

TOP 10 DECISIONS — COMMERCIAL REAL ESTATE

Anonymized. Billions in project volume across development, construction, and property operations. Numbers redacted, order of magnitude preserved.

01

LEASING

Lease renewal pricing and escalations

Weekly · days matter · basis points compound

■ Profit

02

DEVELOPMENT

Change-order pricing and approval

12–25 per project · 14–21 day cycle · six-figure WIP

■ Profit

03

ACQUISITIONS

Underwriting go / no-go

Weekly pipeline · five-day diligence · winners lost to speed

● Decision Velocity

04

CAPITAL PROJECTS

Vendor and GC bid leveling

Monthly peaks · 48–72 hour delay = margin loss

■ Profit

05

PROPERTY OPS

Preventive vs. reactive maintenance dispatch

Daily · reactive premium runs 2–4×

▲ Risk