



New cycle, new tools: How Yardi streamlines the acquisition process

TOPICS EXPLORED IN THIS YARDI EBOOK

- CRE investment activity rebounds
- End-to-end deal management solution
- How experts leverage it
- Connected deal workflows
- Access to real-time Yardi market intelligence
- Tap into the Yardi Ecosystem
- Revisit past deals
- How Yardi helps



CRE INVESTMENT ACTIVITY REBOUNDS

As CRE market momentum returns, **approval cycles** are slowing and **deal complexity** is rising. Acquisition teams must evaluate a higher volume of opportunities, adjust assumptions quickly and price opportunities strategically.

CRE momentum rebuilds

In 2025, the signs for **commercial real estate investors** were largely encouraging. Total **transaction volume** reached nearly \$500 billion, according to CBRE, up from \$400 billion in 2024.

Capital markets also showed renewed activity. CBRE's Lending Momentum Index **increased by 112% year-over-year** in Q3 2025, the highest level since 2018. The Mortgage Bankers Association projects a 27.1% year-over-year increase in CRE mortgage lending in 2026.

Market fundamentals stabilize

Fundamentals also strengthened across key commercial sectors. **Office vacancy** decreased by 140 basis points year-over-year to 18.4% by the end of 2025, according to Yardi Research Data.

The industrial sector continued to be a solid performer, with 2025 marking its **strongest year for sales** since 2022.

Equally significant was the shift in industry sentiment. At the start of 2025, 50% of CRE Finance Council survey respondents expected fundamentals to worsen over the next 12 months. By year-end, **views had stabilized**, with 51% **expecting improvement**.

Despite signs of stabilization, challenges in penciling deals remain, as asset pricing and capital costs continue to realign.

A photograph of three men in business suits sitting around a table in a meeting. One man is pointing at a laptop screen while the others look on. The image is overlaid with a semi-transparent dark blue filter.

END-TO-END DEAL MANAGEMENT SOLUTION

Regardless of shifts in the economy or market conditions, real estate companies that fine-tune their **acquisition process** are better positioned to efficiently identify, track and add accretive assets to their portfolios.

Yet, companies that rely on spreadsheets, emails or other processes that require excessive manual data movement are at a disadvantage. These practices make side-by-side property comparisons difficult and risk delays that can scuttle success.

To help investors meet these challenges, Yardi recently released **an acquisition management platform**. The tool, built for any asset class, gives acquisition teams, investment committees and support staff a one-stop shop for all acquisition processes.

The platform integrates specific property characteristics with submarket fundamentals and trends. Yardi developed the solution with an eye toward an eventual **rise in transaction volume** amid resetting property prices and moderating interest rates.

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JACE SWANK
SENIOR DIRECTOR
Yardi

As the market stabilizes, many investment managers are once again actively evaluating a high volume of deals. The challenge is that the pace of incoming opportunities often exceeds the time available for analysis. Tools that help track deals and support preliminary assessment are more than a nice-to-have; they become increasingly essential.



HOW EXPERTS LEVERAGE IT

A growing affordable housing developer was managing its entire acquisition pipeline across **disconnected tools**. Underwriting lived in spreadsheets, deal tracking ran in general-purpose project management app and site selection relied on manual map-based research.

Each team maintained its own files, so there wasn't real-time visibility into where deals stood. This fragmentation created **operational risk**—handoffs were missed, duplicate work persisted and weekly executive reports required hours of manual consolidation.

After adopting Yardi's acquisition management platform, the firm centralized its deal pipeline in **one system**. The platform connected deal sourcing, underwriting, task management and status tracking, providing a real-time dashboard.

Teams no longer needed to toggle between multiple tools and standardized acquisition workflows ensured nothing slipped between stages.



CONNECTED DEAL WORKFLOWS

A key element of [the Yardi acquisition management platform](#) is its **dashboard user interface**, which centralizes deal pipelines and the details needed to support investment decisions. It enables users to access up-to-date property information and the asset's status in the decision-making process.

Those users include **investment committees** that make the final decision on whether to go forward with a deal. Investment committee members can access the system to see where deals sit and review the supporting data.

[Yardi acquisition platform](#) helps investors filter and sort multiple pieces of **real-time information** for each asset, such as age, strategy, purchase price, loan balance, occupancy and rental rates.

It also tracks document collection, underwriting, cash flow forecasting, due diligence and other tasks as acquisition teams submit candidates to a higher level of analysis.

The platform can be customized to include **company-specific workflow** methods and practices, noted Alexander Lewis, Sales Director at Yardi, specializing in investment management technology.

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ALEXANDER LEWIS
SALES DIRECTOR
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There are folks in organizations that may perform one part of a workflow or a specific task that has to be completed. Therefore, having visibility into a centralized pipeline of deals and the status of each one is an important efficiency play, compared to trying to follow a string of emails going back and forth among different team members.



ACCESS TO REAL-TIME YARDI DATA

Real-time **financial and transaction data** provide valuable insight into market conditions and trends, enabling acquisition teams to underwrite and price opportunities with greater accuracy.

The **acquisition software** integrates market intelligence from **Yardi Research Data**, which has collected real estate data and trends across more than 120 U.S. markets since 2009.

Data types in Acquisition Manager

- **Market fundamentals**
 - Lease and vacancy rates
 - Demand drivers
 - Construction activity
- **Financial stability indicators**
 - Trends in operating expenses
 - Loan maturities and changes
- **Investment benchmarks**
 - Comparable investment sales

Competitive advantages the data offers

- **For Acquisition teams**
 - Spot emerging market opportunities
 - Validate underwriting with real data
- **For Asset Managers**
 - Indicate potential for off-market deals
 - Benchmark deals against real market assets

Additionally, **Yardi Voyager** clients can pair internal portfolio data with Yardi Research market intelligence to give acquisition teams deeper insight into pricing, risk and timing, Swank observed.



TAP INTO THE YARDI ECOSYSTEM

Owners and operators who use other Yardi solutions can integrate **the acquisition platform** into their tools to further support dealmaking by centralizing the entire investment lifecycle and eliminating manual data transfers.

Product	Integration capabilities
Debt Manager	Centralizes an organization's debt portfolio with terms and covenants
Investment Manager	Supports fundraising efforts by helping identify the best capital sources
Voyager	Enables accurate sales comparisons with the firm's portfolio and syncs property data across platforms

Visibility into relationships is another benefit of this integration, helping active buyers identify the most engaged brokers and the types of deals they source.

This insight supports building rapport, which could lead to exclusive **access to yet-to-be-listed assets** and **faster execution** in highly competitive deals, Swank said.

Yardi works on leveraging artificial intelligence to **transcribe offering memoranda** and other brokerage documents and link them to the deals in the acquisition platform to further improve efficiency, he added.



REVISIT PAST DEALS

Another benefit of **Yardi acquisition software** is its ability to retain data on assets initially passed over but later reconsidered. When a property returns to the market, users can easily access and update information collected when it first entered the deal pipeline.

"It could be a couple of years before they come back," Swank said. "But the centralized deal management platform makes it very easy to recall the history of those properties, rather than having it trapped in someone's spreadsheet or email."

After years of high interest rates, many owners tested the market in late 2024 but withdrew listings when pricing fell short. As the CRE market enters 2026 with **renewed momentum**, some of those deals are returning amid lower rates and stabilizing leasing fundamentals.

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JACE SWANK
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For acquisition teams, being able to quickly pull up prior assumptions, documents and notes on returning deals jumpstarts a second look and shortens deal cycle time.



HOW ACQUISITION MANAGER HELPS

"Having a **flexible solution** that makes it easy to slice and dice deals could be the difference between winning and losing an asset," Swank declared.

How Yardi helps

- **Efficient deal comparisons** - The platform enables acquisition professionals to compare pipeline deals side by side to identify the best opportunities faster.
- **Faster deal closing** - Built-in visibility into relationships with brokers, lenders and investors helps acquisition teams shorten deal cycles.
- **Informed decision-making** - The tool leverages market insights and a centralized pipeline view to support more confident underwriting and investment decisions.

The benefits to acquisition teams extend across property investment managers of all sizes, strategies and acquisition volumes.

"Each investment management firm is different. Some might look at 10 deals to buy one, while others may consider 100 or 1,000 before deciding. However, they all need a method to efficiently **filter opportunities** to those that make the most sense," Swank explained.

See how **Yardi acquisition software** helps you funnel deals efficiently and win competitive opportunities.

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