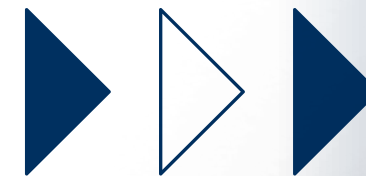


GLENN GOOD GROUP



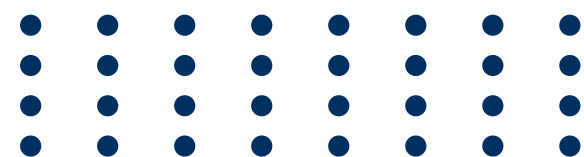
ARTIFICIAL INTELLIGENCE & Engineering



Glenn Good Group

BOMA Oakland/East Bay Annual Building Luncheon

Thursday, September 10, 2026

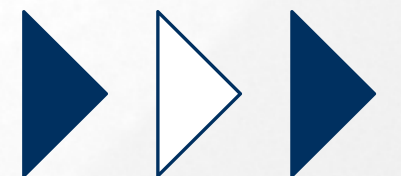




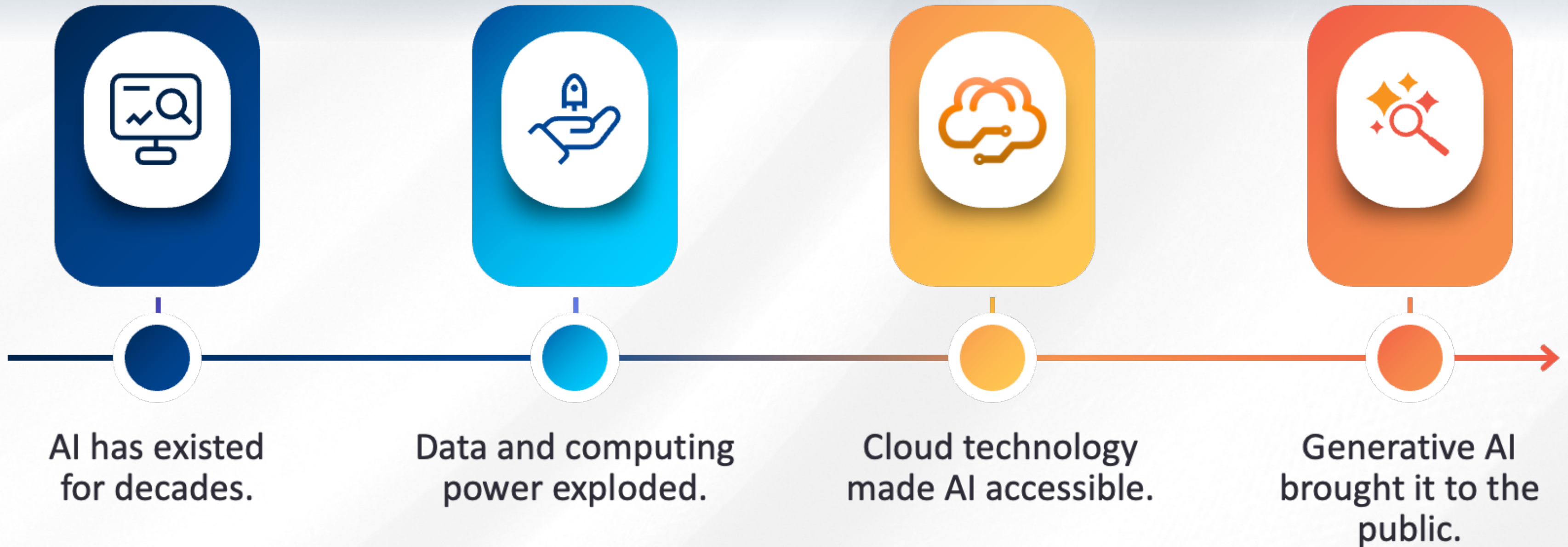
Glenn Good

Principal, Glenn Good Group
Chair - Elect, BOMA International

CPM, RPA, FMA, BOMI - HP, LEED Green
Associate, and CA Real Estate Broker



WHY AI SUDDENLY APPEARED EVERYWHERE



THREE TYPES OF AI IN CRE



Predictive AI

Forecasting & Trends

Anticipates future events before they happen -from maintenance needs to market shifts.

Applications:

- Equipment failure prediction
- Market demand forecasting
- Lease renewal likelihood



Operational AI

Building Systems

Actively runs and optimizes the physical systems inside buildings in real time.

Applications:

- HVAC auto-optimization
- Lighting & energy control
- Access & security management



Generative AI

Content & Analysis

Creates written analysis, summaries, reports, and communications on demand.

Applications:

- Lease summaries in seconds
- Market reports & memos
- Tenant correspondence drafts

- Traditional AI recommends.
- Agentic AI acts.
- It takes steps on your behalf, within the rules that

Real-World Example

Trigger

AI detects chiller pattern → failure predicted within 2 weeks

Traditional AI



Flags the alert:

*Chiller may fail soon.
Recommend maintenance.*

Human must act

Agentic AI



Opens a work order



Schedules right technician



Notifies building staff



Adjusts operating parameters temporarily





BUILDINGS ARE DATA FACTORIES



PARTNER SYSTEMS



BUILDING SYSTEMS



BUSINESS SYSTEMS

AI IN BUILDING OPERATIONS



Sensors Collect Data

Vibration, temperature, pressure, runtime hours



AI Analyzes Patterns

Compares live data against millions of historical records



Anomaly Detected

System flags deviation weeks before failure



Maintenance Alert

Team notified, parts ordered, repair scheduled proactively

- Predictive maintenance
- Energy optimization
- Equipment fault detection

KEY TAKEAWAYS

01

AI is already influencing commercial real estate

02

Data will become a strategic asset

03

Professionals who learn AI early will lead

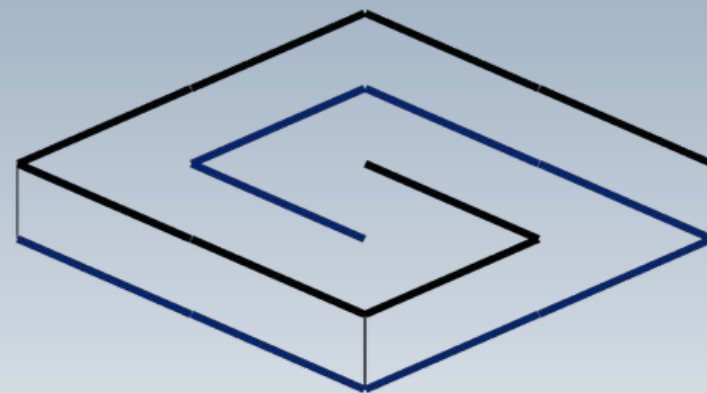


THANK YOU

If you have any questions or would like a copy of the presentation, please contact

Glenn Good at

ggood@glenngoodgroup.com.



GLENN GOOD GROUP

