy alignment
Cost reduction	Cost justification	Markets analyses of pricing trends by property types
Static labor analytics	Labor/DEI predictive modeling	Migration patterns of US post pandemic, employee attitudes
Dispersed industry locations	Increasingly industry clustered based on talent	Developing metro, state, global hot spots by labor for industries and investment
Globalization	Regionalization, near-shoring	Geopolitical shifts, global FDI, transportation route security
Just-in-time supply chain	Just-in-case supply chain	Breakdown in global transportation, segmented supply chains, and trade relations
Network efficiency	Network risk and resiliency, logistics optimization	Reduction of risk to customers, supply chain, where make/buy
Energy availability	Energy usage, efficiency, renewable energy availability	Carbon footprint analyses
Average weather characteristics	Climate based risk assessments	Analytics on event occurrence, natural resource availability
Social/Political unity	Social/political divisiveness	US States' divergence of social issues - abortion, gun control, etc
Community indifference	Community activism	Social media, NIMBY
Incentive programs	Bigger incentive programs - potential for existing portfolio	US CHIPS and IJA legislation
CRE reacts	CRE predicts	New predictive trend analytics for portfolio planning
CRE staff	CRE Influencers	Real estate moves beyond physical site and building - significant labor/tech analytics

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