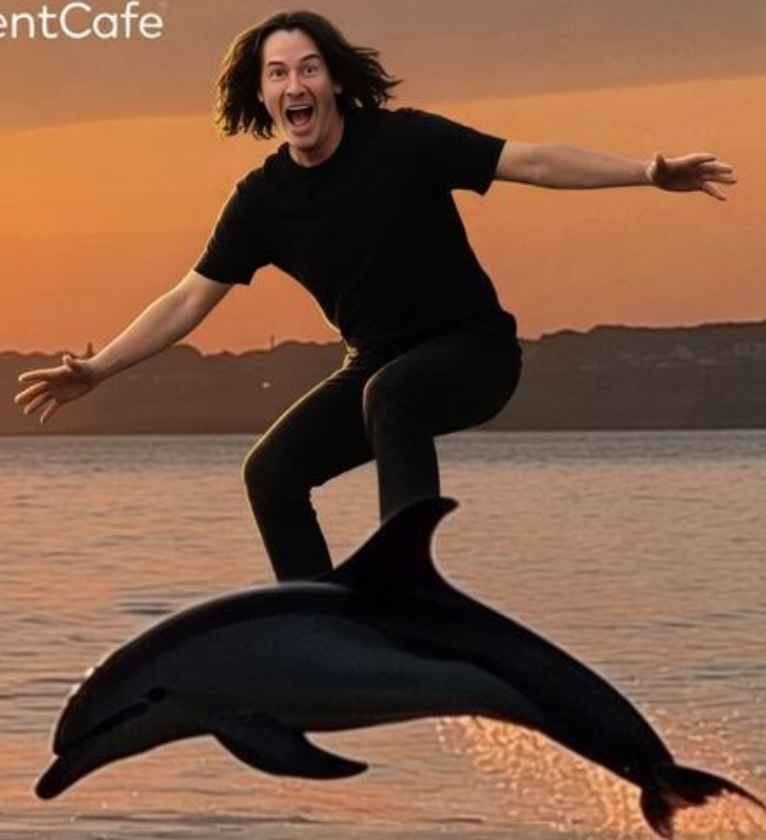




PRESENTED BY





The Proptechcellent Adventure:

2026 A Leasing Odyssey
(The Dawn of the Super-Agent)



ADD BIOS/Headshots



AIM 2026 |
aimconf.com

The Agent of the Past: Welcome to your Cave...Man

Timeline: 6000 B.C. – 2007 A.D

- Radically Hospitable
- Agents' brains were the CRM.
- Post-it notes, file cabinets, massive metal key rings, and fax machines.
- Agents actually knew what were on the leases!

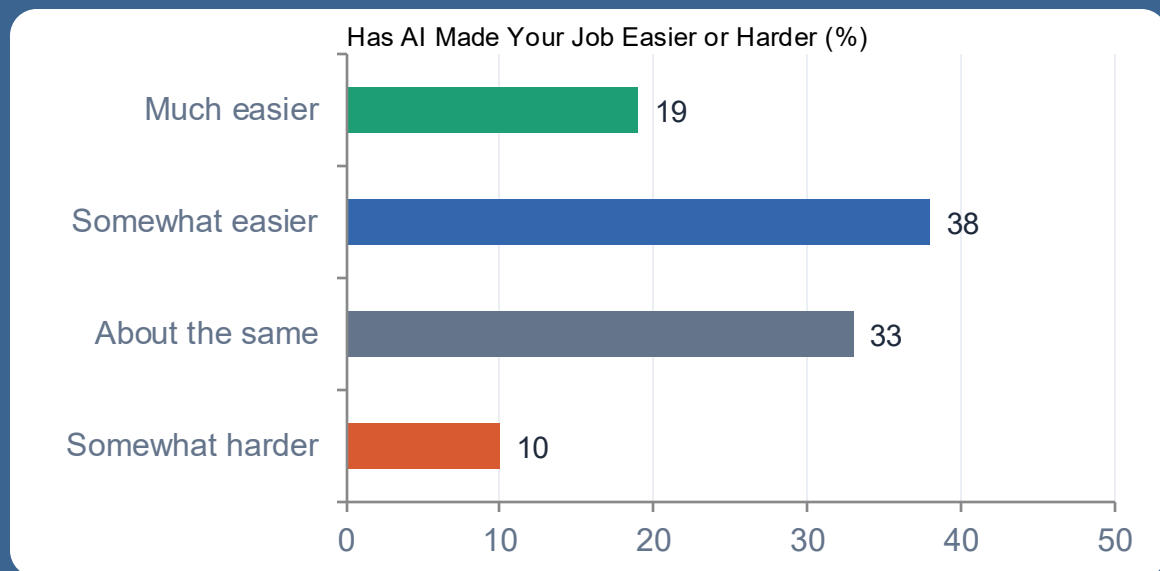
The Agent of the Present: Dude, I'm Like... Drowning in Data

Timeline: 2007 A.D – Today A.D.

- Tabs. So many tabs.
- So many systems, so many rules, so little time.
- Human API's – Anxious, Panicked and Irritated

Are You Being Played By Your Instruments?

Do the systems serve your team or do your teams serve the systems?



57% of our respondents said AI has made their jobs easier, but....

- Most mentioned that a human connection was the most important part of leasing.
- AI should be the co-pilot, not the replacement.
- A majority of respondents wanted more visibility into AI conversations and the ability to override responses.

The Agent of the Future: First Contact

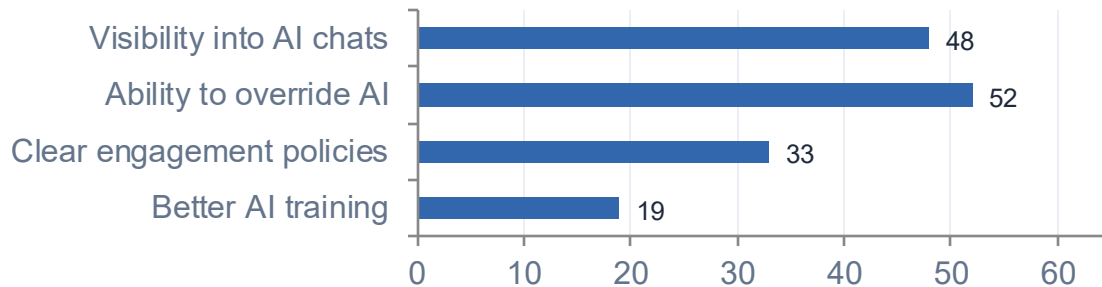
The Cyborg Agent

- Agents bring humanity and connection to a disconnected world
- Tech takes tasks off their to-do list

Hiring the Right(eous) People

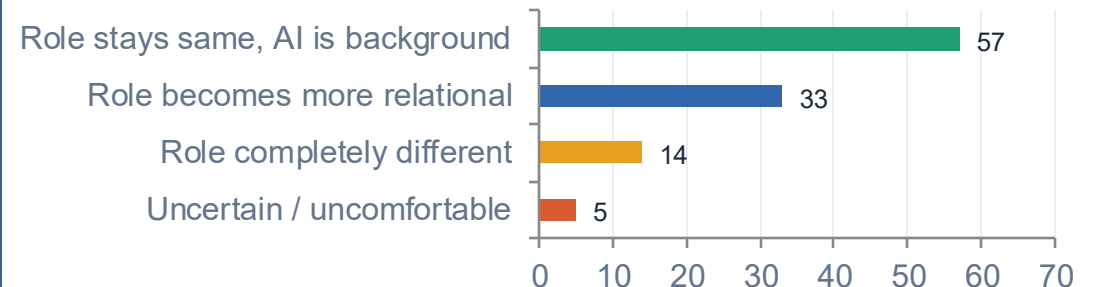
Is your hiring & training a fossil or a time machine to the future?

What would empower agents (%)



- 52% of our respondents said they needed better training and clear engagement policies related to AI based systems.

Leasing evolution in 3–5 years (%)



- 33% of our leasing professionals feel that their role will become more relational in the next 3-5 years.

Get on the Train(ing) or Get Off the Tracks

Are you training steps or skills?

Training for Compliance and Data Entry	Training for the Super-Agent Era
Task-Oriented, humans serving the system	Situation-oriented, commanding the AI monolith
Rote, repetitive tasks	Curiosity over compliance
27 Browser tabs with 27 logins and 27 alerts	Seamless work in the background

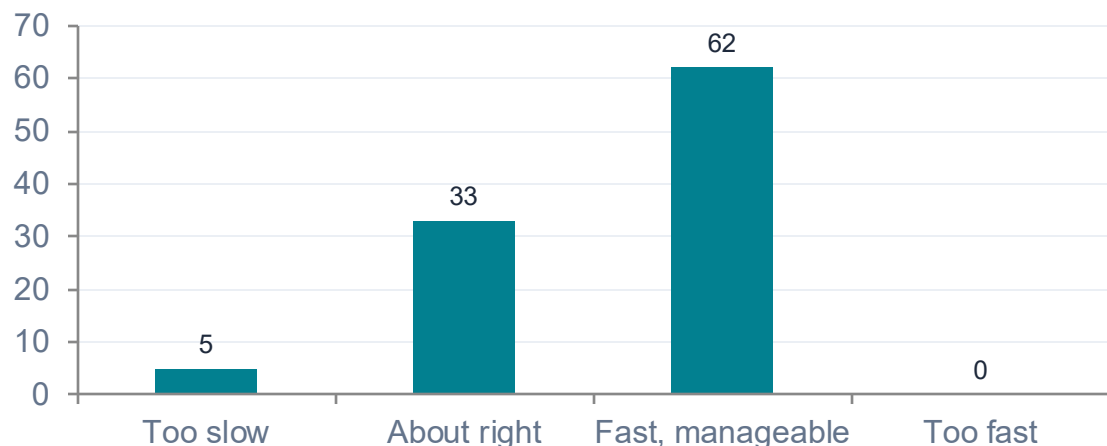
Whoa... Tech. Most Triumphant!

How are you evaluating and buying your technology?

- Are you trying to fix old problems or solving future challenges?
- Do your teams need more software or new skills?

Be Techcellent to each other!

Pace of Technology Change



- 62% say current pace of tech changes is fast, but manageable

Trust in AI accuracy (%)



- 52% have caught AI errors or awkward responses
- Only 14% don't trust AI

Wisdom is Knowing How Little You Know

- What are you walking away with today, dudes?
 - Make sure you are hiring for today's leasing professionals and not sticking to the old job descriptions. Get with HR and get current!
 - Understand your systems to make sure they are serving your team and not the other way around.
 - Make sure you have the right strategy around evaluating and deploying new tech in today's landscape.

In the end, we're history!

