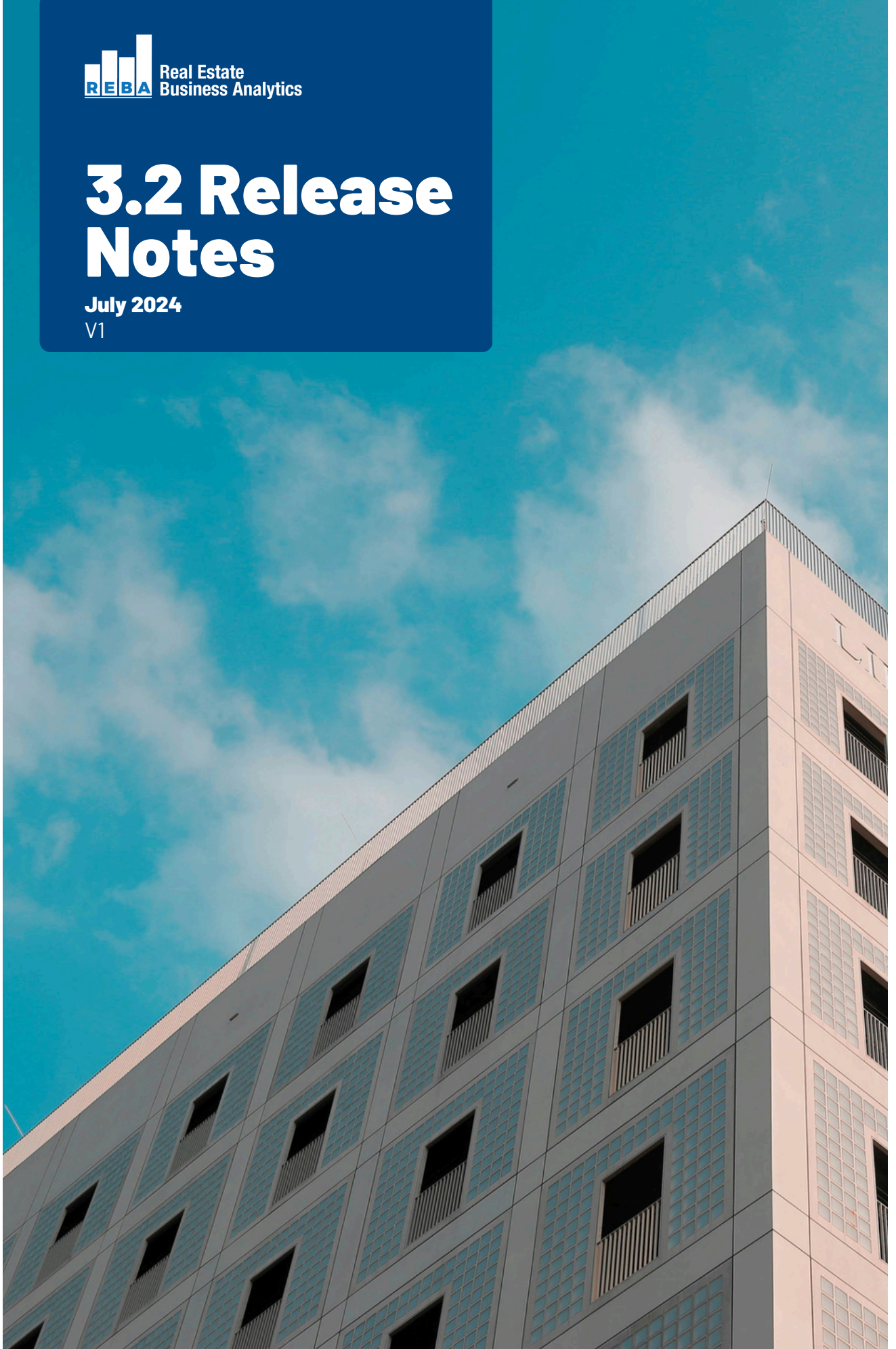**Real Estate Business Analytics**

3.2 Release Notes

July 2024
V1

What's Ahead

We're excited to bring you the latest updates in our REBA Platform 3.2 release. This version is packed with significant enhancements designed to improve integration, data quality, user interface, and overall functionality. Our aim is to equip you with more efficient tools to streamline your processes, minimize manual data handling, and achieve superior outcomes. This release introduces new integrations with leading platforms, enhancing automated workflows and customer interactions. We've also upgraded various modules to provide deeper insights and better performance. Additionally, our user interface has been refined to offer a more intuitive and seamless experience.

REBA Amenities

While 3.1 established initial integration with the REBA BI platform, the 3.2 release will incorporate more robust integrations for REBA Platform customers to leverage the "import from REBA" button across 3 dimensions of imports.

Amenity & Unit Data

This release will incorporate importing REBA Platform data for building-floor-stack (where available), and/or building-unit numbers; this enhanced import function will come with the traditional paint-by-numbers and automapping features.

Availability Snapshot Overlay

3.2 has integrated the availability data from REBA to overlay at the push of a button. For REBA customer, there will be no need to use excel spreadsheets to upload or data wrangle.

Square Feet Offset Analysis

At the push of the "Import from REBA" button, data will pull directly from the REBA platform based on the property information available. As well, 3.2 also introduces the ability to manually key in offset data to make upload errors easy to amend.

- For many customers, basic floor plan data is available (sq ft, unit count, naming), while for others their revenue management data will be available.
- For REBA Rent customers, all pricing group data will be push-button imported: pricing groups, anchor units, base rents, and system offsets for both % and $ methods.

These features come together to make a quicker more streamlined product for our REBA customers. Less mess with excel, more analysis.

REBA BI

Cube Improvements

- Added the ability to limit Yardi Row Level Security access to specified email domains.
- Yardi GL account codes can be configured via parameter to include a dash ("-") in a specified position.
- Added "per unit per month" calculation groups to the product dimension.
- Effective rent calculations no longer require a $200 minimum to be captured in the cube.
- Profit centers can now have the operational and financial profit centers mapped to each other to that operational and financial metrics can be aligned with one another.
- Added multiple GL Activity Measures to the cube: Annualized Per SqFt, Annualized Per Unit, Per SqFt Per Month, Per SqFt, Per Unit Per Month.
- Added GL Activity Measure to the cube for Gross Potential Rent.
- Added GL Activity Measure to the cube for the Operating Expesnse % of Gross Potential Rent.

Data Quality Improvements

- Roommate information is now included in Yardi demographic data.
- Service requests submitted by non-primary lease holders in Yardi (roommates) are now attributed to the person making the request.
- GL Transaction description for MRI customers now appends the URL for unit associated with the Invoice for a transaction.
- Yardi amenity names and descriptions will now be populated using the amenity sAmenity or sName, respectively, if the original sName or sAmenity values are missing.
- MTM lease charges now allows multiple transactions of identical transaction codes in same accounting period.
- Legal Entity - Profit Center relationships for MRI customers are now automatically created when added to the MRI GOWN table.
- Multiple versions of the same GL account code can now exist for users with multiple financial systems.
- Yardi service requests submitted by roommates will now appear in the cube.

Data Sets

- Added integration support for Anyone Home in the CRM data model.
- Added integration support for HappCo and a new Inspections data model.
- Added integration support for Knock in the CRM data model.

Notable Bug Fixes

- Fixed an issue causing Avg Make-Ready Duration Days to be overstated.
- PropertyName Manual now correctly appears in the DimProduct dimension.
- Application dates in Yardi will now properly show application dates instead of cancel dates if a reapply happens after the cancel.

Integrations

In this release, we added new integrations for HappyCo, Knock, and Anyone Home.

Inegration	Category	Supported	New in 3.2	Coming Soon
Yardi	PMS	✔		
RealPage/OneSite		✔		
MRI		✔		
Entrata		✔		
Engrain	Property Maps	✔		
Kingsley	Surveys	✔		
LRO	Revenue Management	✔		
Maritz	Surveys	✔		
Reputation.com	Online Reviews	✔		
Funnel	CRM	✔		
Google Analytics	Websites	✔		
JTurner	ORA Scores	✔		
ResPage	Online Reviews	✔		
Opiniion	Online Reviews, Surveys	✔		
Knock	CRM		✔	
HappyCo	Inspections		✔	
Anyone Home	CRM		✔	
Grace Hill - Validate	Mystery Shops			◯
PERQ	Chatbot/CRM			◯
Elise AI				◯
Paycor	HRIS			◯
Concur	Expense Management			◯
SFR Intergration	**Category**	**Supported**	**New in 3.2**	**Coming Soon**
Marketplace	SFR PMS	✔		
Mynd		✔		
Progress		✔		
Renters Warehouse		✔		

REBA Budget

Budget Workflow

New feature that helps the Budget Team manage the status of the main components of the Budget Process for each Profit Center; Setup, Rent, Payroll, Switchboard, Imports, Standard Costs, and Overall

Occupancy Target

Complete rebuild of the Rent Engine in C Sharp and includes the "backward solve" of Vacancy Days to produce desired Occupancy.

Capex Project (Job Cost) Budgeting

New feature that allows for the input, import, and export of Job Cost data

Setup

Added icons to provide clarity for Admin user when reviewing/adjusting Role settings

Percent of Account Export

Export for Percent of Account line-items to show the reference accounts used

Management Fees Enhancement

Calculation improved to handle contra expense accounts as income

Auto Resolution Depending on Screen Size

Auto resolution depending on screen size

Switchboard One-Click Expand/Collapse

Switchboard one-click expand/collapse

REBA Rent

Model Updates

- Added a new parameter called "Rounding Strategy" that adds the ability to round rents in new and renewal pricing to $1, $5, $9, or $0.
- Added the ability to allow the rent engine to do full or partial runs on any schedule desired (client will need to reach out to REBA to have it configured). A full run will process all rent models. A partial run will skip the Market Tracker and Availability Forecast models.
- Fixed an issue where the renewal model was using the incorrect renewal profile/parameters for leases expiring on the first day of the month.

UI Updates

- Reports updates
  - New reports released – GTL/(LTL) Analysis, Rent Per Unit, and Renewal Negotiation
  - Add Calibration Rent Gross and Effective and Unit Market Rents -1 and -7 Days to the Dashboard screen
  - Removed the intrusive tooltips on the Daily/Weekly Change Attribution reports on the Engine tab
  - Updated the bottom left visual on the GTL/LTL Analysis tab to expand down to the pricing group level
  - Removed floor plan from various dashboards where the filter result in blank datasets.
  - Updated styling on all Reports
- Ability to adjust the "Rec Rent Below Prior Rent" alert thresholds so that the alert will only get tripped when the rec rents are a certain percent below the prior rent.
- Added "Override By" column on the Pricing Overrides history pop up modal to show who entered an override.
- Added ability to enter up to 2 decimal places when overriding rents as a percentage.
- Fixed bug related to adding multiple comp floor plans in the Mapping tab under the Comp UI.
- Fixed an issue where the calculation of the gross and effective percent/dollar increases in the Renewal Workbench were getting incorrectly rounded.
- Fixed an issue where the Leasing Velocity Week Weighting parameter would not allow user inputs.

- Fixed an issue where parameters and the split concessions feature were not correctly applied when market/submarket portfolio hierarchy names were identical.
- Fixed an issue to ensure the parameters "Limit Renewal Offers at MTM Rate" & "Raise MTM to Match Highest Term Rent" could not both be set to "Yes" simultaneously.
- Various other UI bug fixes and improvements

Appendix

REBA Cube Updates 3.1 Release

Table Updates

Table Name	Action Taken	Notes
Daily Lead Acquisition Cost Snapshot	Add	
Inspection	Add	
Inspection Attributes	Add	
Lead Source	Add	
Lead Source Cost Type	Add	
PerX Intelligence	Add	

New Measures

Metric Tables	Display Folder	Metric Name	Data Source
Daily Unit Status Snapshot		Property Campus Count	PMS
General Ledger Activity		GL Activity Annualized Per SqFt	PMS
		GL Activity Annualized Per Unit	
		GL Activity Per SqFt Per Month	
		GL Activity Per SqFt	
		GL Activity Per Unit Per Month	
		Gross Potential Rent	
		Operating Expense % of Gross Potential Rent	
RebaBudget Rent Module Unit Projection		Actual/Forecasted Lease-In-Place Effective Rent Per SqFt	RebaBudget
		Actual/Forecasted Lease-In-Place Effective Rent	
		Actual/Forecasted Lease-In-Place Gross Rent Per SqFt	
		Actual/Forecasted Lease-In-Place Gross Rent	
Daily Lead Acquisition Cost Snapshot		Actual/Forecasted Lease-In-Place Gross Rent	Funnel
Inspection		Inspection Count	HappyCo
		Inspection Item Count	
		Inspection Potential Score	
		Inspection Potential Score	
		Inspection Score	

New Attributes

Dimension Tables	Display Folder	Attribute Name	Data Source
Product		Acquisition Date	MDM
		Disposition Date	
		Opened Date	
		Stabilization Date	
Survey Response Attributes		Survey Response Answer Memo	Various Survey Sources
Inspection Attributes		Created Date	HappyCo
		Inspection Category	
		Inspection Detail Description	
		Inspection Item Category	
		Inspection Item Type	
		Inspection Name	
		Inspection Status	
		Item Ratings	
Lead Source		Lead Source Alias	Funnel
		Lead Source Group	
		Lead Source Name	
Lead Source Cost Type		Lead Source Cost Type Alias	
		Lead Source Cost Type Name	
PerX Intelligence		PerX Calculation	N/A

Removed Measures

Metric Table	Display Folder	Metric Name

Removed Attributes

Dimension Table	Display Folder	Attribute Name