

B & B Management Group, LLC

“As a business owner, AmRent services improve our business model—allowing B & B Management Group to acquire more beneficial management contracts. Working with AmRent, I don’t have to worry... I take comfort knowing our process is secure and consistent.”

Brent Yurtkuran
Managing Partner
B & B Management
Group, LLC

The Client

Founded in 2008, B & B Management Group, LLC is a leader in third-party multifamily management with a proven track record of results. The company is on the cutting edge of real estate services through its expertise of providing a wholly integrated package of property management services in Mississippi, Texas, and Louisiana. B & B Management Group takes pride in operating under three basic principles: strong market knowledge, quality people, and exceptional service. The company strives to provide the best value in quality living for residents while increasing property yields for its clients. Because of this, B & B Management Group is held in high regard by residents and property owners alike.

The Issue

Prior to AmRent, B & B Management Group used seven different screening providers within ten years, attempting to find several desired key features and benefits. Unfortunately, all fell short of their expectations of easy-to-interpret reports, the ability to locate gaps in an applicant’s address history, an integrated solution into their property management software, and comprehensive data. To highlight this need, B & B Management related to AmRent that it had recently begun managing a distressed property that booked a 39% end-of-the-month delinquency rate at \$38,000/month.

The Objective

B & B Management Group’s goals were to streamline the applicant screening process, improve productivity, increase

data quality and coverage while improving compliance with Fair Housing laws. The company also wanted to reduce overall delinquency.

The Strategy and Tactics

In addition to the standard credit report, AmRent’s Cross Check report provided consumer addresses not previously available to B & B Management Group from its previous providers. AmRent’s package also included criminal data from multiple states. B & B increased efficiency by being able to access AmRent’s services through the Rent Manager® application processing system. Finally, AmRent’s custom Decision program allowed management to control benchmarks for approval.

Results

AmRent’s screening solution has improved the application process by reducing the time associated with training property management staff and returning consistent decisions on prospective resident applications.

The company found that Cross Check improved productivity and reduced future costs, saving thousands of dollars each time delinquent rental history was uncovered. As to the distressed property that the company had acquired, using AmRent allowed the company’s delinquencies to fall 25% each month, thereby reducing its monthly delinquency from \$38,000 to \$500.