

Meet The Realogic Team



CARLA TINERELLA

Manager, Lease Administration

Years CRE Experience: 20+

Detailed. Knowledgeable. Reliable. Experienced. Carla Tinerella's co-workers and many happy, trusting clients typically describe her in these terms, and with good reason. A manager in Realogic's Lease Administration Department, Carla started working in commercial real estate in her late teens and learned the business from the ground up. After working at The Inland Real Estate Group of Companies, Inc. for 18 years, Carla brought her skills and experience to Realogic nearly four years ago, where she administers leases for many of our

clients. From abstracting leases and other critical documents to pulling reports to providing our clients with whatever help and information they need, this proud mother of two thrives in the fast-paced, non-stop environment of Realogic's busy lease administration department.

Q&A with Carla

1. Where did you grow up?

I grew up in Westmont, a western suburb of Chicago. I live there now, in fact. I moved away for a few years but was drawn back to the area. Westmont has grown and changed tremendously over the years. There's a beautiful and fun downtown area now, with lots of unique little shops and good restaurants. In the summer, there are car shows every week and the town holds a series of outdoor festivals throughout the year. Westmont is a nice, fun, safe place to live and raise a family.

2. How long have you worked in the CRE industry?

I've been working in the commercial real estate industry since my late teens and have learned the business from the ground up. My first job in the industry was as a receptionist at Inland Real Investment Corporation. I was eventually promoted to lease administrator, where my responsibilities included abstracting and administering leases. When the company reorganized, I was offered a job as a lease administrator with Inland Real Estate Corporation and was eventually promoted to senior lease administrator. Through my work, I became very proficient with JD Edwards®, Yardi® and other popular CRE software. After nearly two decades with The Inland Real Estate Group of Companies, Inc., I was ready for a change, so I joined Realogic. I've been here almost four years now and couldn't be happier.

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3. As manager, lease administration, what are your responsibilities at Realogic?

Where do I start? My primary responsibility is to process lease abstracts for the clients I support, which entails a lot. I abstract leases in Realogic Abstract™, our proprietary lease abstraction software, and Yardi®. I maintain control logs and run monthly reports for my clients, including rent roll audits. I process month-end and beginning of month closings and invoicing. Above all, I make sure I'm available to answer any questions my clients might have and ensure they have everything they need, when they need it. Building and maintaining relationships with my clients and earning their trust is what I enjoy most about my job.

4. Describe your typical day at Realogic?

Fast-paced and non-stop. There's never a shortage of work to do. Most days, I get in in the morning, eat lunch at my desk, and the next thing I know, it's time to catch the train home. In between, I'm receiving leases and documents to abstract, maintaining client files and pulling reports, updating rent schedules, operating expenses or lease abstracts or doing whatever else our clients need. With so much to do, staying organized is crucial, as is being able to juggle multiple projects at once. The day flies by, but I wouldn't have it any other way. I'm always challenged, never bored.

5. How do you see technology impacting CRE in the next 3-5 years?

I see technology having a major impact on commercial real estate. Technology is ever-evolving. New software programs, mobile applications and business tools are being introduced constantly, and the software especially is becoming increasingly sophisticated, which I welcome. I think all these new tech tools will help us do our jobs better and more efficiently, and they'll help the entire industry increase profits and reduce costs, which benefits us all. I also foresee e-commerce having a significant impact on the retail sector and retail properties and strategies evolving in response. It's a very interesting period in commercial real estate and an exciting time to be working in the industry.

6. How do you keep up on the latest CRE news and trends?

I get a lot of information about the industry from LinkedIn. I follow a lot of companies and people from the industry and find that LinkedIn is a good way to stay on top of what's happening in commercial real estate. I think that Twitter is also a good source of news and information, not just on commercial real estate, but on the world in general. I just joined Twitter recently so I'm still learning the ropes. Forbes Magazine is also one of my go-to sources for news about commercial real estate, not to mention finance, business and the economy. Forbes runs stories about commercial real estate regularly and I find that their reporting is very insightful.

7. How do you like to spend your time away from the office?

My favorite thing to do away from the office is to spend time with my children. I have an 18 year-old son and a seven year-old daughter, and they are amazing. We have so much fun together. We have dinner together nearly every night and talk and laugh and tell each other about our days. On weekends, we're constantly on the go, whether it's riding bikes, eating out, going to one of Westmont's car shows or seeing a movie. Just thinking about my kids brings a smile to my face.

8. Speaking of movies, what is your favorite movie and why?

My favorite movie of all time is Singin' in the Rain, the classic musical starring Gene Kelly, Debbie Reynolds and Donald O'Connor. It's considered one of America's greatest films. The storyline is cute and fun and relatable, and the singing and dancing are incredible, especially for the title song. Unfortunately, they just don't make large-scale musicals like that anymore. I've probably seen it a dozen times and I could watch it a dozen more.