2019 Predictions for the New Year: CRE Industry Influencers Chime In
Recently, we asked industry influencers to share which trends were responsible for driving innovation in the CRE industry in 2018. To prepare for what to expect in 2019, we asked those same industry influencers to make their predictions for what to expect in the New Year.

Here, in no particular order, are what some of best minds in commercial real estate operations, CRE Tech service providers, Investors and other leaders of the CRE Tech revolution think you should watch out for in 2019. - You’ll see a consistent theme or 2!
“In 2019 we will see greater use of big data to inform investment decisions as we continue to improve the way data is captured, measured and analyzed in real estate sector.”

Jake Fingert,  
Partner, Camber Creek  
www.cambercreek.com | LinkedIn

“I’m having many conversations with real estate companies about setting up CVCs (corporate VC funds) like JLL Spark. I think we will see several more of these emerge in 2019.”

Andrew Ackerman,  
Managing Director: UrbanTech, Dreamit Ventures  
www.dreamit.com | LinkedIn | @andrewackerman

“In 2019 we will experience an additional billions of dollars poured in to the tech space and those billions will be buying not betting.”

Duke Long,  
Managing Partner, PUR Ventures  
www.dukelong.com | LinkedIn | @dukelong
“There’s still a lot of noise and confusion in the industry with countless new startups and investment trying to get into the CRE Tech space. In 2019, I expect to see frontrunners emerge. I think we’ll see the strongest players who are delivering tangible value creating tools start to build the partnerships and integrations with other technology that will allow a true ecosystem to develop. This will fuel the pace of adoption as building owners find the technology partners they trust and start implementing it across their portfolios.”

Michael Wong, Chief Executive Officer, Genea
www.getgenea.com | LinkedIn

The fragmented CRE tech space will further consolidate on the best of breed solutions, helping the industry move away from mundane manual tasks to a real focus on optimization. Innovative platforms and the use of data science will also help the facilities management profession with its struggle to attract and retain young talent.

Logan Soya, Founder and CEO, Aquicore
www.aquicore.com | LinkedIn | @LoganSoya
“I think we will also see the big tech companies moving into the space. Microsoft has already started with their Azure Digital Twin program and Alibaba is pushing hard into IoT. These innovative companies see value in a space like commercial real estate that still has relatively low technology adoption.”

Franco Faraudo, Co-Founder, Propmodo
www.propmodo.com | LinkedIn | @francofaraudo

“In 2018 we saw increasing demands from building owners for integration across the tech stack. In 2019, I think we’ll see tech providers make progress toward this goal. This will have the dual effects of leveraging more information from what people are already doing in their daily jobs, while producing better strategic and tactical decision-making tools.”

Shaw Lupton, Director of Global Analytics, CoStar
www.costar.com | LinkedIn | @Shawlupton
“In 2019 we will see more combinations of point solutions as platforms begin to emerge and more acquisitions by legacy companies.”

Steve Weikal, Head of Industry Relations, MIT Center for Real Estate
www.mitcre.mit.edu | LinkedIn

“2019 will be the year of mergers and acquisitions in CRETech as the strong get stronger, the growing startups begin to merge to offer a single point of multiple solutions and some of the leading landlords and brokerages begin to get more competitive on the acquisition front.”

Michael Beckerman, CEO, CRE Tech & The New Funnel
www.cretech.com | www.thenewsfunnel.com
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“For 2019, I do think that there will be some mergers and acquisitions. I’m not entirely sure who or what, but it seems like it is coming!”

Sara Shank, Managing Director, Beacon Capital Partners
www.beaconcapital.com | LinkedIn

“We will see more strategic mergers and acquisitions.”

Aaron Block, Co-Founder, MetaProp NYC
www.metaprop.org | LinkedIn | @aaronnblock
“In 2019, depending on the geographical region, I expect to see the real estate industry struggle with this new industry as it looks for ways to become more streamline, efficient and customer focused while trying to retain its traditional format. We have seen huge case studies of failure of so called PropTech businesses, but this shouldn’t dissuade traditional businesses from understanding the changes being demanded by the consumer. We are all looking for better processes, improved systems, more cost-effective workflows and ultimately to see an industry transition to one that works for everyone.”

James Dearsley,
Co-Founder, Unissu
(a global portal for PropTech business)
www.unissu.com | LinkedIn | @jamesdearsley
THE YEAR OF CONSOLIDATION

“...My thoughts about 2019 echo what I think was the most dominant theme from our experts, and that is that 2019 will be a year of consolidation. The market is clearly reacting to the flood of CRE tech from the past few years and there are a number of product and providers struggling to gain traction. We made an acquisition last year, there were a few others, and I think we'll see an acceleration of those in 2019.”

DEMAND FOR MORE OPEN AND CONNECTED CRE TECH PLATFORMS

“...Additionally, I believe we'll see a broader application of another market demand and that is for more open and connected platforms. We'll see accelerated collaboration among providers to deliver a better overall customer experience and we're certainly committed to supporting that trend.”

Scott Sidman, Chief Marketing and Strategy Officer, Building Engines
www.buildingengines.com  LinkedIn  @scottsidman
These predictions tie to one overarching theme – CRE technology continues to grow in importance. Each year we see technology continuing to have a massive impact on the CRE industry. As these influencers reflected on the coming year, it’s obvious that 2019 will be no exception. Thank you to these great industry minds for sharing their predictions for the new year. We are excited to see the impact technology has on the new year.

ABOUT BUILDING ENGINES:
Building Engines is SaaS operations platform designed for modern commercial real estate organizations to connect and align people, processes, and activities. Our property management tools transform activity into intelligence so that CRE professionals can control their changing work environment with confidence, improve building operations performance, and increase asset value.

Many of the leading public REITs, private owner-managers and third-party management firms use Building Engines to provide outstanding tenant service, maintain assets, improve operational efficiency, mitigate operational risk, and make better, data-driven decisions. Building Engines is used in over 2 billion square feet of multi-tenant commercial office, medical office, retail, and industrial properties in the United States and Canada.

www.buildingengines.com