



## AVISON YOUNG DALLAS

Local Dallas office for global commercial real estate company running 14 projects with a budget of \$52.7 MM for the year.



### JIM LOUIS, PRINCIPAL AT AVISON YOUNG

“The beauty of Honest Buildings is that it gives you visibility into your past pricing data, which is crucial knowledge to establish realistic expectations when developing project budgets with clients. It gives you a greater understanding of the job and the pricing.

My team recently utilized the Honest Buildings platform for a 152,000-square-foot, two-story building renovation project in Orange County. The general contractor who estimated the project during the design phase projected the cost to be between \$65 and \$70 PSF. I knew from previous projects that estimate was off because of similar type project scopes.

Utilizing the competitive bidding process and detailed scope of work through the Honest Buildings platform, our team was able to hard bid the project to obtain new proposals between \$43 to \$48 PSF. **The bidding process was almost like setting up a foot race where all of the competitors knew that I'd be able to look down the line at all of them evenly. That process got their competitive juices pumping, and ultimately created an environment for great savings.**

After foregoing the design build approach that had yielded an inflated budget, I used the Honest Buildings platform to go line-by-line through our bid with a new general contractor, and with that visibility **we were able to identify an extra \$1.50 PSF or 4% in savings for the project.**

I actively use the system for all aspects of our project scopes to report directly to my clients. The data from the projects are displayed in impactful and easy to understand visuals that serve as a credible glance into the way Avison Young Dallas Project Management is delivering value.”

Learn more at [HONESTBUILDINGS.COM](https://www.honestbuildings.com).

INDUSTRY LEADING CRE OWNERS HAVE MANAGED AND TRACKED OVER \$1.5 BILLION IN CAPITAL, CONSTRUCTION AND RENOVATION PROJECTS USING HONEST BUILDINGS



# Data-Driven Project Management + Procurement

**PURPOSE-BUILT FOR COMMERCIAL REAL ESTATE OWNERS AND MANAGERS**

