

FROM DIY MANAGEMENT TO DATA-DRIVEN PROFIT: A CASE STUDY IN PROPERTY MANAGEMENT SERVICES

JR CONSOLIDATED

BUSINESS CHALLENGE

JR Consolidated assumed management of a multi-family complex located in Pickens County, South Carolina in 2023. The property had been self-managed by the owner for several years while they balanced other professional and personal responsibilities. Over time, rent levels had fallen well below market value, the property's condition had declined, and on-time rent payments averaged only sixty-eight percent.

STRATEGY

JR Consolidated began with a detailed market and operational analysis to realign the property's financial performance and market position. Deferred maintenance was prioritized to preserve equity and strengthen overall asset value. Tenant screening was modernized with enhanced verification standards, while JR Consolidated's proprietary placement algorithm was applied to identify high-quality tenants efficiently. Consistent lease enforcement practices were introduced to ensure accountability, protect owner interests, and sustain long-term performance.

IMPLEMENTATION

New and existing tenants were transitioned onto JR Consolidated's management platform, which introduced automated rent collection, transparent account tracking, and proactive lease enforcement. These systems created accountability and consistency that had previously been difficult to maintain under self-management. Within months, tenants adapted to the structure, resulting in improved payment reliability and fewer lease violations.



**Generational Expertise,
Built for Today**

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RESULTS

 **OPERATING MARGIN: +58%**

Increased revenue and expense control raised the property's operating margin by fifty-eight percent, enhancing overall portfolio performance and owner profitability.

 **ON-TIME COLLECTIONS: 99%**

Rent collection performance improved from sixty-eight to ninety-nine percent, surpassing regional averages and delivering consistent, predictable cash flow for ownership.

 **NET PROMOTER SCORE: +40**

A measure of tenant satisfaction and likelihood to recommend their housing experience, demonstrating stronger loyalty and retention.

OWNER IMPACT

This property's turnaround reflects how JR Consolidated converts underperforming assets into reliable, high-return investments. By combining local market knowledge with structured systems and data-driven oversight, JR Consolidated helps owners increase income, protect equity, and eliminate the stress of self-management.