



## Client Success

## Dalton Management



Market  
Multifamily

Portfolio  
1,625 multifamily units

Client Since  
1989

Highlighted Product  
[Yardi RENTmaximizer](#)

**The Benefits**  
As part of the single-stack Yardi solution, RENTmaximizer allows Dalton to increase rental income and maintain occupancy — with turnover reduced by 20%.

About Dalton Management  
[www.daltonmngt.com](http://www.daltonmngt.com)

Learn More  
[Yardi.com](http://Yardi.com)

Contact Yardi  
[Sales@Yardi.com](mailto:Sales@Yardi.com)



“ RENTmaximizer decreased our turnover rate by 20%, and guided us to raise rents at a property we thought was keeping up with the market – now we’re getting \$100 more per unit and maintaining occupancy. ”

Jeffrey Denson, CFO

### The Company

Since 1985, Portland-based Dalton Management has provided hands-on property management services for its growing portfolio of properties in Portland and Western Oregon. To remain competitive, Dalton realized it needed to optimize its approach to rental pricing and lease management.

### The Challenge

#### Lack of Insight into Pricing and Leases

Disparate software solutions and a lack of transparency into rental pricing and lease management exposed Dalton to revenue loss. Dalton was leaving money on the table — and also struggling to retain residents. Additionally, too many lease expirations in a single month cost Dalton both money and occupancy.

### The Solution

#### Yardi RENTmaximizer

Dalton sought to consolidate its business practices and operational data on the Yardi Voyager® property management and accounting platform. This led them to choose RENTmaximizer, a dynamic revenue management system seamlessly built into Voyager. RENTmaximizer is designed to maximize rental revenue by targeting the specific goals for each asset, and to optimize performance using real-time traffic, inventory and market conditions.

### The Story

#### Turnover Decreased 20% — and Rents Increased

According to Jeffrey Denson, CFO at Dalton, “the best thing about RENTmaximizer is that it allows us to consolidate our business practices in one system, which enables us to optimize operations portfolio wide. It also takes lease management into account, so pricing is based on lease expirations and we can avoid having too many in one month.”

With RENTmaximizer, Dalton also gains visibility into rental pricing including benchmarking and market comparisons. Without that insight, they were losing money at a property where rents were priced too low.

Denson added that Dalton also highly values the unique support of a dedicated revenue



Client Success

Dalton Management



**Market**  
Multifamily

**Portfolio**  
1,625 multifamily units

**Client Since**  
1989

**Highlighted Product**  
[Yardi RENTmaximizer](#)

**The Benefits**  
As part of the single-stack Yardi solution, RENTmaximizer allows Dalton to increase rental income and maintain occupancy — with turnover reduced by 20%.

**About Dalton Management**  
[www.daltonmngt.com](http://www.daltonmngt.com)

**Learn More**  
[Yardi.com](http://Yardi.com)

**Contact Yardi**  
[Sales@Yardi.com](mailto:Sales@Yardi.com)



analyst included as part of RENTmaximizer services. The Yardi analyst helps keep their staff engaged to continue to make the most of the solution.

---

Dalton Management has also implemented [Yardi Utility Billing](#), [ResidentShield Protection Plan](#), [RENTCafé](#)