



AI in Real Estate Document Workflows: 2026 Benchmark Data

Every real estate executive surveyed for Nitro's *The State of AI in Document Workflows* report* confirmed their organization still requires employees to print, sign, scan, and email documents. Property transactions, lease agreements, and title documents keep manual signing embedded across the sector, even as other document work moves online. Real estate is also the most likely industry surveyed to see employees improvising with standalone AI in the absence of governed alternatives. Three findings define the real estate benchmark: the manual signing baseline, the executive appetite to automate it, and the improvisation gap forming without a governed solution in place.



The Manual Baseline

100%

of real estate CXOs surveyed confirmed their organization required employees to print, sign, scan, and email documents in the past six months.

Zero are fully digital. Property transactions, lease agreements, and title documents keep manual signing embedded even as other document work moves online.



The Signing Imperative

44%

of real estate CXOs rank document signing automation a top opportunity, the highest of any industry surveyed.

39% of managers agree it is a top priority to never do manually again, well above the cross-industry average of 29%. Signing is the clearest product-to-pain alignment in the sector.



The Consolidation Window

45%

of real estate managers with AI in place use standalone AI tools alongside their document software, the highest of any industry surveyed.

Employees are reaching for AI in the absence of governed solutions. The pattern points to demand that has arrived before the enterprise infrastructure to meet it.

*Includes 77 real estate leaders (38 managers and directors surveyed by Pollfish; 39 C-suite executives surveyed by Zogby Analytics). Figures are directional given sample size. Source: Nitro Software, *The State of AI in Document Workflows*, 2026.



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Where the data says real estate leaders should act next

Digitize the signing workflow first

Signing is real estate's clearest product-to-pain alignment. Every executive surveyed still requires manual signing, and CXOs rank signing automation 12 points above the cross-industry executive average.

44%

of real estate CXOs rank document signing as a top automation opportunity, the highest of any industry surveyed.

59% extracting data

46% redacting sensitive information

44% document signing

Bring standalone AI use into managed workflows

Real estate has the highest standalone AI usage of any deployed vertical. Consolidating those workarounds inside sanctioned tools recovers governance without pulling capability away from the teams already using it.

45%

of managers with AI in place use standalone AI tools alongside their document software.

45% standalone AI use

50% connected process steps

5% end-to-end automation

Prove time savings before broader deployment

Real estate CXOs prioritize proven time savings above every other evaluation factor, 12 points above the cross-industry executive average. The sector wants ROI evidence before committing to broader rollout.

36%

of real estate CXOs cite proven time savings as the most important factor when evaluating a new AI tool for document workflows.

36% proven time savings

49% security and compliance

46% ease of deployment

Explore *The State of AI in Document Workflows* for the full benchmark behind these findings, including executive and manager views on where AI is delivering measurable outcomes across enterprise document work, and where governance is falling short.

[Read the full report](#)

