

Leasing Consultant



People

Potential

Possibilities

Careers in Apartment
Leasing

Leasing professionals offer the first impression of an apartment community. As a result, leasing professionals meet a wide variety of interesting people. If you consider yourself “a people person,” leasing may be the right career for you.

Leasing is one of the most interesting, flexible and dynamic positions in the apartment industry. Leasing professionals have the opportunity to meet with a wide array of interesting people and “showcase” the communities where they work. While leasing professionals receive sales commissions or incentive pay, it is unlike a traditional sales job because there is no “cold calling”. You are in a professional setting, dealing with individuals who are actively looking for a place to live. Leasing professionals present the features of an apartment home and the benefits of an apartment community. They help prospective residents find the home that is right for them during the leasing process. Upon leasing an apartment to a resident, the focus for a leasing consultant shifts to providing customer service and keeping that resident happy in their apartment home.

Some of the benefits of working in the Apartment Industry include:

- Competitive employee benefits such as:
 - healthcare (medical, prescription drugs, dental and vision)
 - paid holidays, vacation and sick leave
 - Bonus pay (with some employers)
 - 401K options
 - Life insurance
- Rent benefits (with some employers).
- Tuition reimbursement (with some employers).
- Ability to move almost anywhere and find an apartment industry position.
- The opportunity to advance quickly.
- On-the-job and classroom training.
- Learning valuable skills that you can take anywhere.
- Working in a team environment.
- Ability to earn certifications.

Often, **careers in leasing can be started with just a high school diploma.** Unlike jobs in similar fields, such as retail sales or hospitality, apartment leasing is a full-time job with benefits. It provides predictable and **manageable hours and allows flexibility if you are a working parent or college student.** Most companies offer on-the job training and certifications to help you advance in your career.



**Profile: Jalonda, Leasing Consultant/
Assistant Property Manager**

Age: 26

Years in Industry: 7

“I started in the apartment industry as a part-time Administrative Assistant while I was in high school and I actually continued throughout college, part-time. **When I graduated with my Bachelor’s degree from a state university, they offered me a full-time position.**

I was able to juggle my studies and school work while I worked in leasing. While I was in college, leasing was a great job for me because **I was able to get very flexible hours.** I worked pretty much Thursday through Sunday, when leasing activity is the busiest.

In leasing you’re offered a base pay, in addition there is commission paid for every move-in and there’s also a commission paid for renewals so resident retention pays as well.

I earned my NALP (National Apartment Leasing Consultant) designation and my company paid for it. I also have the opportunity to advance my career with the many other career training programs my company offers.

I look forward to growing professionally with my company.”



Adams's Career Track



Age: 29
Years in Industry: 2

PRE-INDUSTRY
 Worked in
 Telemarketing,
 Retail Sales

FIRST INDUSTRY JOB
Leasing Consultant:
 600 Units, 2-Person Team
Level of Education:
 4-Year Degree

NEXT POSITION
Corporate Leasing Agent:
 2-Person Team
 Leased Apartments at
 Several Communities to
 Corporate Clients

PROMOTION
Sales Ambassador:
 800 Units, 2-Person Team
 Took Lead on "Leasing Up"
 all Units in a New
 Community



Sample Salaries for Apartment Leasing:*

Leasing Consultant	\$20K+
Leasing Manager	\$30K+
Concierge	\$20K+
Regional Marketing Manager	\$70K+

* Compensation levels vary based on level of education and experience, region of the country and size of community and employer. These figures are meant to provide an idea of what positions may pay but are not indicative of what every company pays.

To learn more, visit www.ApartmentCareerHQ.org.



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