

WestCorp Teaches Old Properties New Tricks

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Six month ago, WestCorp Management Group met with the owners of a C-Class property that was built 30 years ago. The owner was frustrated that his property was only 83 percent occupied and his rental rates were below the market averages. He was barely breaking even every month and hoped he could do better.

WestCorp Management Group took over leasing and management of the Las Vegas property and went to work delivering on its promise of achieving 93 percent occupancy within six months, while at the same time raising rents to be competitive in the market. The company not only achieved its goals, but it exceeded them with 94 percent occupancy after just six months under management. The owner was thrilled with his newly revitalized investment, which is now earning him a monthly cash flow of \$30,000.

WestCorp Management Group has become known as one of the most successful property management firms for older properties across the country. This is particularly true in Southern Nevada, where a majority of its properties under management are located.

“Each year we add three to five properties that are more than 30 years old and are in some sort of distress,” said Bob Weidauer, CEO of WestCorp Management Group. “These properties are typically at 70-85 percent occupied and have a large backlog of work orders. We get a lot of satisfaction succeeding with clients in turning their investments around.”

WestCorp has nearly 3,000 units under management in Southern Nevada that are 25 years or older. WestCorp helped raise occupancy at these properties to an average of 94.4 percent.

City	Units	Year Built	Impr. Rating	Occupancy %
Henderson	120	1989	B+	97.6%
Las Vegas	324	1977	B-	97.5%
Las Vegas	120	1950	C+	97.5%
Las Vegas	256	1987	B	96.1%
North Las Vegas	410	1983	B+	95.9%
Las Vegas	343	1963	C	95.0%
Las Vegas	128	1984	B	94.5%
Las Vegas	128	1982	C+	88.3%
Las Vegas	393	1974	B-	87.6%
	2,891			94.4%

There are many examples of WestCorp’s turnaround success with multi-family developments. Another recent success that WestCorp takes particular pride in is a partnership that netted its client nearly \$3 million in just two years. An investor purchased a 200-unit property for \$13 million and under WestCorp’s direction spent an additional \$2 million in improvements to the units and all of the common areas. Two years later, that investor sold the property for more than \$18 million!

With the proper management and improvements, an older property can be highly profitable. If you have an older property and want to know if it can be more successful, talk to the experts at WestCorp Management Group today. You’ll be glad you did.