



# How ALLY REIT Streamlined Deal Cycles by 77% Using Yardi Deal Manager

See how **ALLY REIT** digitised its leasing operations and gained real-time visibility across its portfolio with improved accuracy, speed, and communication with **Yardi's cloud technology**.

**77%**

Reduction in  
Lead-to-Lease  
Cycle Time

**87.5%**

Time Saved  
Accessing  
Lease Data

**20%**

Increase in  
Total Asset  
Value Since IPO

**18%**

Growth in Managed  
Portfolio Area (sqm)  
Since IPO

"By streamlining our leasing and deal management, Deal Manager has resulted in increased productivity. This was achieved through better communication and coordination between brokers and internal teams, as well as the automation provided by its Voyager integration."

**Kaveepan Eiamsakulrat**

Executive Chairman, the Group of K.E.



*“ALLY REIT aspires to be one of Thailand’s top commercial REITs, focusing investments on lifestyle malls. It is Thailand’s biggest diversified REIT that invests in core commercial real estate and has an integrated management and technology backed platform.”*

**Kavin Eiamsakulrat**  
CEO, ALLY REIT

ALLY REIT is a leading investor and operator of community malls and retail mixed-use properties across Bangkok and Thailand. Focused on long-term value creation, the company actively acquires and manages high-quality assets that serve as neighbourhood hubs for lifestyle, shopping and living.

Managed by ALLY REIT Management Co., Ltd., ALLY REIT benefits from KE Group ALLY’s 20+ years of expertise in commercial real estate

development and management. As the lead anchor investor, KE Group ALLY ensures strong alignment and long-term commitment.

Through thoughtful investment and responsible management, ALLY REIT creates lively and sustainable retail mixed-use spaces that deliver both financial performance and positive community impact.





## THE CHALLENGE

ALLY REIT was grappling with high operational costs and limited access to portfolio-wide data.

The company relied on fragmented systems that did not integrate well with its leasing processes, resulting in frequent anomalies in lease data and inefficiencies that disrupted workflow. Staff often found the systems cumbersome and misaligned with business needs, which led to deviations from standard procedures.

The absence of a centralised, real-time view of lease activity made reporting more difficult and

less accurate, hindering the company's ability to respond quickly to market opportunities or provide timely, transparent updates to investors.

ALLY REIT needed a solution that would standardise operations, streamline its transaction management process, and support scalable growth across its asset portfolio.



## THE SOLUTION

*"ALLY REIT can shorten deal cycles with Deal Manager's integrated platform, offering customised management, automated approvals, and comprehensive lease information, reducing manual errors."*

To address these challenges, ALLY REIT implemented **Yardi Deal Manager**, seamlessly integrating with its existing Yardi Voyager platform. This connected solution enabled the company to enhance portfolio-wide reporting and gain full visibility into lease activities in real time.

With Deal Manager, asset managers could now view lease pipelines, track deal progress, and coordinate with brokers through an intuitive interface that required minimal training.

The system's automated approvals, standardised documentation, and easy access to stacking plans provided a single source of truth for all leasing activity.

The tool also significantly improved communication and workflow across internal teams and external agents, creating a unified approach to transaction management that boosted both speed and accuracy.



## THE RESULTS

*"At the click of a button, we have all the data we need with floor plans and full drill-down capabilities into the details. I can see everything related to all lease activity and stacking plans by myself now; I don't have to call other controller – That's a huge time saver by 87.5%."*

**Attakorn Netneramitdee**

*Managing Director - Asset Management, ALLY REIT*

Since adopting Yardi Deal Manager, ALLY REIT has achieved significant operational improvements across its leasing operations. The company has enhanced data visibility, reduced manual processes, and created a more collaborative, digitally enabled environment for both internal teams and external partners. These advances have led to faster decision-making, improved compliance, and measurable growth across its real estate portfolio. By standardising processes, ALLY REIT has not only improved day-to-day efficiency but also positioned itself for scalable expansion and future innovation.



### FASTER DEAL CYCLES

The company **reduced its lead-to-lease cycle time by 77%**, dramatically improving its responsiveness to market opportunities. With streamlined deal workflows and automated approvals, teams can move faster from initial enquiry to signed lease, accelerating revenue generation and reducing friction across departments.



### TIME SAVINGS

Asset managers now save 87.5% of the time previously spent coordinating with colleagues for lease data, thanks to instant access to comprehensive lease and stacking plan information. This efficiency not only frees up staff for higher-value activities but also improves accuracy by reducing dependence on manual handovers and back-and-forth communications.



## COMPANY GROWTH

In addition to improving operational efficiency, the platform has supported the company's growth, contributing to an 18% increase in total managed square metres and a 20% increase in total asset value since its IPO. The increased visibility and faster leasing processes have enabled ALLY REIT to scale more effectively and capture new opportunities across its expanding portfolio.



## AUTOMATION & ENHANCED COMPLIANCE

Deal Manager has provided a 100% paperless process, helping to streamline legal procedures, manage adjustments, and centralise communication using straightforward workflows. With this automation, ALLY REIT has further enhanced compliance and reduced manual effort, ensuring that lease documentation is accurate, timely, and aligned across all stakeholders.

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**Yardi's award-winning solutions are specifically designed for real estate management to help you be Energised for Tomorrow. See how we can help by getting in touch below.**

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**Energised for Tomorrow**

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