

Enhancing Property Portfolio Management Of A Renowned Real Estate Group



ABOUT CLIENT

A distinguished real estate company with a diverse property portfolio spanning residential, commercial, and industrial properties

PROBLEM STATEMENT

- Our client struggled with comprehensively tracking and analyzing sales performance across various property types and geographical locations.
- They faced difficulty in discerning market trends and deriving insights for effective pricing strategies and sales forecasting.
- Managing intricate rental portfolios involving numerous tenants, lease agreements, and varying payment schedules was a challenge.
- Manual tracking led to occasional errors in rent collection, lease expiration tracking, and tenant engagement.
- The inefficient process of manually monitoring property insurance coverage for each property in the expansive portfolio was a concern.
- They encountered numerous challenges in assessing the overall insurance expenditure, identifying coverage gaps, and ensuring timely renewals

SOLUTIONS

To address complex challenges, we devised a strategic plan involving the creation and deployment of three Power BI dashboards.

- **The Sales Analytics Dashboard** provided a quick overview of organizational performance, revealing trends and opportunities through interactive visualizations. It supported strategic decision-making by analyzing historical sales trends and offering predictive insights.
- **For rental management**, we implemented an automated system tracking rent collection, generating alerts for overdue payments, and providing insights into lease expiration schedules.
- **The Property Insurance Dashboard** established a centralized repository for insurance details, minimizing the risk of underinsured assets through visual indicators and enabling effective budgeting and risk mitigation.
- Additionally, we centralized data from various sources, ensuring uniform access for all stakeholders. Our efforts equipped clients with insights into current market preferences and future trends, aiding them in anticipating market demand

Industry

Real Estate

Products used

Custom Power BI Dashboards

Functionality Enable

Data science

Impact

15%

Increase in overall revenue through data-driven pricing adjustments, capturing market trends, and optimizing sales strategies

70

Hours saved per quarter, previously spent on manual sales analysis

38%

Improvement in rent collection accuracy

18%

Increase in tenant retention rates due to streamlined lease renewal processes

60%

Insurance coverage compliance rate across the property portfolio

9%

Cost saving by proactively preventing penalties and optimizing insurance renewal processes

pro tip

Supercharge your real estate strategy with bespoke Power BI Dashboards. Uncover hidden opportunities, track trends, and make informed decisions effortlessly

Take the next step

Elevate your real estate business with personalized insights. [Get in touch today!](#)