

Stop Losing Businesses You Never Knew You Had!

Turn Commercial Demand into Economic Growth

Hundreds of businesses, small and large, are looking for commercial space in your city. Some will find it. Most won't – and they'll quietly move to the next jurisdiction.

Your city has business licensing. Permitting. Zoning. Code enforcement and more and while all are great systems, they only seize businesses who make it to the end. Not the ones who *want* to come to you.

Every city invests in business attraction. No city has a system that captures and surfaces the demand that's already there. That's the gap. Waltre closes it.

How Waltre Works

Businesses broadcast their commercial needs (asset, sqft, budget, lease term, etc.) making visible what always stayed trapped in phone calls, broker inboxes, and conversations. This helps real estate professionals respond to demand with property precision in real time. The demand was never missing – it was just invisible, and Waltre makes it the starting point of every deal.

The Cost of invisible Demand

Commercial vacancies aren't just empty spaces – they're compounding losses. Every month a storefront sits dark, the city collects zero tax revenue, foot traffic declines, neighboring businesses suffer, and property values soften. The problem isn't that no one wants the space. It's that no one connected demand to supply fast enough.

12–18 mo

Average Time to Lease
Vacant Commercial Space

11%

Average commercial vacancy
rate across the US

\$0

Tax Revenue per Month for
Every Empty Storefront

Four Outcomes the matter to your council

01 Reduce Commercial Vacancy

Waltre cuts leasing times by months by matching tenant demand directly to available supply. Brokers and landlords can search for interested businesses rather than simply waiting for inbound interest.

03 Forward pipeline

Most cities report job metrics after a business opens, yet Waltre gives your econ dev team a live pipeline of businesses actively seeking space – so you can report on activity, not just outcomes.

02 Real-time Intelligence

Cities pay large sums for commercial market studies that are outdated by the time they're printed. Waltre delivers the same demand data as a continuous, real-time feed – segmented by NAICS category, square footage, price point, and location.

04 Compete & Recruit

Occupied storefronts increase property values, attract additional businesses, and reduce blight. Cities with demand visibility can recruit high impact businesses to incentive zones and priority corridors. With Waltre, your city's appeal will strengthen and compound.

Start Simple. Scale When You're Ready.



Every partnership begins with a conversation. Tier 1 costs nothing and takes no time – it's designed to for us to work out the kinks. Tiers 2 and 3 deepen the integration as your team sees the data.

TIER 1

Referral Partner

Zero cost with near-zero staff time to manage

- Print and digital material for your business services office (licensing and permitting)
- Co-branded landing page, "Find Your Space", live on city website
- Every business that walks in asking about commercial space gets handed a direct resource (QR Code)
- Quarterly email summary of demand activity in your jurisdiction

No cost to the city

TIER 2

Demand Intelligence

See what your market actually wants.

- Everything in Tier 1 plus:
- Live city dashboard showing active tenant in your jurisdiction
- Filter by business category, sqft, budget, and zip code, all in real time
- Automatically surface your OZ, CRA, and Enterprise Zone inventory to tenants
- Monthly data briefing for your econ dev team

Annual partnership fee

TIER 3

Strategic Alliance

Full integration with your existing economics operations

- Everything in Tier 2
- Monthly "Commercial Demand Report" analyzing trends, unmet gaps, and growth opportunities (branded to your city)
- Integration for city licensing, permitting, and more
- Marketing campaigns targeting high-priority tenants
- Compare your city's demand data to county averages

Custom partnership terms

Common FAQ's from other cities we've heard

Why would we endorse a private platform?

You're not promoting any platform. You're helping businesses that want to lease in your city! Most cities already partner with private firms for public benefit every day – permitting software, GIS systems, and more. Waltre is simply a software designed to match businesses with commercial spaces.

We don't have the budget for this expense. Can you help with costs?

Tier 1 is free. Zero cost, zero contract. Budget only enters the conversation if you decide the data is valuable enough to upgrade. All the more reason to try it out!

This would need to go through an RFP. Do you have more information to send?

Tier 1 has no spend, so no procurement trigger. If you move to Tier 2, we're happy to participate in any competitive process – we welcome it!

Who owns the data?

The city's data is the city's data. Waltre aggregates anonymized demand signals. We never sell tenant information to third parties. We can put data ownership and deletion terms in writing before anything starts.

We already work with a team of brokers?

Fantastic, invite them to your dashboard in Waltre to collaborate on deal flow. We're a broker friendly platform helping plenty of brokers by surfacing demand they'd never see otherwise.

We already use a bunch of software, why add another to manage?

Tier 1 requires no management– we provide the materials, you hand them out. Tier 2 is a dashboard you glance at, not a platform you manage. We do the heavy lifting.

Will you partner with the city next door?

Yes - But each dashboard only shows their respective demand data. Having other cities join is not competition for you. They get their data and you get yours, with the focus being for each city to use data for better city planning.

Real time demand data for smarter city decisions.

Schedule a 30-minute partnership briefing. We'll walk you through a live demo of the dashboard and show you what demand already exists in your jurisdiction.