

# CASE STUDY:

## Streamlined Insights Boost Multifamily Operations

Investors Management Group's Adoption of Revolution RE Enhances Operations & Investor Relations

### Overview

Investors Management Group ("IMG") is a nationally acclaimed private multifamily investment and asset management firm. For over a decade, IMG has been acquiring apartment communities across the U.S. to enhance the resident living experience while maximizing asset value for their investors.

### Key metrics

With a portfolio valued at over \$1 billion and a history of operating more than 12,000 multifamily units, IMG is an award-winning innovator in the multifamily space. To ensure the firm's network of over 1,500 investor clients are well informed, IMG relies on technology to effectively communicate investment property performance.



**896**

Hours Saved



**\$14,800**

Annual Cost Savings



**49%**

ROI

“ We always strive to exceed the expectations of our investors and stakeholders. This requires best-in-class operations. By partnering with Revolution RE, IMG raised the standard for how multifamily sponsors communicate property performance with investors. I'm happy to say our feedback has been positive. The quality and consistency of our reporting brings them peace of mind as we operate through changing market cycles. ”

-David Mikkelsen, Director of Investor Relations, Investors Management Group

### CHALLENGES

IMG's significant growth in recent years required a robust solution to aggregate their data faster. The need to maintain transparent and accurate information was critical to successful asset management and to keeping investors informed about the security of their equity. The company sought a platform that could transform their complex data into custom reports for its asset management and investor relations teams.

### SOLUTIONS

Revolution RE's Business Intelligence platform provided the technology IMG needed to achieve its goals. The ability to create and track unique insights streamlined operations, strengthened internal collaboration, and improved property performance reporting to investors. Revolution RE's innovative approach to analytics empowered IMG to make data-driven decisions faster and execute improvements that not only benefited their operations and investors but, more importantly, positively impact their tenants. The collaboration solidified IMG's position as a visionary real estate sponsor.

### BENEFITS



#### Enhanced Organizational Visibility

IMG has comprehensive visibility across their entire portfolio, empowering the entire organization with valuable insights.



#### Time and Resource Efficiency

The platform significantly reduced the time and resources required to gather and analyze data, thus increasing operational efficiency.



#### Customizable Data Insights

IMG has the flexibility to create and track unique metrics critical to their operations, automating data processing for time efficiency and accuracy.



#### Comparative Portfolio Analysis

IMG can compare groups of properties within the national portfolio based upon their on-site property management company, location, and other criteria.