

Rent Ready Brings On Strategic New Growth Leadership

CHARLOTTE, N.C. (April 8, 2022) – Two new strategic leaders have joined Rent Ready to further the company's vision of being a national turn provider. Scott Azaroff, Head of Sales and Matt Hupalowsky, Head of Procurement have joined Rent Ready to grow our customer base and provider networks.

Rent Ready is the industry's only single-service turn provider that connects community staff to service professionals, using an automated turn board to streamline the entire process.

"Our solution touches all onsite and management level roles within the multifamily industry and reduces stress of the chaotic turn process," said Azaroff. "This technology allows our customers the ability to streamline a process they didn't even realize they could streamline. I'm excited to join Rent Ready and help the organization's vision of being a national provider come to light by bringing this solution to every onsite staff member and all leaders of property management companies."

Scott has gained vast experience in the multifamily industry over the past decade providing sales leadership to companies such as Landing, RealPage and Investor Management Services (IMS). Scott was able to drive sales of 700+ net new logos and \$10M+ARR in 5 years at IMS which led to the company's successful acquisition by RealPage.

"The ability to come into an organization with such a creative way of solving an age-old problem is exciting, and furthermore, my ability to come in and help expand our provider network is an opportunity I couldn't resist," said Hupalowsky. "Having worked with numerous providers and helping set the foundation of provider networks, I know what we have already built at Rent Ready is only going to get stronger as I work to foster stronger business relationships with providers while driving quality work for our customers."

Hupalowsky served as the Director of Procurement at SMS Assist and helped them expand from 6 markets to 16 and increase monthly renovations from 20 to 500 in 18 months.

"The addition of Scott and Matt to Rent Ready brings an energy level and experience that matches the excitement of our entire team," said Jonathan Kite, Rent Ready's CEO. "The amount of industry knowledge and success that these two individuals have showcased throughout their career brings an exhilarating new era to the company. Our vision of being a national turn provider is fully within reach with our new leadership team additions."