

HOW HUTTON WON THE SHIFT TO WORK-FROM-HOME WITH DEALPATH

Hutton is a fully integrated commercial real estate, development, and investment company primarily focused on single-tenant, shopping center, multi-family and self-storage properties across the United States. Over the past 22 years, Hutton has completed 1,100 projects for 100s of retailers.

THE CHALLENGE

Even before the pandemic, Hutton recognized the need to make their business processes more efficient and collaborative. Hutton spent a lot of time and effort trying to make legacy software work for their data sharing needs without success before realizing they needed a low-maintenance, end-to-end tech solution to not only help them track their deal data, but to improve process management and collaboration throughout the company.

THE SOLUTION

With over 100 transactions per year, Hutton knew that they needed a platform that was built for their unique business needs. Dealpath was the best platform because it was tailor-made for real estate and offered extensive customization—exactly what Hutton needed. While Hutton could not have anticipated the overnight transition to work from home, they had already identified the need for process management and collaboration throughout the company and were one step ahead.

THE RESULTS

With Dealpath, Hutton has centralized deal data and advanced process management all in one platform, resulting in improved efficiency and communication across teams. When COVID-19 hit, Hutton was poised to shift to work-from-home due to their use of Dealpath, which had helped them lay the groundwork for digital collaboration and deal management within the company. Their strategy allowed for the seamless transition of their entire workforce to remote as they adopted the software as part of their everyday work and workflows. Additionally, Hutton streamlined the pre-work process for their investment committees. With Dealpath's reporting tools, they could easily pull custom reports and export them in different formats, saving hours of effort.

“ Dealpath is the only end-to-end, customizable tech platform truly built for commercial real estate. Dealpath has been integral in our company's shift to data centralization and digital collaboration. ”

George Alexandris,
 Vice President of Development

