

Commercial real estate brokerage NAI Shames Makovsky depends on LandVision™ to optimize property and owner research.



COMMERCIAL REAL ESTATE



PROBLEM

Brokers lacked an efficient method for gathering property research data and were unable to get a complete, reliable overview of their market.



SOLUTION

LandVision empowers brokers with complete, accurate property data in one application, helping them discover more opportunities and land more deals.



BENEFITS

- **Land Clients With Compelling Data:** Come to client pitches prepared with complete owner portfolios and accurate, comprehensive market data.
- **Develop Efficient Workflows:** Save brokers and land research teams valuable time with access to reliable property data all in one application.
- **Achieve Immediate Results:** Access actionable data about your market the same day you begin using LandVision.

## LandVision Helps Brokers at NAI Shames Makovsky Win More Deals Using Complete Ownership and Property Data

NAI Shames Makovsky offers brokerage, property management, investment, and development services. Operations Manager and Marketing Director Deb Stevens shares why the company relies on LandVision to provide brokers critical information to identify and close profitable opportunities.

### Land Clients with Compelling Data

Stevens' team uses LandVision to look up ownership and property information, conduct demographic searches, leverage aerial map views, and visualize points of interest within a specific area. LandVision helps brokers at NAI Shames Makovsky effectively pitch and land new clients.

**"Your greatest advantage in CRE is market knowledge. We have more credibility with owners because we speak to exactly what they need,"** says Stevens. **"LandVision gives my brokers an advantage in their research."**

### Develop Efficient Workflows by Working in a Single Application

LandVision helps NAI Shames Makovsky streamline their property research workflows by eliminating the need to switch between applications to access the necessary information.

"Before LandVision we used two products to access property information," Stevens explains. "The whole process wasn't very user-friendly or efficient. LandVision gives us all of the information we need all in one place."

### Benefit from Ongoing Support for Your Team

Stevens' team was up and running with LandVision the same day their account was opened. Stevens appreciates the responsiveness and diligence of the DMP Customer Success team, noting that she no longer has to worry about maintaining data because everything is taken care of by DMP.

"I have a couple of highly tech-savvy senior brokers using LandVision, and the application has helped them perform major research that we didn't have the capability of doing before" says Stevens.



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

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