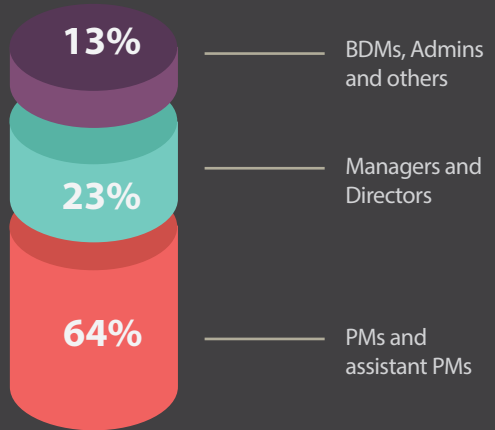


> Survey Period: June 2018
 > Audience: APMC Group
 > Respondents: 323



10.1 years

average time spent working in the real estate industry

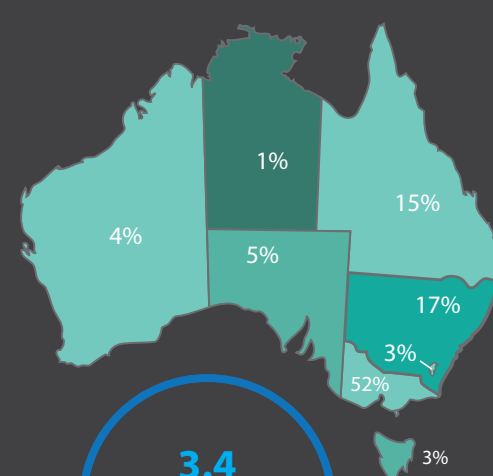
38%

of PMs have managed commercial properties



35

the average age of survey respondents

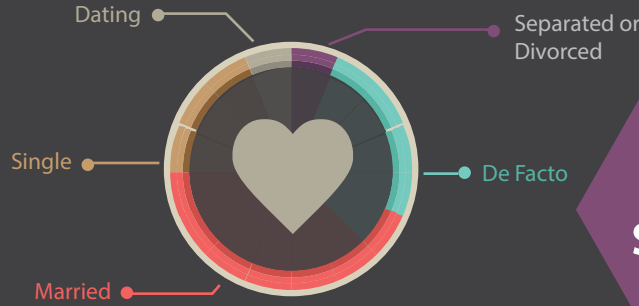
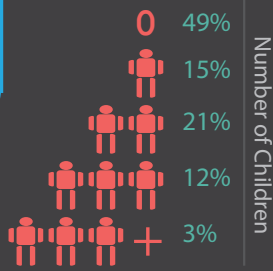


3.4

average number of real estate offices worked for

146

average number of properties per portfolio



47%

of PMs make commission.

\$2,761

is the annual average

52%

of offices are franchised or banner

95% have attended real estate training courses. 59% have paid for courses themselves

What do you like most about your job?

meeting new people
 team and colleagues
 every day is different
 being organised
 helping people
 helping people find properties solving problems
 challenges
 variety
 learning

What do you dislike about your job?

long hours
 low wages
 disrespect
 my employer
 stress
 conflict
 abuse
 working by myself
 unreasonable people
 tribunal hearings
 rude people

602

average number of properties under management per agency

2.9 years

average time spent in current job

43%

of respondents are licenced estate agents

16%

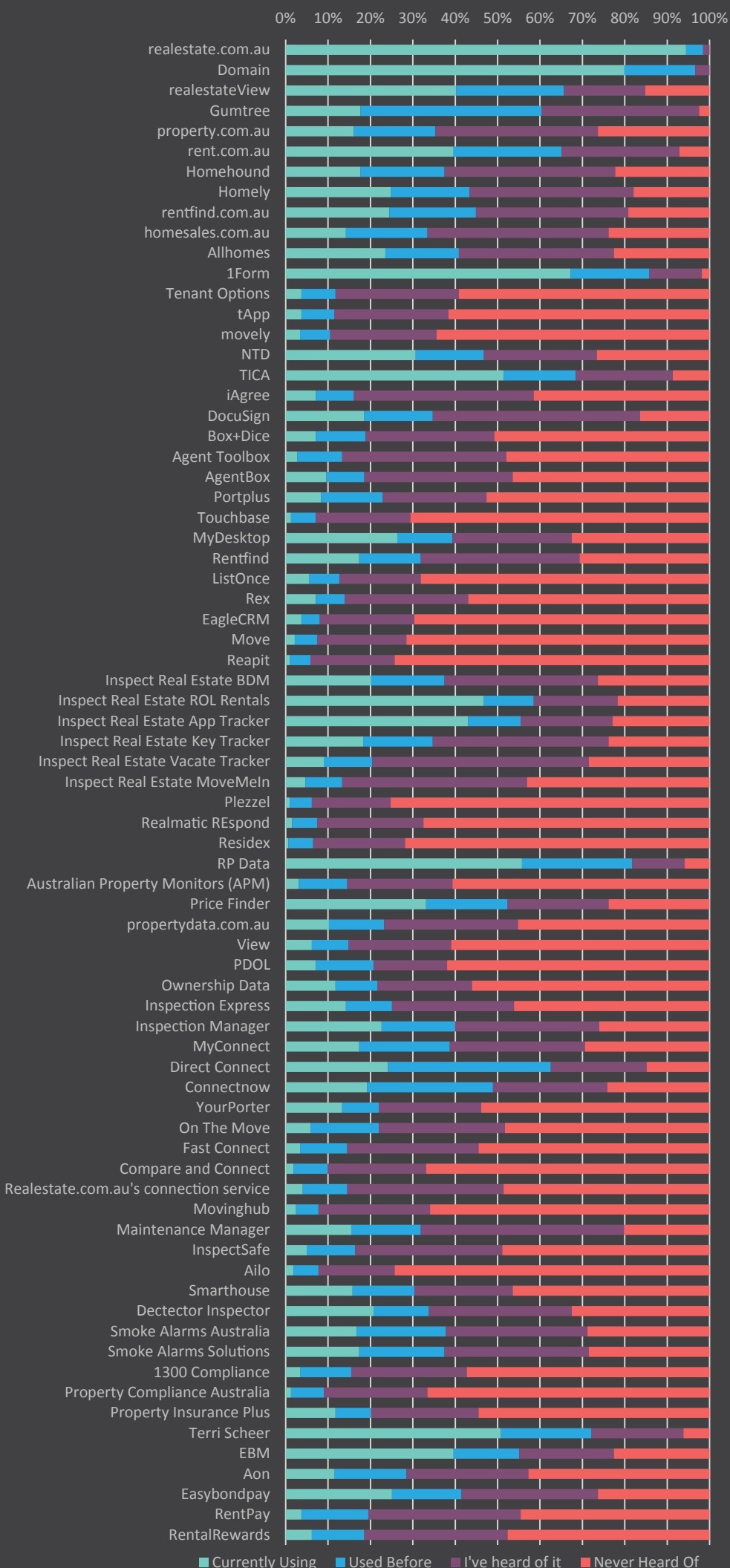
of offices are PM - only agencies

Key Training Requirements:

1. Business Development
2. Staff/Team Management
3. Trust Accounting
4. State Tribunals
5. State Legislation
8. Conflict Resolution

- > 64% have used Console Gateway
- > 61% have used Rockend REST
- > 26% have used PropertyMe

the sites, apps & services



the salaries

Job Function	Gross Salary	Incl. Car Allowance	Commission	Has Work Car
Property Manager	\$ 58,664.17	\$ 2,264.09	\$ 2,947.97	44%
Asst. Property Manager	\$ 44,038.00	\$ 1,807.14	\$ 221.43	29%
Department Manager	\$ 77,908.55	\$ 3,542.37	\$ 8,252.63	32%
Director	\$ 92,472.22	\$ 1,569.44	\$ 12,555.56	72%
BDM	\$ 61,116.07	\$ 3,389.29	\$ 14,000.00	29%
Leasing Consultant	\$ 56,875.00	\$ -	\$ 75.00	75%
Others	\$ 91,244.18	\$ 1,951.45	\$ 1,920.45	14%
Combined Average	\$ 66,462.10	\$ 2,317.35	\$ 4,922.61	42%

10%
"I am paid well"

15%
"I am very under paid for my job"

27%
"I am paid appropriately"

47%
"I should be earning more for what I do"

1%
"I am over paid for my job"