



# How did **MG Properties Group** increase its investor base by 350%?

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Learn how the Yardi Investment Suite helped this apartment management company improve investor service and save hundreds of labor hours.

**350%**  
increase in  
investor base

**75%**  
more  
properties

**71%**  
faster  
distribution

**0**  
additional  
staff

*“Being able to answer investor questions immediately has impressed our clients.”*

Joe Anfuso  
Chief Financial Officer  
MG Properties Group



## THE COMPANY

*“MG Properties Group has built a proud legacy of providing quality living spaces for our residents, excellent returns for our investors and fulfilling career opportunities for our employees.”*

**Joe Anfuso**  
Chief Financial Officer  
MG Properties Group

San Diego-based **MG Properties Group** acquires, rehabilitates and manages apartment communities in the western United States. MG Properties Group manages more than 21,000 apartment homes at more than 77 properties. The market value of its apartment portfolio exceeds \$4 billion.

With a commitment to “Enriching Lives Through Better Communities,” the company provides thousands of quality living spaces for its residents, produces excellent returns for its investors and creates fulfilling career opportunities for its employees. MG Properties Group combines market insight, geographic

and property specialization, construction management expertise, disciplined management and a dedication to the interests of investors to achieve steady growth and consistently superior returns.



# CHALLENGE & SOLUTION

## THE CHALLENGE

MG Properties Group grew rapidly in the space of a few years, and the spreadsheet programs that it used for investment calculations and investor reporting could not keep up with the rising volume. A single spreadsheet report contained as many as 450 tabs. “When we input a new number and hit ‘Enter,’ we crossed our fingers and hoped it didn’t crash,” Anfuso said. “The old method was stressful, error-prone and hindered our performance.

This chaotic process made clear that we needed a modern, professional investment management platform.”

To compete with big institutional investors, MG Properties Group realized that it needed to invest in technology that would help the company operate more efficiently. “That’s why we needed to ditch our spreadsheets for a more modern solution,” Anfuso added.

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## THE SOLUTION

MG Properties Group adopted [Yardi Investment Accounting](#). This solution tracks not only the movement of investment dollars but the results of the investment itself, from the moment an investor makes a commitment. One of the most powerful aspects of Yardi Investment Accounting is the solution’s ability to project unrealized gains. This drives better decisions about disposing of or retaining investment in a property.

The company added two other components of the [Yardi Investment Suite](#): [Yardi Investment Manager](#), which enhances MG Properties Group’s communication by delivering statements, capital calls, distribution notices and other information online and via mobile devices; and [Yardi InvestorPlus-Analytics](#) analytics, which provides real time transparency into key investor and investment metrics.



*“Yardi Investment Suite transformed our ability to deliver outstanding service to our investors and grow our business.”*

Joe Anfuso  
Chief Financial Officer  
MG Properties Group

MG Properties Group replaced complicated spreadsheets with the Yardi Investment Suite, which delivers faster reporting, drives investment strategies, satisfies investors and enables full transparency from investor through to operation. “Previously, somebody had to run around and check spreadsheets to answer an investor’s question. Being able to answer immediately has impressed our clients,” Anfuso said. The company also regularly receives compliments from investors on reports’ content and appearance.



**350% INCREASE IN  
INVESTOR BASE**

#### **BUSINESS GROWTH**

The Yardi Investment Suite was instrumental to MG Properties Group’s ability to build its reputation and therefore its client base. “MG Properties Group expanded its investor base by more than 350% after adopting the Yardi Investment Suite,” Anfuso said.



**75% MORE  
PROPERTIES**

#### **PORTFOLIO EXPANSION**

MG Properties Group held to its aggressive growth schedule with the Yardi Investment Suite, acquiring more than two dozen properties and doubling units under management without additional accounting staff.



**71% FASTER  
DISTRIBUTIONS**

#### **SIMPLIFIED PROCESSES**

MG Properties Group cut its quarterly distribution process from seven weeks to less than two weeks with the Yardi Investment Suite. Automating the process also saved hundreds of labor hours annually.



**0 ADDITIONAL  
STAFF**

#### **INVESTOR SELF SERVICE**

Investors use Yardi Investment Manager for online and mobile access to information on distributions, returns and more. MG Properties Group, in turn, never misses a reporting deadline thanks to automated consolidation and distribution.

**The Yardi Investment Suite automates the asset, investment accounting and investment lifecycle with a single connected solution. See how Yardi can help you improve reporting, investment strategies, transparency and investor satisfaction.**

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