

Using AI to Manage Real Estate

A Handbook For Professionals



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with contributions by

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Optimizing Real Estate Management with AI: A Proposal for Westpark

Presented by Lloyd Collins & Neil Davé

- **Founding of Real Estate AI Group:**
- **Pioneering AI in Real Estate**
- **Company Mission:**
- **Applying AI technology to optimize real estate operations**
- **Specialization:**
Maintenance cost analytics, predictive maintenance, cost control



REAL ESTATE
— AI GROUP —



Introduction

- **Objective:** To leverage AI technology to optimize maintenance operations, reduce costs, and improve efficiency at Westpark
- **Key Points:**
 - 100 years of progressive experience in real estate and technology.
 - Expertise in AI/LLM for real estate management.
 - Proven results in cost reduction and operational efficiency.



Over 100 Years of Experience



A Century of Real Estate AI Group

1922: Foundation of early mechanical expertise, carried through multiple generations - still operating 2024

1980 – 1990's: Leadership in NET, NASDAQ listing.. VP / GM over \$100M division . VP Asia Pacific / Latin America (offices Hong Kong, Tokyo, Singapore)

1990's: Founding Technology Gateways Int'l..

Satellite systems integration

2010: RightOn Health (Machine Learning)

2022: Covid Authority – risk mitigation

2023: Real Estate AI Group.. AI in managing real estate

**CONSTRUCTION
& REMODELING**
– EXPERTISE SINCE 1922 –

Experienced Leadership Team

- **Lloyd Collins**
- Graduate Engineer
- P.Eng degree
- Founder / CEO
- High Tech Leadership in Silicon Valley
- Companies: Technology Gateways Int'l
- RightOn Health
- Covid Authority
- Real Estate AI Group





Experienced Leadership Team

Neil Davé

CTO (Chief Technology Officer)

PhD in Physics, MS Computer Science

**Co-Founder of multiple AI –driven
companies**

**Commercial property investor and
operator**

Evolving Expertise

- **From Mechanical to AI-Driven Solutions**
 - **Mechanical Expertise:** Plumbing, heating, general contracting
 - **Technical Leadership:** Experience in high-tech, global operations and biomedical AI
 - **Real Estate Focus:** Experience in large commercial buildings, including major renovations. Renovation of a major hotel complex in Santa Cruz, CA



Our Expertise in Real Estate Management

- **Proven Success in Real Estate Management**
 - **Experience: Management of large commercial properties, total renovation of Silicon Valley buildings**
 - **Case Study Example:**
 - **Operated and owned Profitable Large Hospitality LLC's at National Level .**
 - **Owner/Operator: Fireside Inn, Santa Cruz, CA.**



AI Technology for Maintenance Optimization

- Revolutionizing Maintenance with AI
- Tailored Solution for Westpark
- Graph / Chart: Predicted cost savings and increased uptime as next slide
- Key Benefits:
 - Up to 70% reduction in maintenance expenses (Deloitte)
 - Predictive Maintenance to avoid costly repairs
 - Optimize maintenance processes: Scheduling, preventative maintenance, vendor management
 - Case Study Example:
 - Increased REV Par by 300% in Hotels over 45 year ownership history.

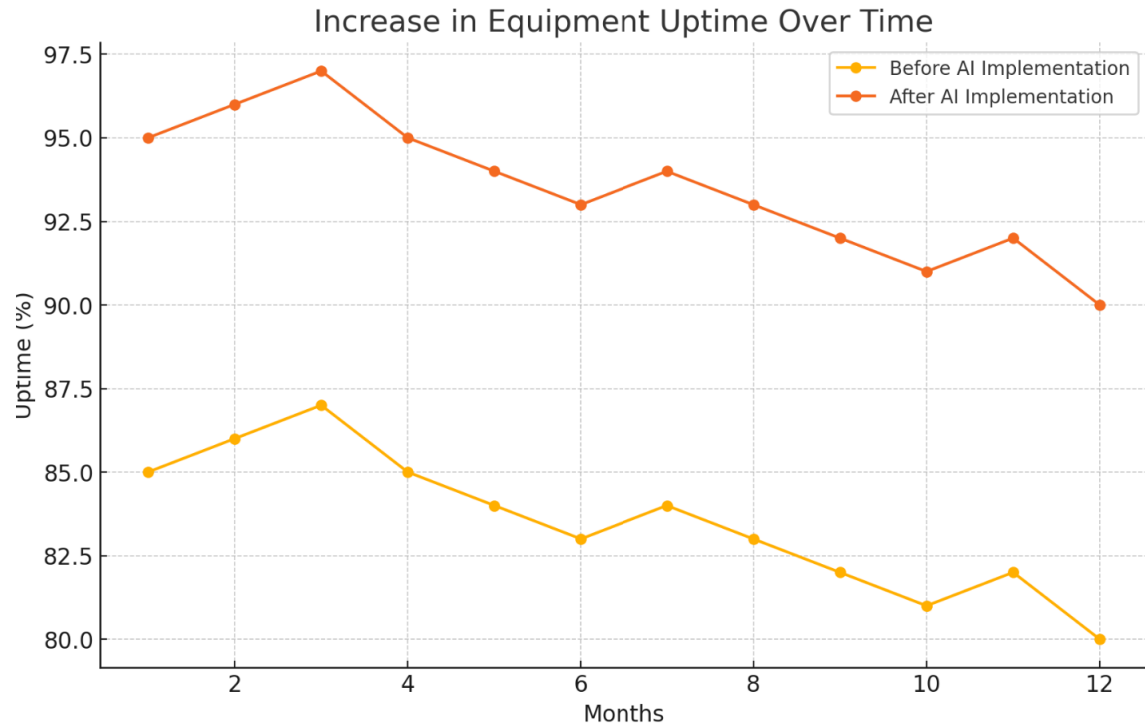


Reduction in Maintenance Costs Over Time



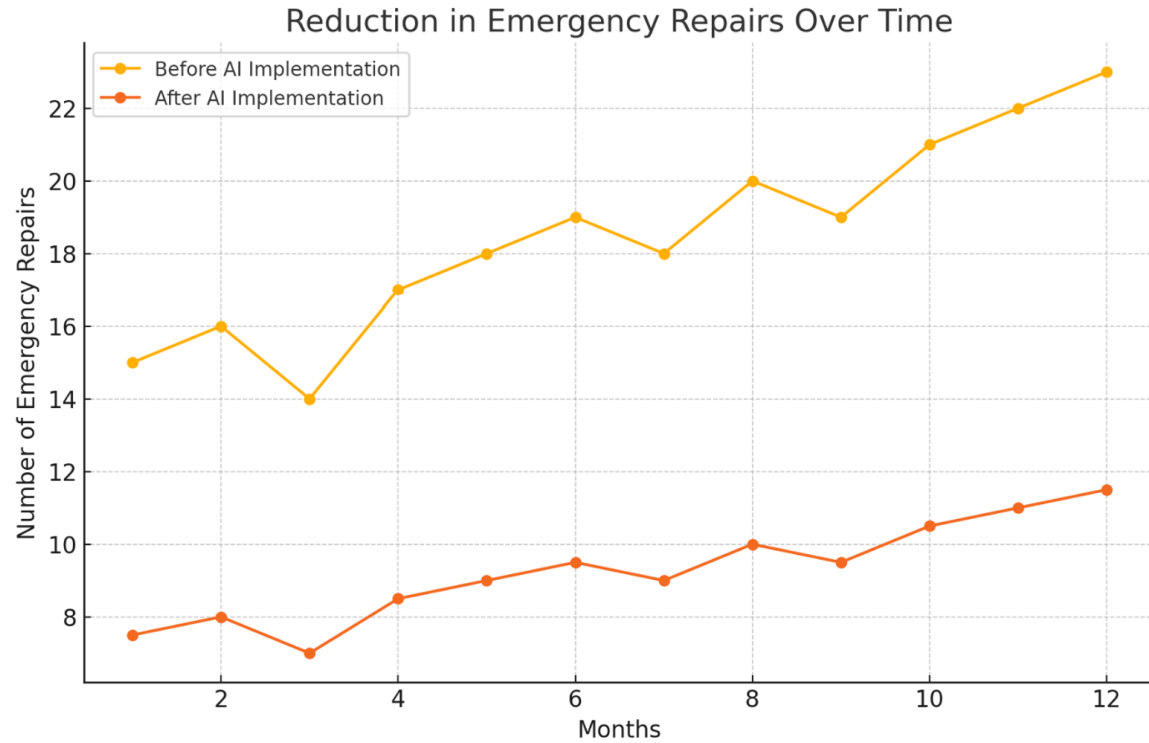
Reduction in Maintenance Costs: This chart shows a significant decrease in maintenance costs over time after the implementation of AI, illustrating a 40% reduction. Other projects have indicated up to 70% reduction in maintenance costs

Increase In Equipment Uptime Over Time



Increase in Equipment Uptime: This chart demonstrates a 10% improvement in equipment uptime due to the use of predictive maintenance powered by AI

Reduction In Emergency Repairs Over Time



Reduction in Emergency Repairs: The final chart highlights a 50% reduction in emergency repairs after AI implementation, showing how predictive maintenance can prevent costly and unexpected breakdowns

Benefits to Westpark

- **What You Will Gain**
- **Significant cost savings**
- **Enhanced operational efficiency**
- **Predictable maintenance and reduced downtime**
- **Long-term sustainability and value retention**

Implementation Plan

- **How We Will Achieve Success**
 - **Phase 1:** Initial consultation- Review and analysis of current operations
 - Create Westpark “real data” charts as above
 - **Phase 2:** Data cleansing - Ensure accuracy for analytics
 - **Phase 3:** AI Model Deployment – Tailored AI solutions for predictive maintenance
 - **Phase 4:** Ongoing Support – Continuous monitoring and adjustment

Next Steps

- **Let's Get Started!!**
 - **Phase 1:** Initial consultation- Review and analysis of current operations
 - Create Westpark "Real Data"

Questions and Answers

