

Hajjar Management Company

About Hajjar

Founded in 1985, Hajjar Management Co. owns a diverse commercial portfolio of over 100 properties in six states, totaling over two million square feet. In 2018, the company processed over 90 transactions across more than 40 assets.

LeasePilot Configuration

Solution

Negotiator

Assets Onboarded

40+

Leasing Volume

100 deals annually

Outcomes

Since adopting LeasePilot in February of 2017, Hajjar has seen over 170% growth in annual transaction volume. The efficiencies brought by LeasePilot have enabled Hajjar to manage this substantial growth without adding to the leasing staff or utilizing additional outside counsel.

Confidence in the quality and consistency of leases drafted in LeasePilot has enabled Hajjar to delegate all drafting work to a single part-time leasing admin. Hajjar's in-house legal team is now able to spend more time focusing on closings, litigation, and other complex legal work.



LeasePilot

Why did Hajjar adopt LeasePilot?

Our lease templates were out of control. Too many different options; things that were pulled from old owners for some buildings and cut and pasted into a different template for a different building. I felt like we were losing control—playing too fast and too loose—that was a huge risk. LeasePilot was an opportunity for us to clean the slate. It was a relatively low financial commitment up-front, so we thought, "What is there to lose? Worst case, if LeasePilot isn't all it's cracked up to be, we'll still walk away with a clean set of forms."

What's the top benefit you've seen so far?

Speed. And not just in drafting leases, but also in the time spent reviewing them. That all amounts to getting leases out the door sooner. When the customer is in the rhythm, you want to keep the momentum. People change their minds quickly if you haven't solidified the deal. You don't want them to spend their time looking at one more place, you want them to spend time on your deal. Knowing that when a tenant asks, "When can I have a lease?" I can say, "Tomorrow." That's pretty amazing.

What would you say to your peers considering LeasePilot?

Do it early. You'll save so much time and eliminate so much frustration down the road. Even if you're a smaller company in a growth phase, that's when you're doing the most refining of your leases. You don't know what you don't know yet, and as you grow you learn things. You learn that, "oh, *of course* every insurance clause has to say this..." and with LeasePilot, you make that update once and boom—every property is up to date.

Paul Mahoney
Chief Operating Officer