

Commercial brokerage
Lee & Associates
relies on LandVision™
to help their real
estate professionals
in North America
become experts in
their local markets.



Success Story
North America



COMMERCIAL REAL ESTATE



PROBLEM

Finding property ownership details and accurate, credible contact information was a significant challenge.



SOLUTION

LandVision provides complete ownership information and visualizes all of the other data needed to evaluate potential opportunities.



BENEFITS

- **Access Comprehensive Property Information:** LandVision enables brokers to visualize property information, understand ownership portfolios, and contact property owners efficiently.
- **Easily Adopt New Technology:** LandVision is easy to use and ready out of the box, speeding adoption in individual offices and at the enterprise level.
- **Conduct Research on the Go:** With LandVision mobile, brokers can research properties while in the field and sync captured notes or photos when they get back to the office.

Lee & Associates Trusts LandVision to Help Their Brokers Create New Business Opportunities

Lee & Associates offers a broad array of real estate services tailored to meet the needs of the company's clients in each of the markets it serves. Individual offices have used LandVision since 2008. In 2018, the organization expanded access to LandVision to all of its offices across the United States and Canada.

LandVision Connects Brokers With Complete Property Information

Lee & Associates brokers utilize LandVision to prospect, research markets and properties, interface with property owners, and more. The ability to perform all of these tasks within a single application empowers brokers to become local market experts.

"Using LandVision, our brokers are able to get a significant amount of data about a property and use that information to quickly understand how that property fits into the market, where value creation for that property might be, and what tenants it might be most attractive to," says CEO Jeff Rinkov.

LandVision is Easy to Adopt

Lee & Associates prides itself on incorporating technology in any area of its business where it can create value. When Rinkov observed the adoption rate of LandVision within the offices that had purchased the application, he saw an opportunity to expand its use.

"The DMP platform represented a great opportunity – the ability to deploy LandVision company-wide and offer it to every Lee & Associates broker at a great economic and technical value," Rinkov explains.

Conduct Research in the Field with LandVision Mobile

Lee & Associates firmly believes that brokers are more efficient outside of the office, so mobile capability is a requirement of any new technology that the company adopts for broker use.

"We encourage our brokers to be out in the field spending time with their clients," Rinkov says. "When you're with your client and you have a resource as powerful as LandVision, you have the ability to generate a much stronger relationship with your client."



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Over 17,000 commercial real estate professionals rely on LandVision to help them identify off-market opportunities and win more deals.

To see our location intelligence solutions for commercial real estate or request more information, visit www.digmap.com/commercial-real-estate.