

LandVision™ helps brokers at Hayes Commercial Group quickly identify profitable real estate opportunities.



Success Story
Santa Barbara, California



COMMERCIAL REAL ESTATE



PROBLEM

Property research required brokers to collect information from various sources, a time-consuming process that often produced inconsistent data.



SOLUTION

LandVision delivers complete, consistently updated property data in one application, saving brokers time and empowering them with accurate information.



BENEFITS

- **Uncover Profitable Opportunities:** Viewing robust property data on a digital map reveals new market opportunities.
- **Save Brokers Time:** Research is more efficient with complete, accurate property data contained within one application.
- **Achieve Immediate Results:** Start using LandVision right away for a stronger understanding of your market.

LandVision Streamlines Property Research and Owner Outreach for Hayes Commercial Group

Hayes Commercial Group is a real estate company committed to data-driven solutions that provide their clients with accurate, insightful market analysis. Broker Associate Rob Adams, CCIM shares how the company uses LandVision to deliver results.

LandVision Helps Commercial Brokers Land Deals

Brokers at Hayes Commercial Group use LandVision to access ownership information alongside parcel data, including last market sale date and last transfer date.

"The transfer date is important because it could denote a change within ownership, and this could be a clue to a new opportunity," says Adams. "The owner portfolio is invaluable for us because we are able to learn what else a person or entity owns. Cold calls are much more effective when I can speak intelligently about an owner's portfolio."

LandVision is a One-Stop Solution for Property Research

Prior to using LandVision, the company would gather property data from multiple different sources. Now Adams can quickly gather information from anywhere, including when he's out in the field, by using the LandVision mobile application.

"LandVision saves me considerable time by efficiently packaging several steps that I used to go through to find the same information," Adams explains. "In the past, I'd have to look up ownership on a parcel, go to the title company, and then use Google Maps to look at the properties on a map. Now I can do all of that in LandVision."

LandVision Delivers Immediate Results

Adams evaluated other applications similar to LandVision, but LandVision's depth of functionality and ease of use set it apart from the rest. Brokers at Hayes Commercial Group were able to start seeing results immediately after onboarding LandVision.

"When I was looking for a solution to help me, I didn't find another tool that packaged together so many steps into such an easy, powerful solution," Adams says. "As soon as we made the decision to use it, people on our team were up and running right away."



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