

# Multifamily Budget Season Readiness Checklist

*Stop playing detective with your data.*

Budget season's here—and you need clarity. This checklist gives you a smarter way to prep: fewer silos, more alignment, and real answers you can act on. Let's make budgeting your edge.



## Lock in Clean Data

- ☐ Review rent trends by unit type—not just averages.
- ☐ Align on market forecast scenarios/possibilities.
- ☐ Confirm occupancy, exposure & velocity.
- ☐ Reconcile renewals vs new lease trends YTD.



## Use Rev Management as an Input

- ☐ Leverage system rent forecasts—not gut feel.
- ☐ Analyze sensitivity curves to map risk/reward.
- ☐ Spot under- or overpricing gaps by property.
- ☐ Let the platform highlight revenue opportunities.



## Build Flexibility In

- ☐ Plan for mid-year pricing pivots.
- ☐ Budget for tech/staffing boosts where needed.
- ☐ Flag high-touch properties for closer monitoring.
- ☐ Schedule recurring pricing checkpoints with on-site teams and executive leadership.



## Test Your Rent Growth

- ☐ Compare forecasts with third-party data.
- ☐ Model multiple growth scenarios: base, stretch, conservative.
- ☐ Factor in rent caps & regulations.
- ☐ Include concessions, amenity premiums & upgrades.



## Align with Teams

- ☐ Review pricing logic with on-site & regionals.
- ☐ Use visual tools to explain rationale.
- ☐ Preempt objections with context.
- ☐ Translate budget goals into everyday language.



## Track What Matters

- ☐ % of leases priced via system
- ☐ Regional adoption rates
- ☐ Audit new and renewal lease compliance
- ☐ PSF growth vs market

### PRO TIP

**An intuitive pricing system turns budget prep from a grind into a growth plan.**

Ready to budget smarter? Let's talk.



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