



## **VTS launches VTS Retail and Retail Advisory Board**

January 21, 2020 - New York City

New York, NY VTS, the commercial real estate industry's leading leasing and asset management platform, unveiled VTS Retail—one of the industry's only leasing platforms designed specifically for the retail sector—solving issues retail landlords have in their leasing process. Unlike any existing offering for retail landlords, VTS Retail transforms the leasing process by enabling retail landlords to reduce the time from prospect to tenant move-in and manage shopping center strategy and risk.

"The retail commercial landlord sector has been waiting for a solution like VTS Retail," said Kevin Halleran, chief accounting officer, Starwood Retail Partners. "As a leader, Starwood's needs are complex and VTS has come to market with an amazing leasing and asset management solution. We're excited to deploy it across our portfolio."

The brand new offering will let retail landlords:

Impress top tenants and reduce the time from prospect to store opening:

Market to top tenants with VTS' marketing module, PropertyCapsule by VTS

Eliminate the friction that derails deals

De-risk tenants' move-in to ensure stores open on time

Proactively manage the leasing strategy and tenant risk for a retail portfolio:

Inform leasing strategy with insights from shopping centers

Prevent surprises that cause revenue risk to shopping centers

"I'm incredibly excited to announce VTS Retail," said Nick Romito, CEO and co-founder, VTS. "Our team spent hundreds of hours with retail landlords to understand the most painful challenges they experience throughout the leasing process. With VTS Retail, retail landlords will finally have the modern technology they need to power their businesses."

VTS has also established a Retail Advisory Board comprised of senior retail leaders who will provide strategic counsel and direction for VTS Retail products. Members of the board include:

- Mario Barrafato, CFO, Choice Properties;
- Tim Collier, EVP, leasing, RPT Realty;
- Meredith Darnall, SVP, business intelligence & strategy, Brookfield Properties;
- Kevin Halleran, chief accounting officer, Starwood Retail Partners;
- Bradley Jones, Head of Retail, Oxford Properties Group;
- Kevin Kessinger, EVP, asset management, Shopcore;
- Stephanie McGowan, principal, Blackstone;
- Zachary Pomerantz, head of asset management, AR Global;
- Adam Rabin, VP, retail leasing, CIM Group;
- Mary Rottler, EVP, leasing & operations, Seritage Growth Properties;
- John Sarokhan, executive director, PGIM Real Estate; and
- Wright Sigmund, SVP and senior director, leasing, First Washington Realty, Inc.

“I’m delighted to join the VTS Retail Advisory Council to provide strategic input on a VTS product roadmap for retail landlords,” said Wright Sigmund, Senior Vice President, National Director of Leasing, First Washington Realty, Inc. “VTS has shown they are committed to the retail sector and I’m impressed with their product vision.”

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540