# WILLS: GREEN

Google Reviews Only Timeframe: Q2 '23 - Q1 '24

# TOPIC COMPARISON TABLE

Percentage of reviews impacted by each topic being mentioned.



LEASING PROCESS

BILLING / FEES

MANAGEMENT

MOVE OUT

MAINTENANCE

MOVE IN

NOISE

MAINTENANCE STAFF

PESTS

PARKING

FRIENDLINESS

**CUSTOMER SERVICE** 

NEIGHBORS

PRICING

HELPFULNESS

STAFF

COMMUNITY

TOUR

PROFESSIONALISM

PROPERTY MANAGER

AMBIANCE

COMMUNICATION

**AMENITIES** 

SAFETY / SECURITY

LOCATION

AESTHETICS

CLEANLINESS

**RENT** 

10.37%
7.69%
0.00%
6.31%
15.75%
40.15%
0.75%
5.77%

17.14%

12.42%

7.00%

7.08%

2.08%

0.06%

6.23%

1.34%

10.15%

9.75%

8.88%

7.92%

4.53%

1.83%

0.62%

1.69%

5.62%

1.92%

3.79%

2.15%

3.45%

2.77%

2.24%

0.23%

5.71%

23.00%

21.55%

8.92%

4.04%

1.31%

8.51%

0.54%

8.73%

9.62%

13.69%

0.65%

11.54%

19.75%

10.00%

12.69%

13.01%

13.23%

14.41%

45.90%

0.31%

11.80%

1.18%

35.62%

Benchmark Rating: 4.18

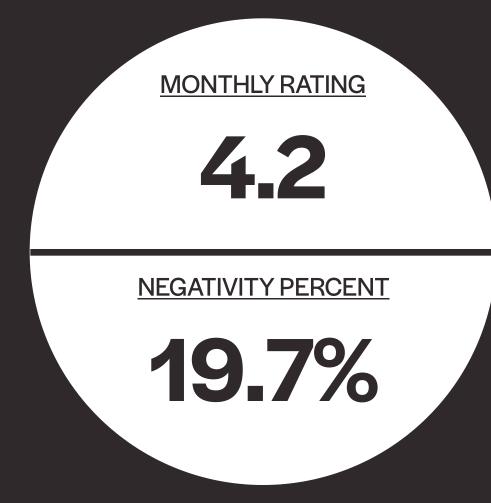
# MOVE-IN

**TOUR** 

**MONTHLY RATING** 

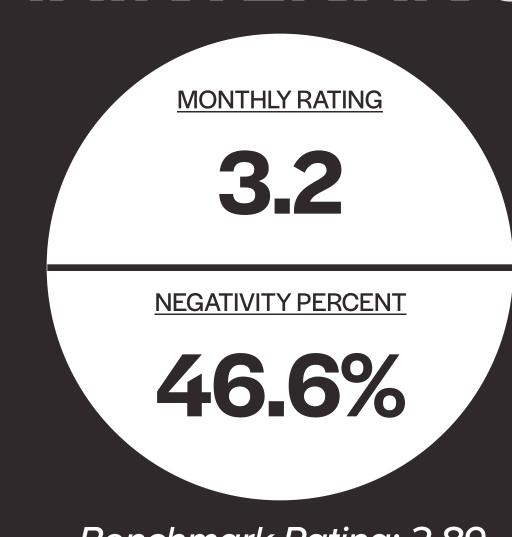
**NEGATIVITY PERCENT** 

16.1%



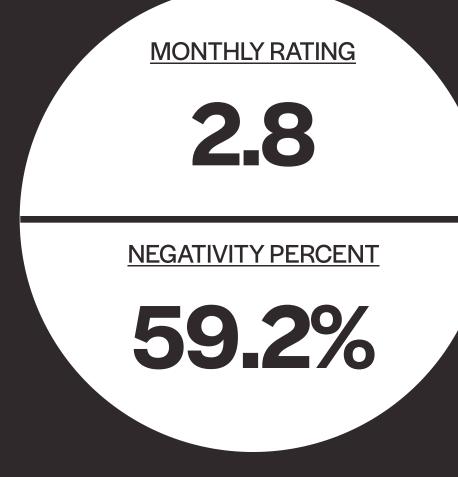
Benchmark Rating: 3.87

# MAINTENANCE



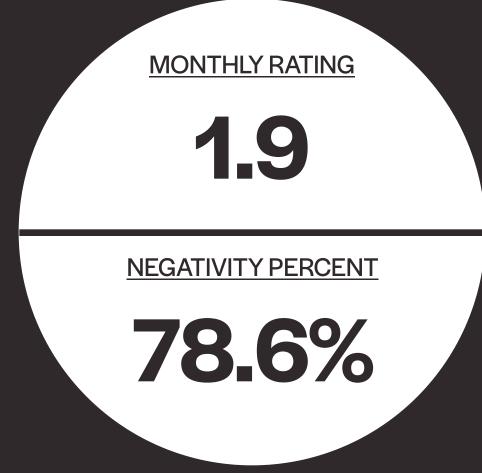
Benchmark Rating: 2.89

# RENEWAL



Benchmark Rating: 2.98

# MOVE-OUT



## Benchmark Rating: 1.98

# REPUTATION HEALTH SCORE: 57%

4.11 1.43 93.91% 27.04%
Monthly Rating Monthly Volume Response Rate Negative Percent

\*\*BENCHMARKS\*\*
3.91 1.59 88.47% 28.24%

# MINIMIZE NEGATIVITY

\*The 7 topics most often mentioned in <u>negative</u> reviews. Below benchmark is preferred, meaning the group has fewer negative mentions of each topic.

MAINTENANCE	+3.3% above benchmark	
MANAGEMENT	+37.3% above benchmark	
COMMUNICATION	+4.3% above benchmark	
STAFF	-33.8% below benchmark	
SAFETY/SECURITY	-26.0% below benchmark	
BILLING/FEES	-41.9% below benchmark	
PARKING	-7.8% below benchmark	

## MAXIMIZE POSITIVITY

\*The 7 topics most often mentioned in **positive** reviews. Above benchmark is preferred, meaning the group has more positive mentions of each topic.

STAFF	-29.3% below benchmark	
LOCATION	+39.2% above benchmark	
MAINTENANCE STAFF	-15.6% below benchmark	
MAINTENANCE	+25.0% above benchmark	
AMENITIES	+61.6% above benchmark	
HELPFULNESS	+3.8% above benchmark	
AESTHETICS	-19.7% below benchmark	

# TOP 5 TOPICS ABOVE BENCHMARK

These are **your** standout topics. Of the 49 topics Widewail studied, your group outperforms industry benchmarks in these topics by a significant margin.

CONDITION	Mentioned in 10.4% of positive reviews	+240.2% above the industry benchmark
NEIGHBORHOOD	Mentioned in 5.3% of positive reviews	+119.5% above the industry benchmark
MANAGEMENT	Mentioned in 15.8% of positive reviews	+80.9% above the industry benchmark
COMMUNITY	Mentioned in 14.4% of positive reviews	+69.5% above the industry benchmark
AMENITIES	Mentioned in 21.6% of positive reviews	+61.6% above the industry benchmark



## How **Multifamily** Manages Reputation

If your reputation strategy isn't improving your Google rankings and driving quality leases, you don't have a strategy. We help PMCs & operators take a proactive approach to show off resident experience, drive leases through local search and save onsite resources with centralized technology and services. For Widewail, reputation management is a performance-marketing strategy, not PR.

**Select Clients:** 





TRILOGY













#### INVITE

Increase new reviews on Google and other review platforms with an automated SMS process



#### **ENGAGE**

Leverage our expert team of responders with review response managed services



## **ENGAGE PLUS**

Social media engagement response managed services



## **INVITE VIDEO**

Collect video testimonials from your residents with an automated SMS process



### LISTINGS

Monitor and update community listing information on Google and other key directories from a single dashboard

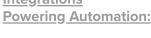
Integrations



entrata













Widewail property management clients generate 1.5x more reviews per month than industry average

Average rating for Widewail property management clients is a 4.28 on Google. Industry average: 3.91.

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