

NewRiver Cuts Lease Validation Time by 50% with Yardi's Deal Management Software

Discover how [NewRiver](#), a leading UK REIT specialising in shopping centres and retail parks, used Yardi Deal Manager to streamline leasing, centralise data, remove duplicate entries and enhance portfolio-wide data integrity.

7

**Quarterly days
saved (2 analysts)**

50%

**Time saved in
lease validation**

**Enhanced
Collaboration**

**Leasing, asset,
and legal teams**

**Improved
Data Accuracy**

Throughout leasing



"Yardi Deal Manager has transformed how we manage leasing across our portfolio. The platform's automation and real-time insights have significantly shortened the deal process. With seamless integration to Voyager, we've streamlined approvals and enhanced visibility across every stage of the leasing process."

Richard Melville
IT Director | [NewRiver REIT](#)



THE COMPANY



78

SHOPPING CENTRES
& RETAIL PARKS



96%

OCCUPANCY



90%

RETENTION
RATE



UK

LOCATION

“NewRiver is a leading Real Estate Investment Trust specialising in acquiring, managing and developing retail assets across the UK that provide essential goods and services whilst supporting the development of thriving communities.”

NewRiver own and manage a portfolio of retail assets that provide essential goods and services to communities across the UK.

These assets provide affordable and well-located space that is compatible with the increasingly omnichannel strategies of household retailer names.

NewRiver’s strategy is underpinned by four key pillars:

- Focused portfolio positioning
- Market-leading operating platform
- Financial flexibility and capacity
- Clear strategy for growth



THE CHALLENGE

Prior to adopting Yardi's deal management software solution, NewRiver's leasing workflow was fragmented. The process spanned multiple platforms and required significant manual effort from property analysts, asset managers, and external leasing agents.

The company's lease data was extracted from emails and cross-checked against reports and tenancy schedules, with analysts creating and validating leasing event schedules manually.

This led to lease completion updates to be inconsistent, causing delays. In addition, documents were shared via emails or stored across disconnected systems, often requiring further verification.

With delayed insights and increased risk of data inconsistencies, the company required a connected platform to help streamline and automate processes.

"Before adopting Yardi Deal Manager, our leasing process was fragmented and heavily reliant on manual updates across multiple systems. This led to delays and limited visibility for our teams. With Yardi, we've unified our leasing workflow, enabling real-time collaboration, faster approvals, and better decision-making across the portfolio."

Richard Melville
IT Director | [NewRiver REIT](#)



THE SOLUTION



"Since deploying Yardi Deal Manager, we've seen a measurable improvement in leasing efficiency and deal turnaround times. Our teams and external partners are now able to collaborate seamlessly, track deal progress in real time, and close transactions faster."

Chantelle Dickson

Property Analysis Manager | NewRiver REIT

NewRiver implemented [Yardi Deal Manager](#) alongside its existing [Yardi Voyager](#) system, integrating it directly with a data visualisation system for advanced reporting. The solution created a centralised, end-to-end leasing workflow, with live visibility across all deal stages – from negotiation to completion.

The implementation of Yardi's Deal Manager, alongside Voyager and a real-time analytics dashboard, has transformed NewRiver's complex workflows into a fully digital, data-driven process with measurable operational impact.

Key features included integrated approval workflows for leasing and CapEx processes, live dashboards for tracking leasing progress, breaks and expiries, and automated data updates from completed leases into Yardi Voyager and the data visualisation tools.

The solution also delivered a full audit trail from the initial lease report to signed lease, digital signature functionality for fast approvals and streamlined document management, as well as turnover rent and CapEx tracking built directly into the workflow.

A woman with dark hair, wearing a grey blazer over a white top, is smiling and looking down at a tablet computer she is holding. She is standing in a city square with modern buildings and a fountain in the background. The text "THE RESULTS" is overlaid on the image in white capital letters, flanked by two horizontal blue lines.

THE RESULTS

The integrated Yardi solution, which is purpose-built for commercial real estate, addressed NewRiver's challenges head-on.

Yardi Deal Manager enables all leasing data and documentation to be managed in a centralised platform, with seamless connections to Yardi Voyager, the core property management system.

Once a lease is finalised, Voyager is automatically updated, and real-time dashboards reflect the latest data, providing complete visibility into leasing activity and tenancy schedules.

NewRiver's new workflow is now end-to-end and digital. Asset managers initiate conversations with tenants based on timely lease expiry alerts.

Lease terms are approved through automated workflows, signed leases are uploaded directly into the system, and the analytics dashboard provides immediate visibility of leasing status, breaks, expiries, and deal progress.



TIME SAVINGS AND EFFICIENCY GAINS

By automating lease validation and updates, NewRiver saved around seven days per quarter across two analysts. This efficiency freed up resources for higher-value activities and helped the team progress deals more quickly, helping reduce the lease validation turnaround time by 50%.



ACCURATE, AUDITABLE DATA

With automated updates and a centralised workflow, leasing data is more accurate and easier to verify. Tenancy schedules and expirations from Voyager reach leasing agents reliably, while approved deal data flows seamlessly back into Voyager as future leases without manual re-entry. A full digital audit trail tracks every stage, supporting compliance and better decisions.



BETTER COLLABORATION AND DEAL VISIBILITY

Individual logins give asset managers, managing agents and lawyers secure access to upload signed leases directly. Live dashboards provide real-time visibility into deal progress and outstanding actions, keeping all stakeholders aligned.



SUPPORTING ESG COMMITMENTS

Digital approval processes have reduced paper use and improved governance, contributing to NewRiver's ESG goals and enhancing compliance with sustainability best practices.

Yardi's award-winning solutions are specifically designed for real estate management to help you be Energized for Tomorrow. See how we can help by getting in touch below.

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[CONTACT NEWRIVER REIT](#)



Energized for Tomorrow

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