



\$620M MULTI-FAMILY DEVELOPER DISCOVERS OPTIMAL PATH TO FINDING SAVINGS & INCREASING NOI

THE SCENARIO: Thinking it would save time and money, a multi-family developer used in-house staff to identify where to cut costs. However, the initiative was pulling staff away from high priority projects. The team also lacked the resources needed for a comprehensive review. Leadership soon recognized that bringing in cost reduction experts was a better path to driving profitability.

THE SILVERBACK ACTION PLAN:

With a third-party management team focused on KPIs such as occupancy rates, and the property owner focused on increasing net operating income (NOI) and maximizing portfolio value, the client and their team had enough vital work on their plates, without adding on expense reduction initiatives.

With significant expertise and the means to get the job done (plus no out-of-pocket, up-front fees), the client realized engaging Silverback to identify and help implement strategic savings made better financial sense.

Silverback's subject matter experts collected and analyzed expense data across the portfolio of 20,000 units in 13 states - reviewing more than 10,000 transactions from the previous 12-month period.

The entire review and recommendation process, along with the monitored implementation, had little drain on the client's time and resources. With a deep knowledge base and a fresh perspective, Silverback helped the client realize significant savings across many non-labor expense categories.

“ We've enjoyed very **meaningful and measurable savings** because of Silverback's services. They were so professional in identifying savings opportunities and assisting in implementing the recommended strategies. They brought great, fresh ideas to the entire process.

- Client CEO

Looking to start saving and increasing portfolio value? Let's talk.

Visit [getsilverback.com](https://www.getsilverback.com) for more information.



THE CLIENT:

\$620M commercial real estate developer with a multi-family portfolio of 20,000 units across 13 states.

THE RESULTS:

Silverback delivered considerable savings that went straight to a more positive NOI. The CEO was thrilled with the results and is confident the company is poised for continued growth and profitability despite unpredictable market conditions.

ANNUAL SAVINGS REALIZED:

