LEONARDO247

Due Diligence That Wins Business

How Gallery Residential turned due diligence into a growth engine with Leonardo247, scaling to 26,000 units in three years.

26K	$100K+	20+	100%
units under management	found in a single due diligence	due diligence projects on Leonardo247	close rate on deals within Gallery's control

gallery RESIDENTIAL

At a glance

Company
Gallery Residential, LLC

Profile
Multifamily fee manager, Class A to full rehab

Customer since
2023

Products
Acquire247, Perform247

Featuring


Desmond Blair
Director of Transitions


George Gwynn
Compliance Success Manager


Andrew Riedel
Construction & Service Associate

The challenge

Gallery Residential doesn't just manage properties. It wins them.

Due diligence is more than an operational process. It's a strategic service that helps the company earn new management business. Owners and investors bring Gallery in to evaluate assets before acquisition, and in many cases, that engagement leads directly to a property management contract.

As Gallery grew to 26,000 units in just three years, Leonardo247 became foundational to scaling that service. By centralizing inspections, lease audits, reporting, and collaboration in a single platform, Gallery transformed due diligence into a repeatable, scalable process.

> *"Leonardo247 has been transformative for our due diligence. It's been a part of our scale. We've grown in three years to 26,000 units and 107 properties in 13 different states, and a lot of that's been through due diligences using the platform."*
>
> **Desmond Blair**
> Director of Transitions, Gallery Residential

Today, the team executes multiple due diligence projects simultaneously, delivers buyer-ready reports in a fraction of the time, and uncovers critical financial risks before closing, helping Gallery grow without sacrificing speed, quality, or consistency.

The approach: due diligence that runs from anywhere

Gallery runs every due diligence project on Acquire247, from the first rent roll upload to the final buyer binder. Four capabilities carry the load.

Gallery Scaled Due Diligence Without Scaling Travel

Gallery distributes lease audits across team members nationwide, allowing multiple auditors to work the same project simultaneously instead of traveling onsite. The result is faster due diligence, lower travel costs, and quicker delivery to buyers.

> *"We can save days because we're able to do these file audits remotely."*
>
> **Desmond Blair** · Director of Transitions, Gallery Residential

Due Diligence Findings That Move Purchase Prices

Every discrepancy uncovered during due diligence strengthens the buyer's position. In one acquisition, Gallery identified approximately $10,000 in rent discrepancies and a $99,000 security deposit variance, creating leverage before closing.

Reports Buyers Can Act on Immediately

When the walks and audits wrap, Acquire247 generates the full due diligence report Gallery delivers to buyers: unit walk summaries with photos and details, file audit summaries, and variance reports. What would take weeks to compile by hand is produced instantly from the platform in a format ownership groups can act on immediately.

> *"Due diligence with Leonardo247 absolutely saves a heck of a lot of time. It's a lot harder in other softwares to create a mass report on the major themes occurring throughout the property so I don't have to go line by line for all 180 units."*
>
> **Andrew Riedel** · Construction & Service Associate, Gallery Residential

Why Gallery Standardized on Leonardo247

Instead of juggling spreadsheets, emails, and disconnected inspection tools, Gallery manages every stage of due diligence in one platform.

- Remote lease audits
- Buyer-ready reporting
- Cross-property comparisons
- Unit inspections
- Automated documentation

> *"It's super detailed. You won't miss a thing."*
>
> **George Gwynn** · Compliance Success Manager, Gallery Residential

The results

Gallery credits Leonardo247 with helping standardize and scale one of its most important service lines. Over the past two years, every due diligence project within Gallery's control* has converted into a closed property management deal.

*The handful that didn't close fell through for reasons outside the process: financing, equity partners, market timing.

100% close rate on new business

Every deal within Gallery's control over the past two years has closed and converted into a management assignment.

$100K+ uncovered on one deal

A single file audit surfaced a $99,000 security deposit variance and roughly $10,000 in rent discrepancies, creating leverage before closing.

Scaled to 26K units in 3 years

Gallery scaled to 107 properties across 13 states, with due diligence powering much of that growth.

5 due diligence projects in one month

Gallery absorbed five due diligence projects in a single month, and has performed 20+ due diligences since 2023.

> *"You get out of it exactly what you put into it. If you're willing to let your team be creative with Leonardo247, there's a lot of room to maneuver. You can make it as basic or as complex as you want."*
>
> **Andrew Riedel** · Construction & Service Associate, Gallery Residential

Looking ahead

Gallery is evaluating Leonardo247's next-generation due diligence platform, including AI-powered analytics designed to identify trends, surface risk, and generate deeper acquisition insights with less manual analysis.

The takeaway

Gallery built a scalable due diligence practice that helps it win business, close deals faster, uncover financial risk before closing, and support rapid growth. Leonardo247 is the operating system that makes that possible.

Run your next due diligence on Acquire247

See what it can prove on your next deal.

Book your Demo