

make your mark in a growing industry

There has never been a better time to start a career in residential property management (RPM). Demand for apartments is growing rapidly—and so is the need for talented, creative individuals who can help build strong communities. RPM is a robust, dynamic and highly professional field dedicated to helping people choose and enjoy the housing lifestyle that's right for them.

start your career today

Search for jobs and connect with real people working in residential property management at **RPMcareers.org**.

Learn more about NAAEI:



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careers in residential property management

leasing consultant



the right career for me

Name: Shannon Casserly

Title: Senior Leasing Consultant

Age: 30

Time in Residential Property Management: 2 years

Education: Bachelor's degree in economics

Aspiration: Community Manager

"After I graduated college, I worked at hotels doing operations, events and group sales. I learned about the RPM industry after moving to a new apartment community and becoming friends with the leasing consultant who helped me lease my new home. She loved her job and thought it would be a great career for me too, based on my hospitality experience."

"What I love most about my career is making connections with people. In hospitality, the customers were transitory, staying only for a short-term period. Now, I get to make connections with people who become customers for years. If you love talking to people and helping people, this is a great career for you!"



opportunities for advancement

Whether you relish the challenge of meeting or surpassing sales goals, appreciate the details in executing a marketing plan, or simply enjoy helping people, careers in residential property management (RPM) offer many possibilities and the opportunity for lifelong learning and career development. Leasing

consultants are the industry's public face, helping people find the right housing option that fits their budget. Previous experience in retail or the hospitality industry can easily be applied to this rewarding career, which can lead to prestigious positions such as regional marketing director or senior leasing executive.

a rewarding career: leasing consultant

▶ annual base salary range*

entry level:

\$27,800 - \$35,200

experienced:

\$37,000 - \$51,200

regional marketing director:

\$72,100 - \$95,900

▶ work hours

full-time

▶ housing benefits

some employers offer 20% or more rent reduction

▶ benefits

health insurance, life insurance, retirement plan, tuition assistance

▶ additional earnings*

overtime pay and bonus pay 16.4% - 24.9%

▶ training

continuing education and professional credentials

*2015 CEL & Associates Real Estate Compensation Survey. These salary ranges are not reflective of every market and may be higher or lower depending on geographic location and employer.