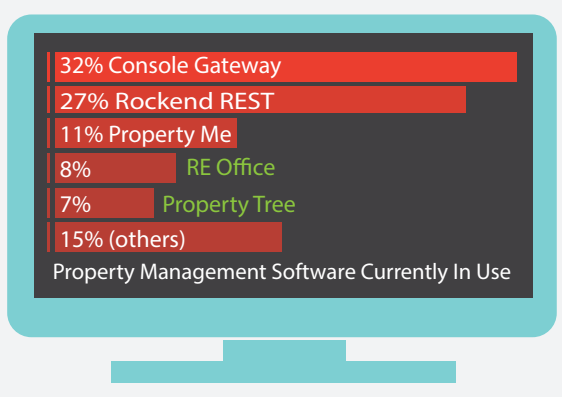
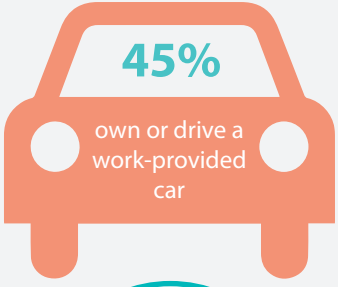
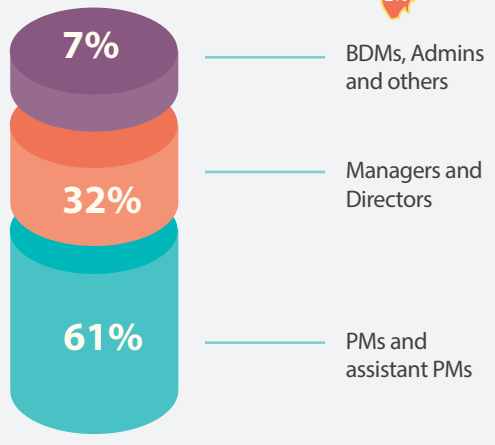
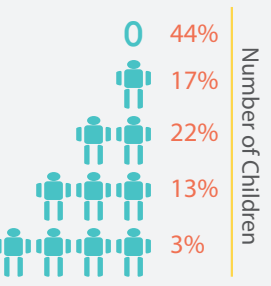
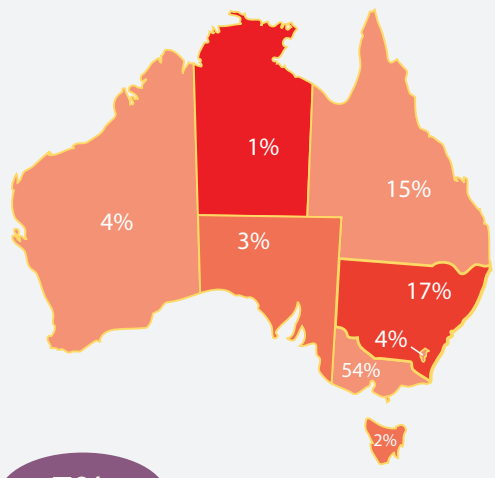
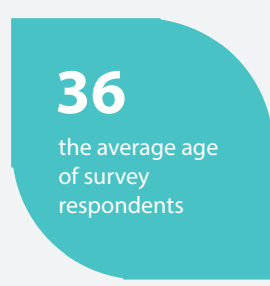


> Survey Period: August 2017  
 > Audience: APMC Group  
 > Respondents: 383

This year's survey has very similar numbers to the 2016 results. The main differences are the location of respondents when measured by state, the current market-share of trust accounting systems and the focus on the negative attitudes of people and clients in the "what do you dislike about your job" question. PM salaries appear to have risen by 4.9% but it is important to note that the location of different respondents can allow for this difference. The common industry comments were about a need for directors and managers to better support their PMs with training, concerns about increasing workload with continued low pay and lack of standards for education/qualification of new PMs entering the industry.

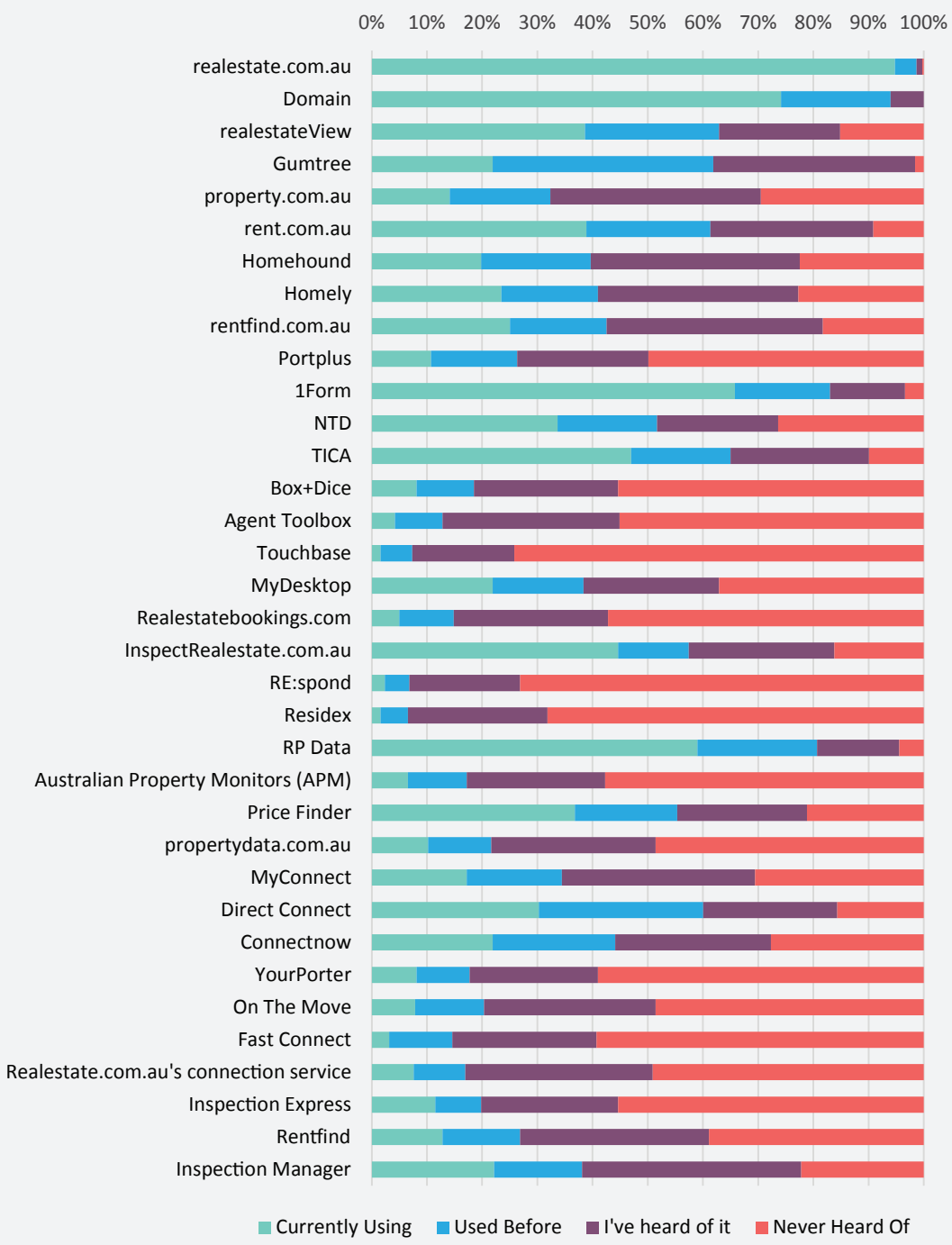
### the people & offices



- Key Training Requirements:**
1. Business Development
  2. Commercial PM
  3. Tribunal Hearings
  4. Legislation
  5. Staff & Team Management
  6. Trust Accounting
  7. Conflict Resolution

> **65%** have used Console Gateway  
 > **61%** have used Rockend REST  
 > **16%** have used Property Me

### the sites, apps & services



### the salaries

