

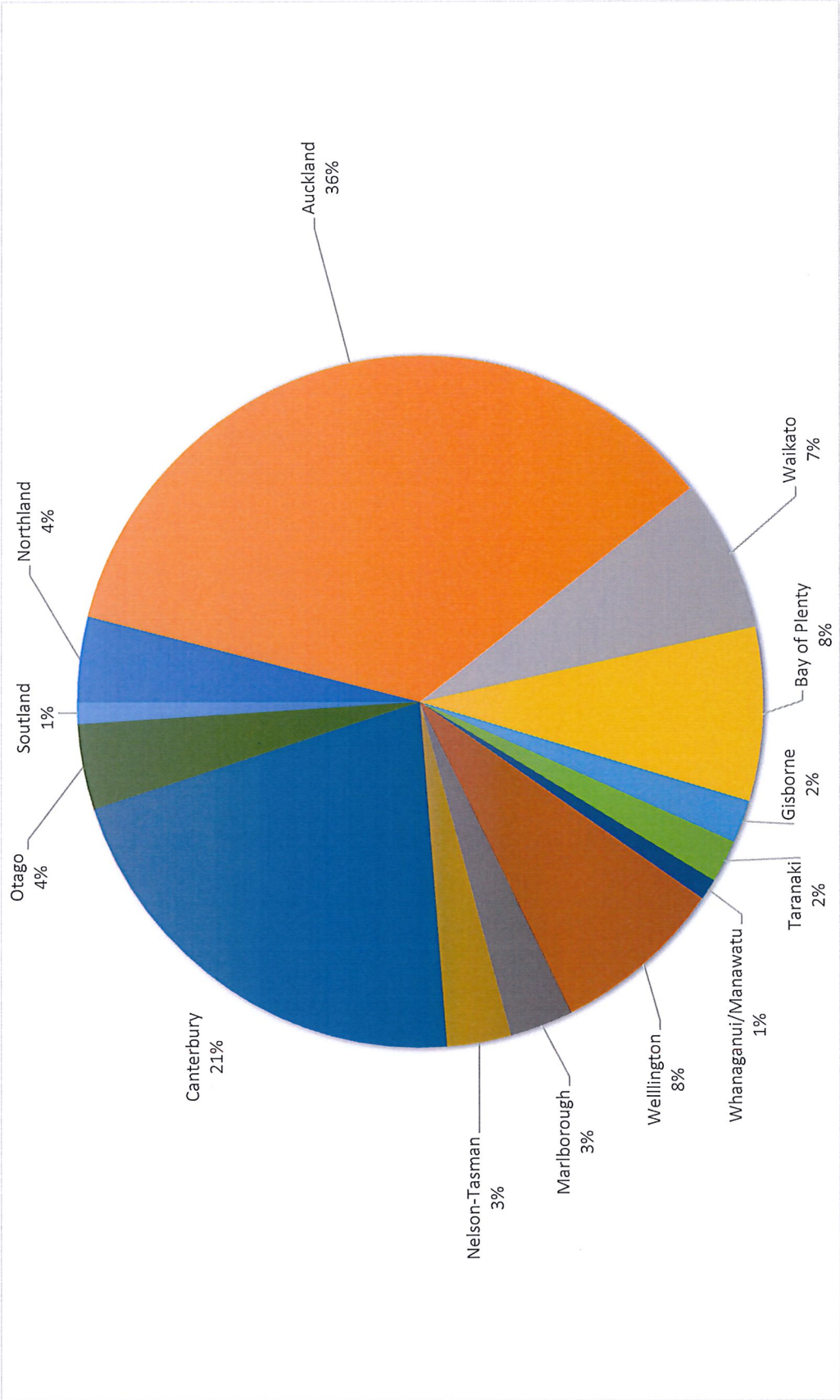


Financial Health Survey 2022

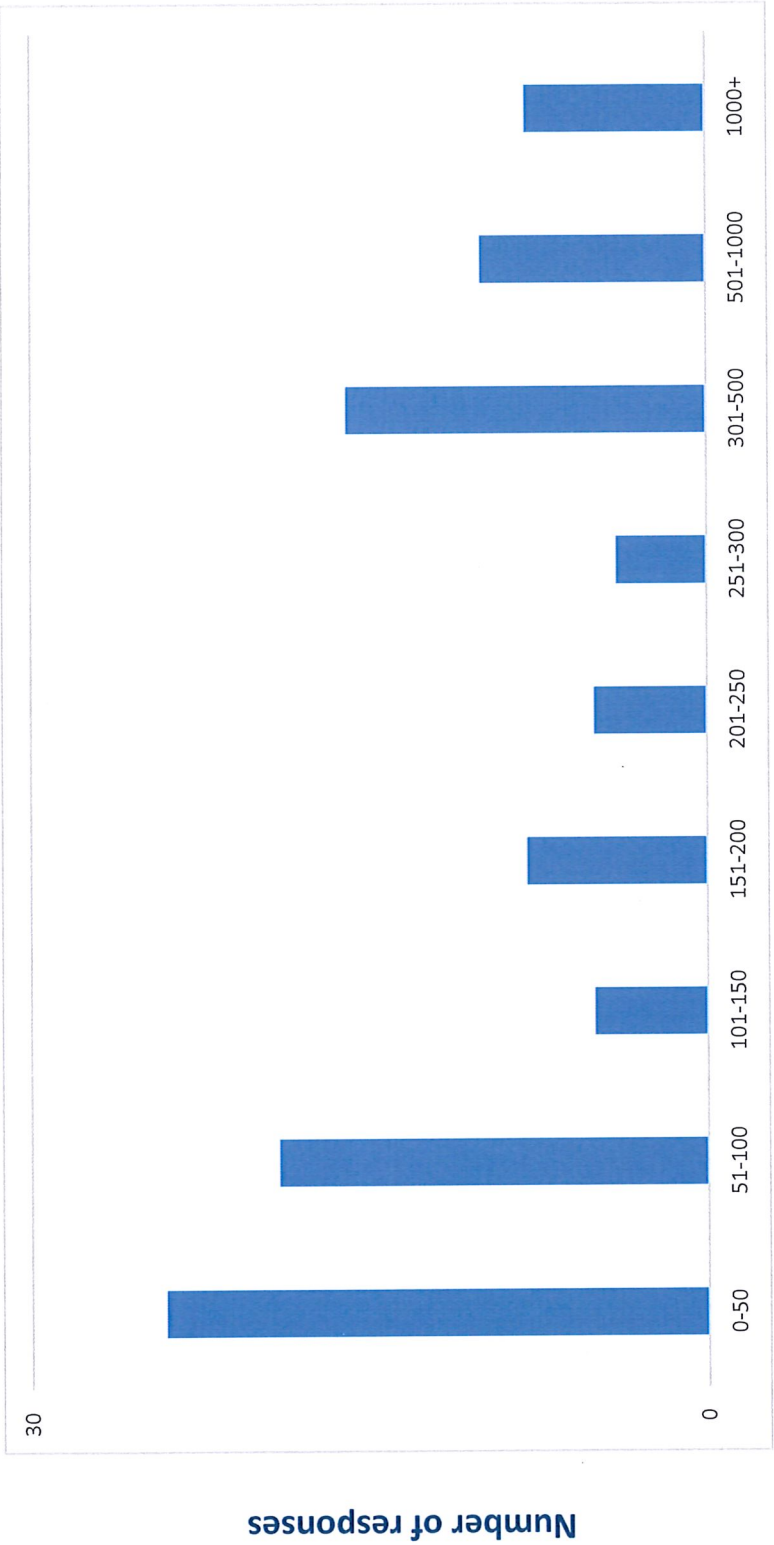
Hamish Turner & Associates

Where is your business based?

99 Business response's

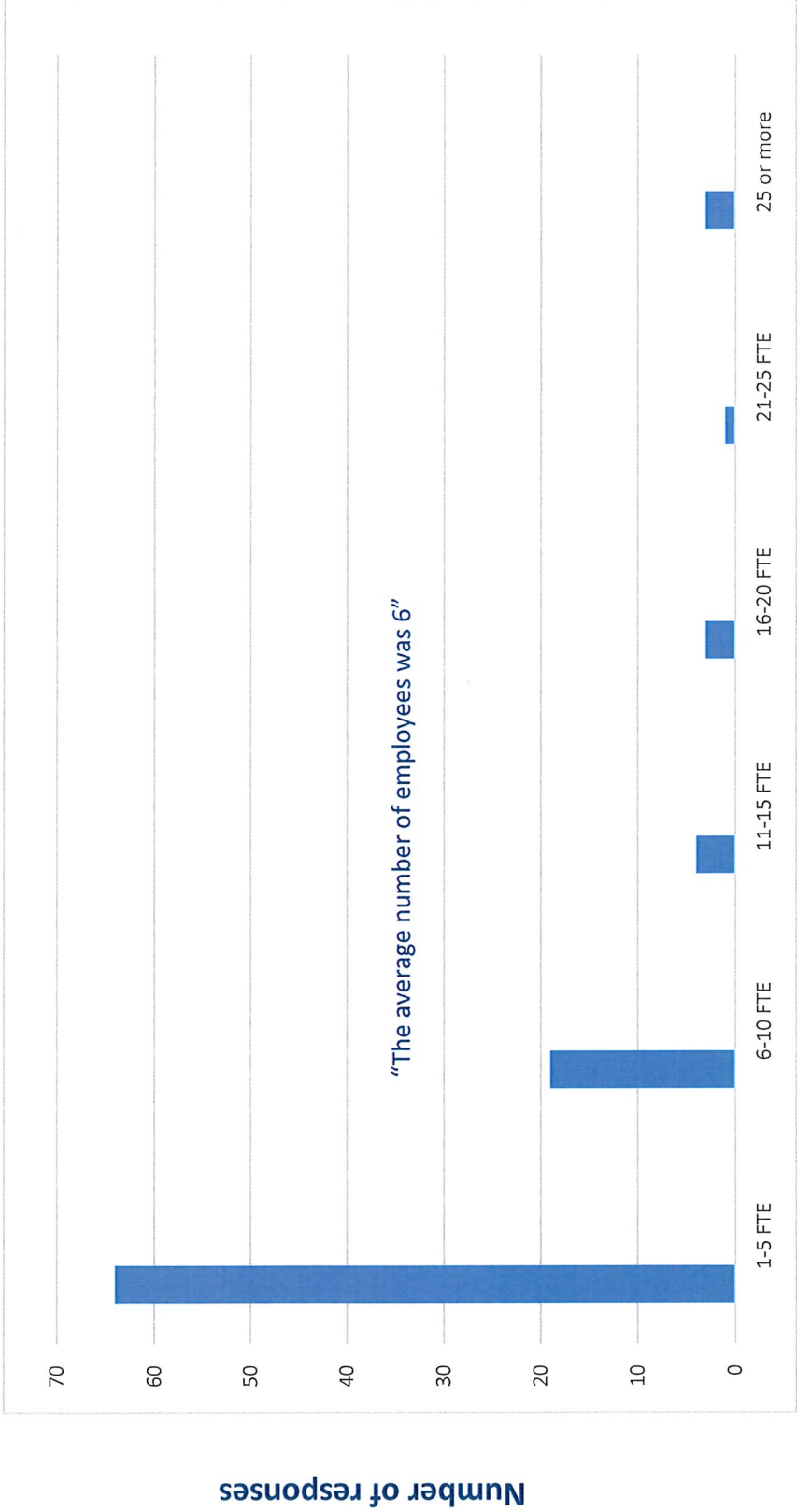


How many residential properties does your company manage?



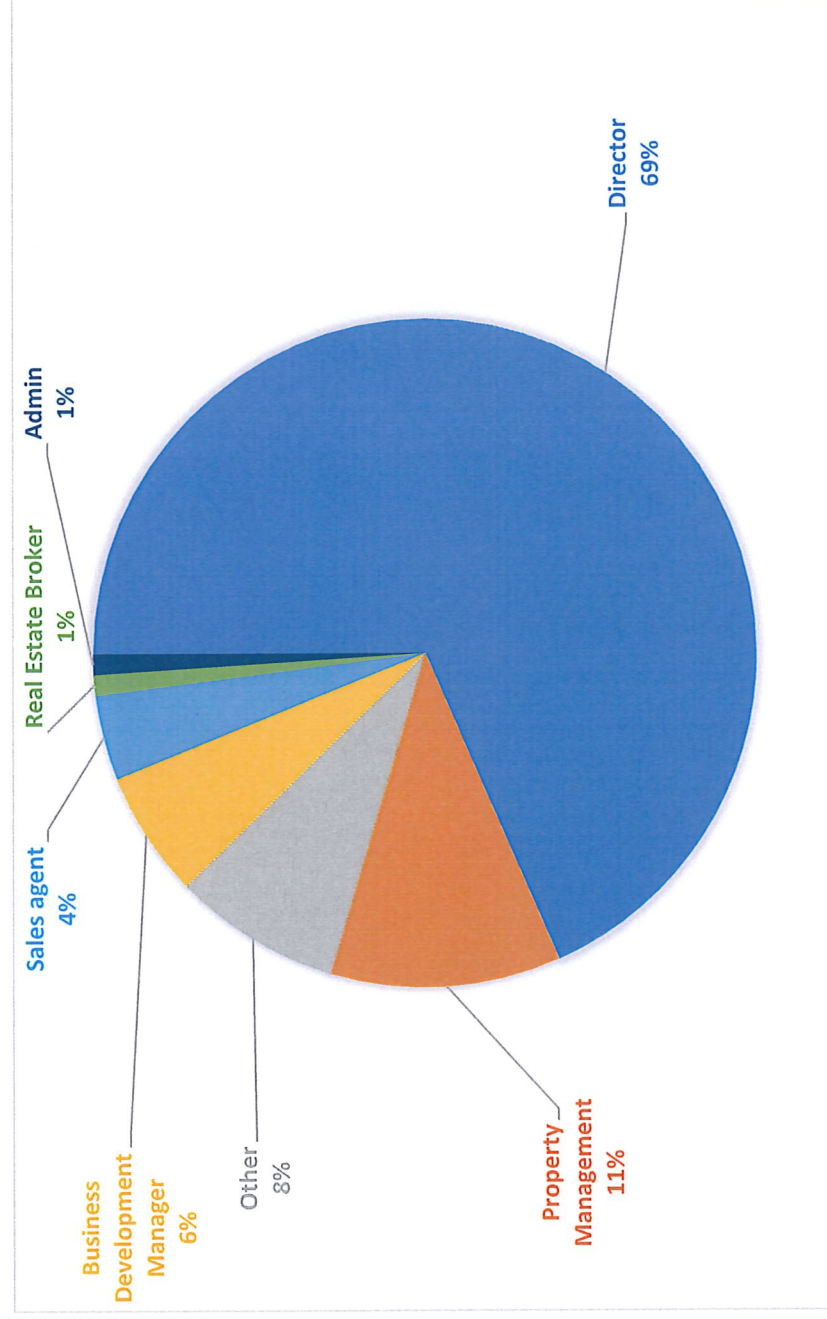
Number of properties

How many full-time equivalents (FTE) employees, including yourself, work in your company?

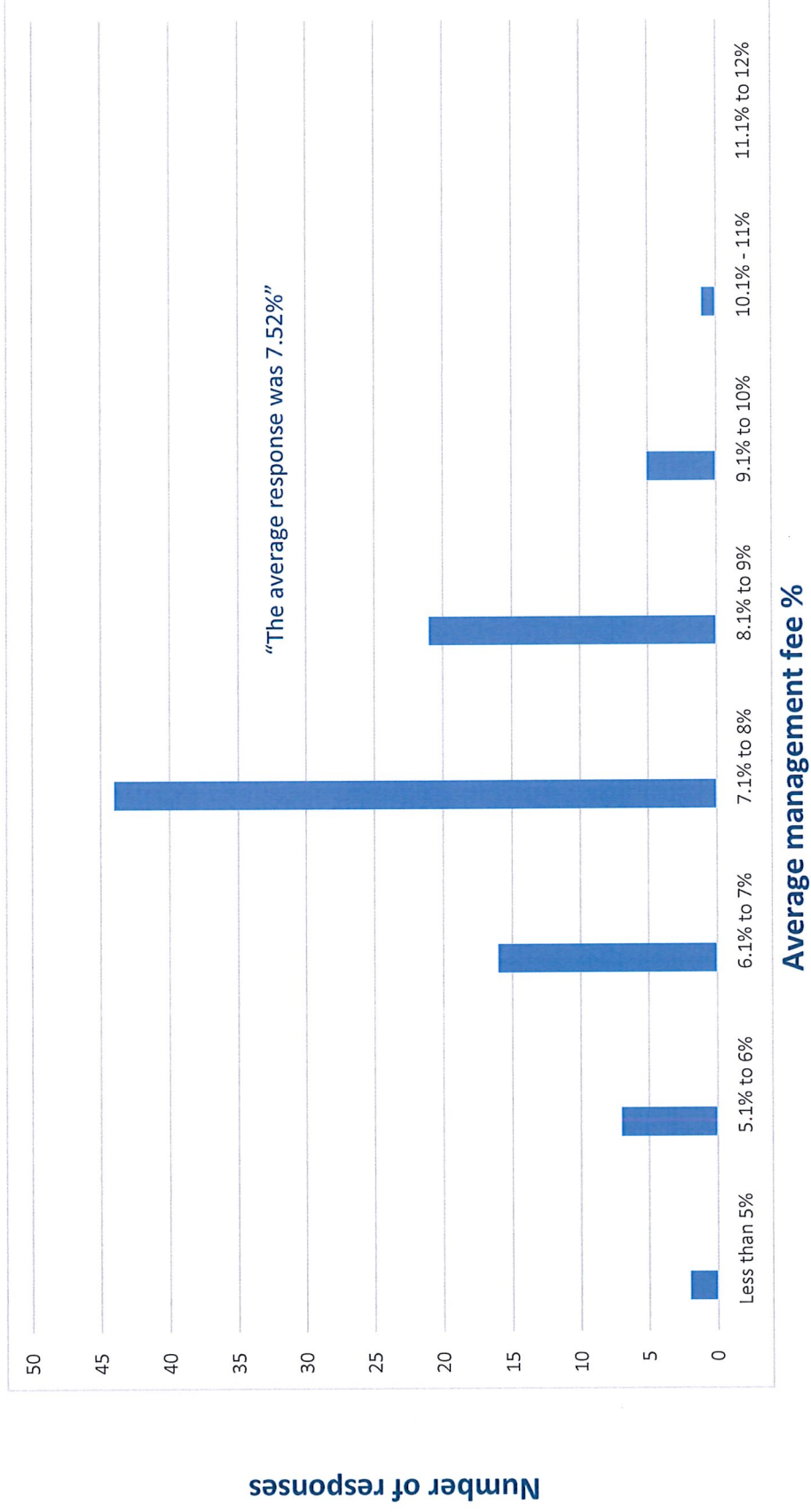


Number of full-time employees

What is your job title?



What is the average management fee (GST exclusive) of your residential portfolio currently under management?

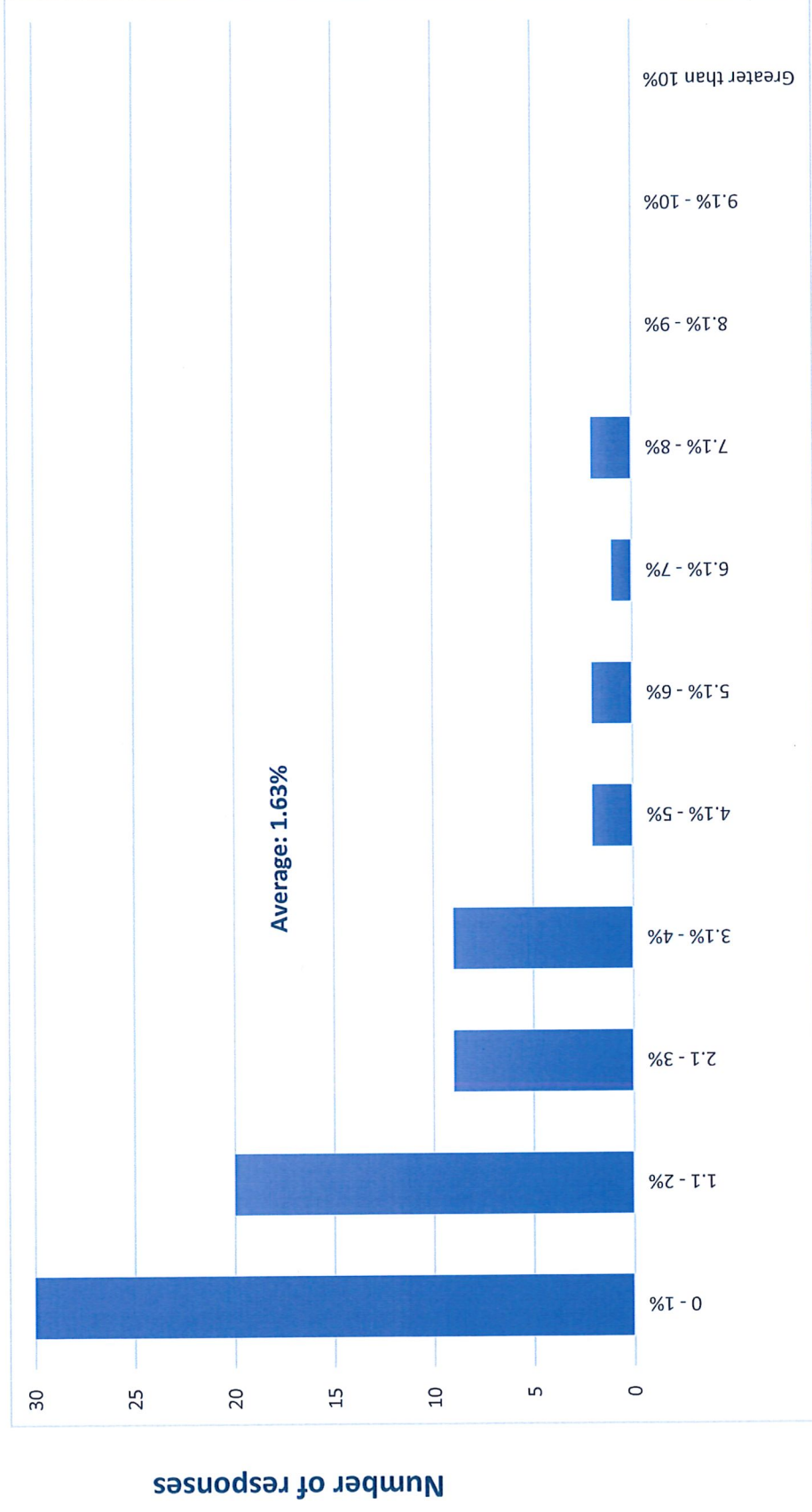


What is the average weekly rent of your residential properties under management?



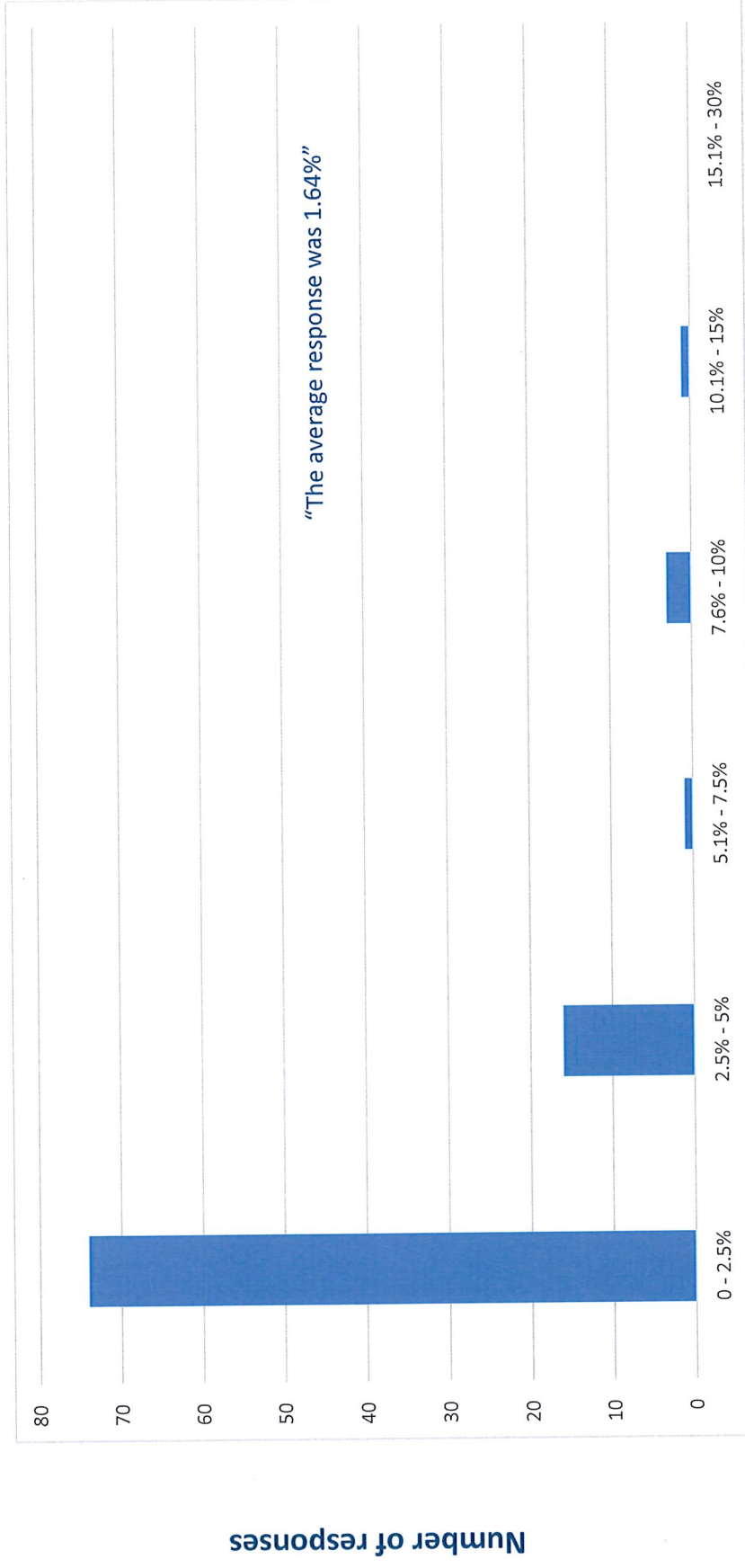
Average weekly rent

What % of your residential portfolio is in rent arrears over 6 days?



% of residential portfolio rent arrears over 6 days

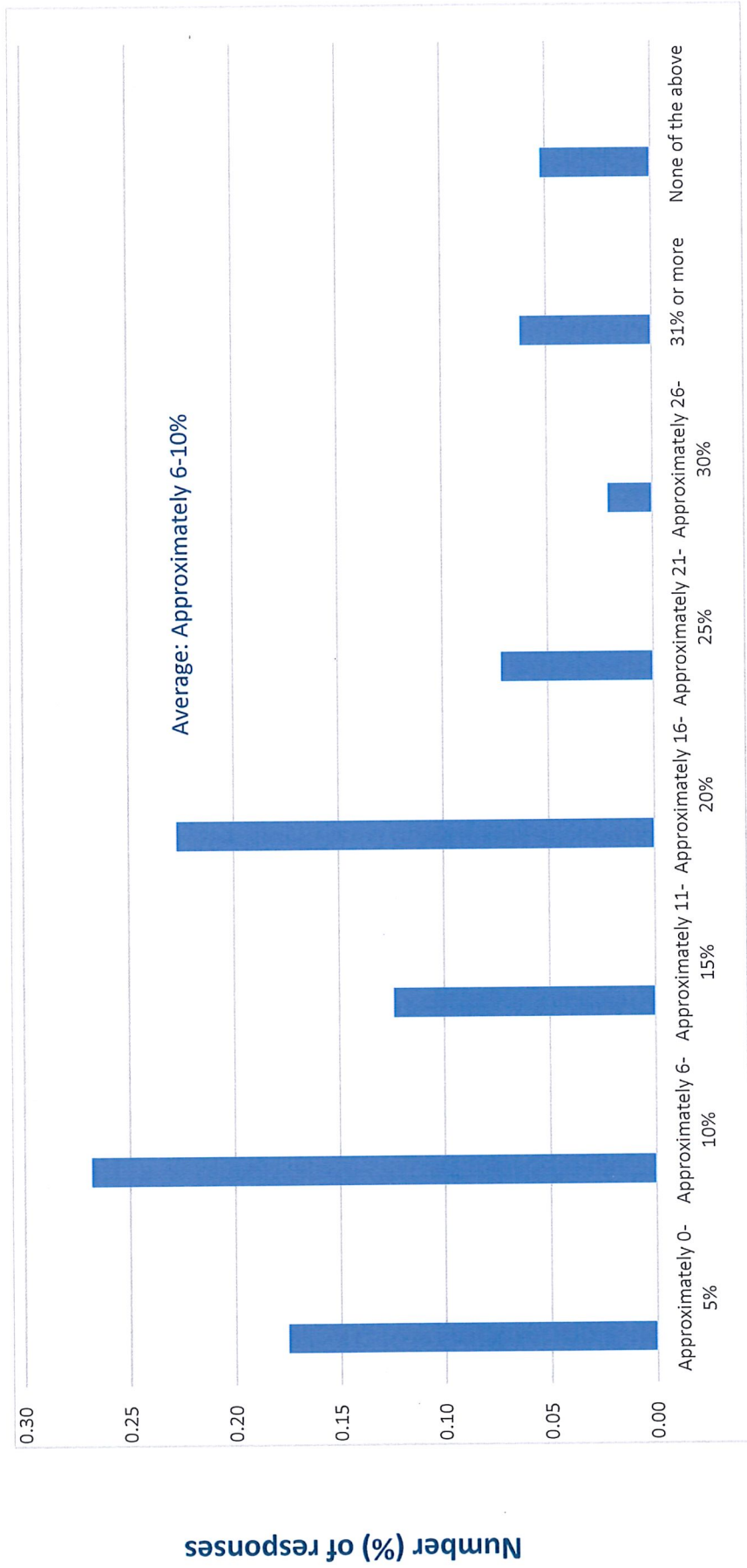
What is the vacancy % of your residential rent roll?



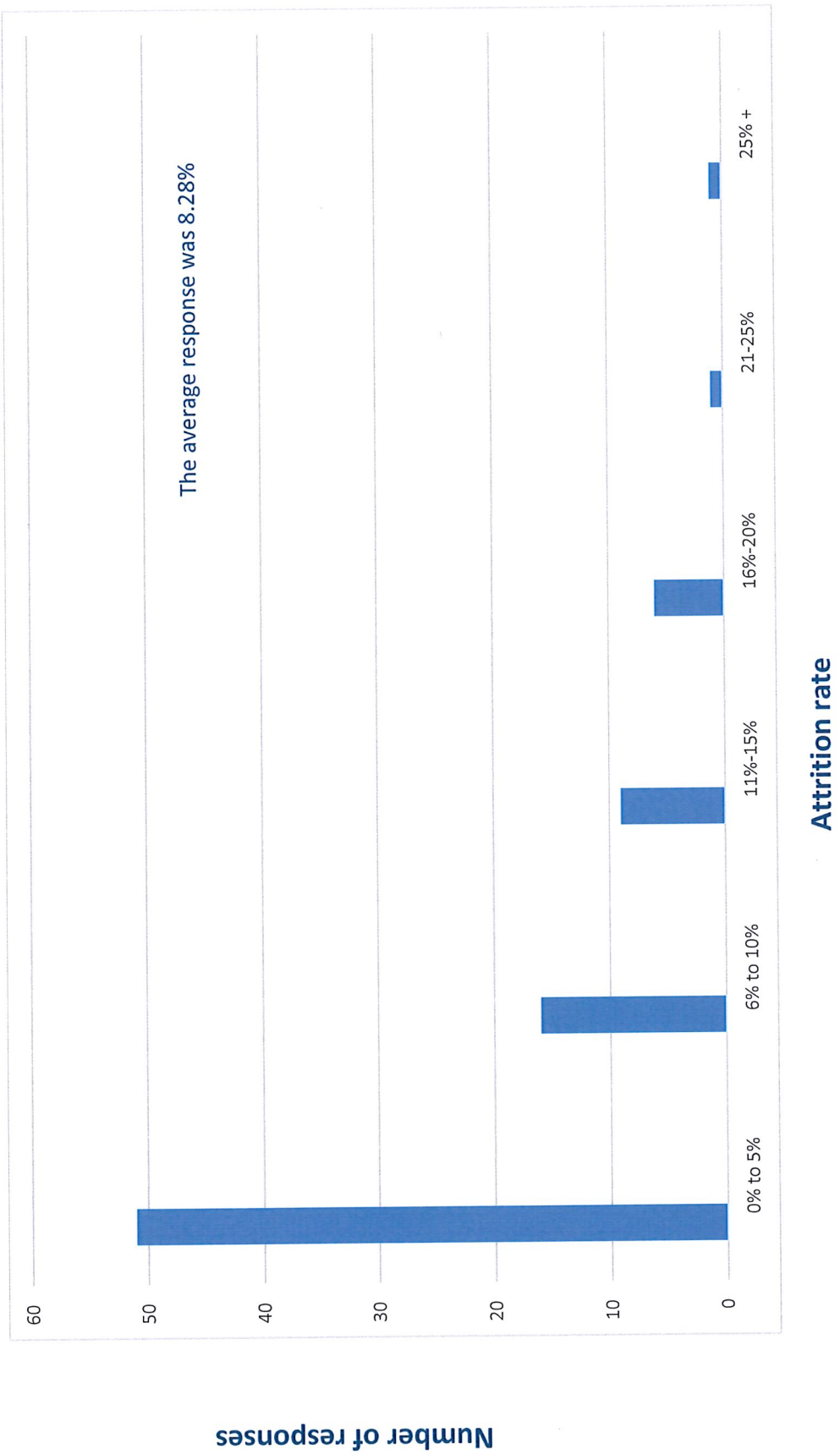
"The average response was 1.64%"

Vacancy % of rent roll

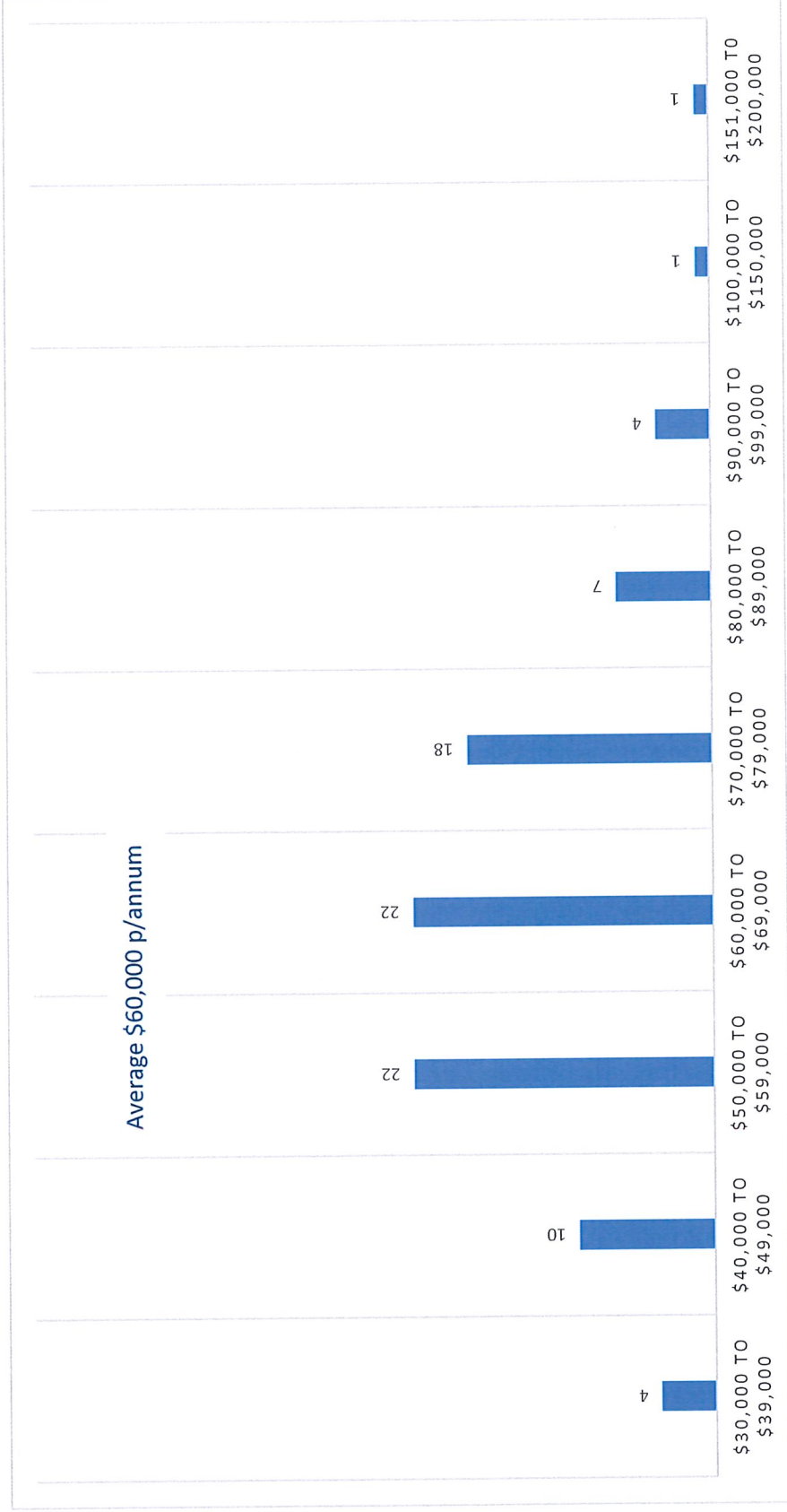
What percentage of your total annual revenue is made up of additional/secondary fees (e.g letting fees + inspection fees etc.)



What is the attrition rate of your managed properties?

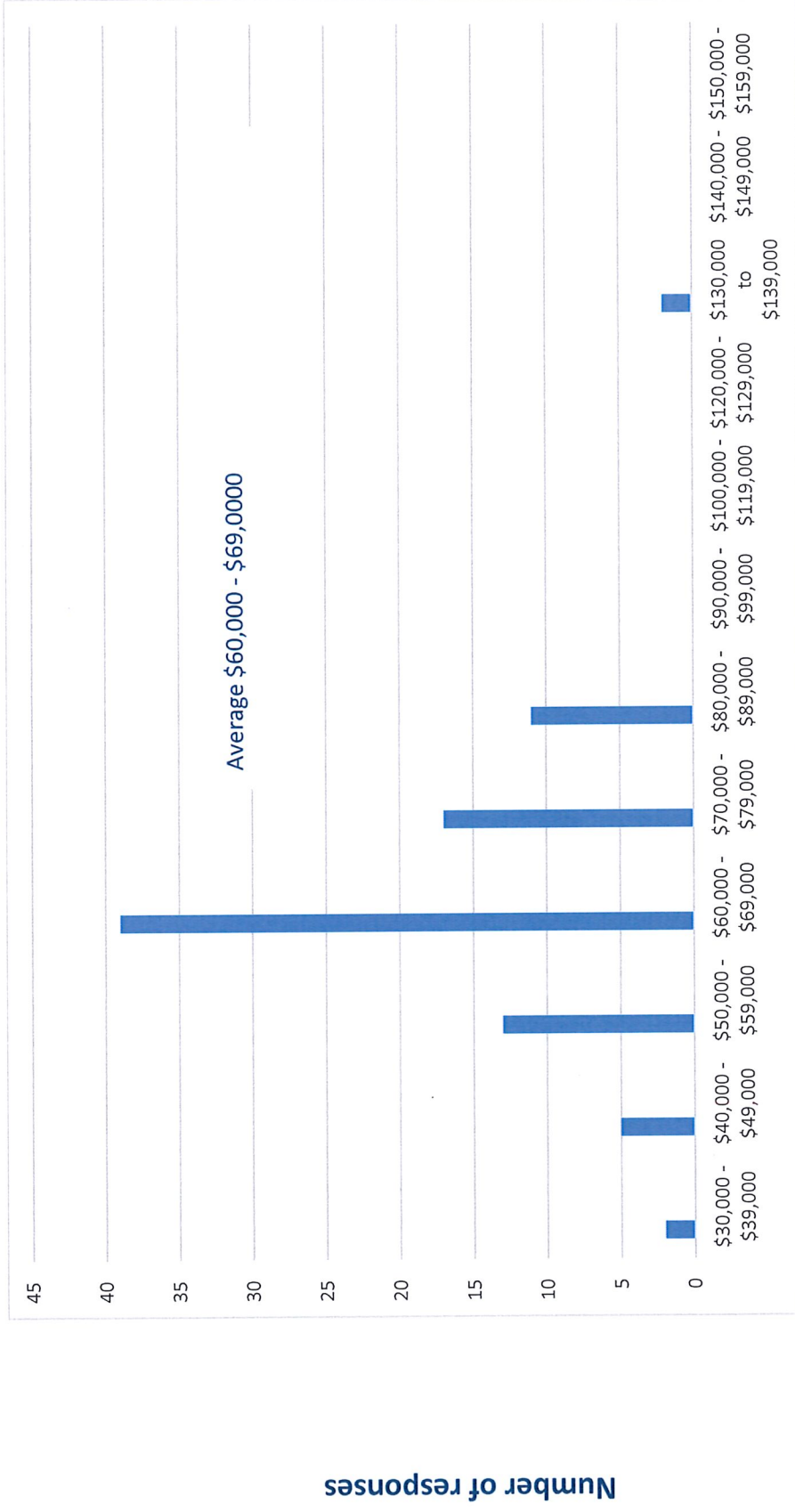


What is the average salary you pay your full-time property managers?



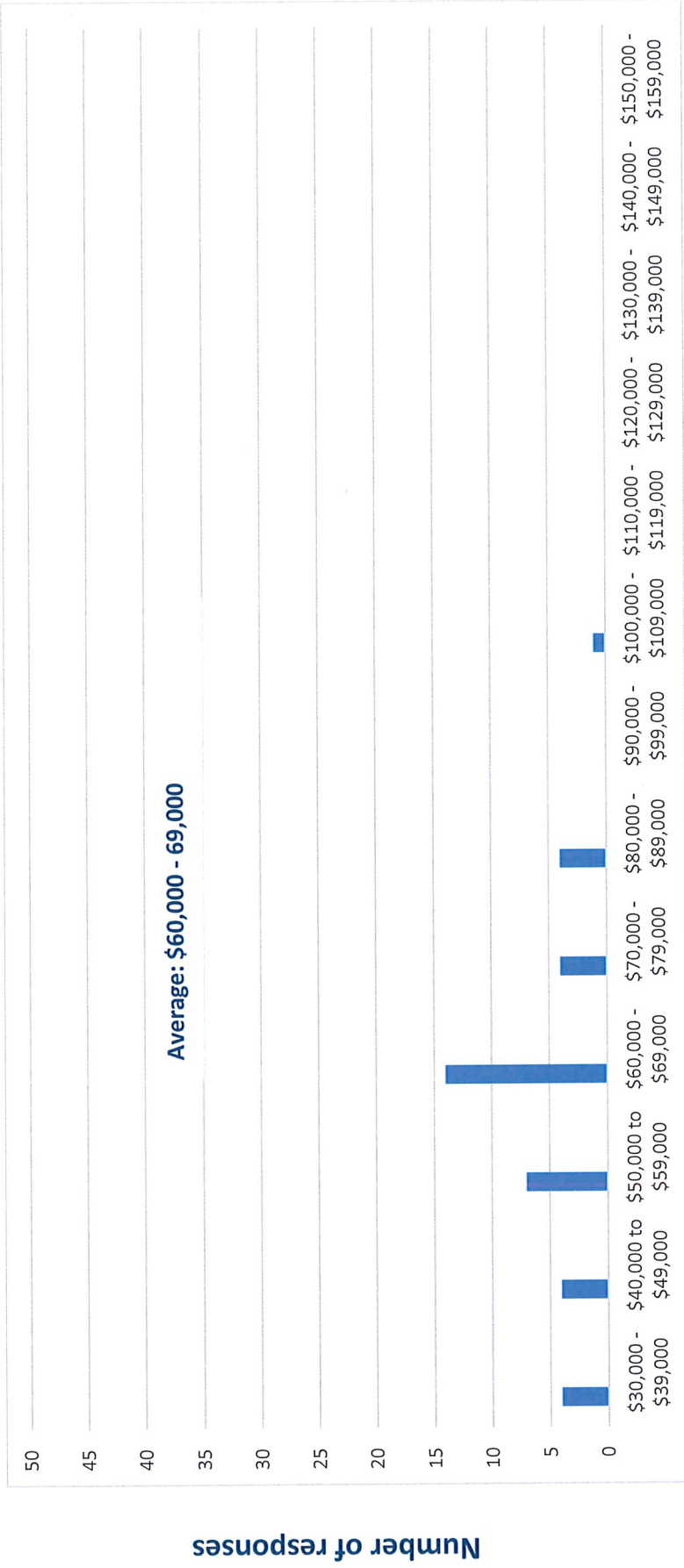
Average salary

What salary per annum do, or would you, pay a property manager managing 100 managements?



Salary per annum

Do you have a Business Development Manager? If so, what base salary do you pay them?



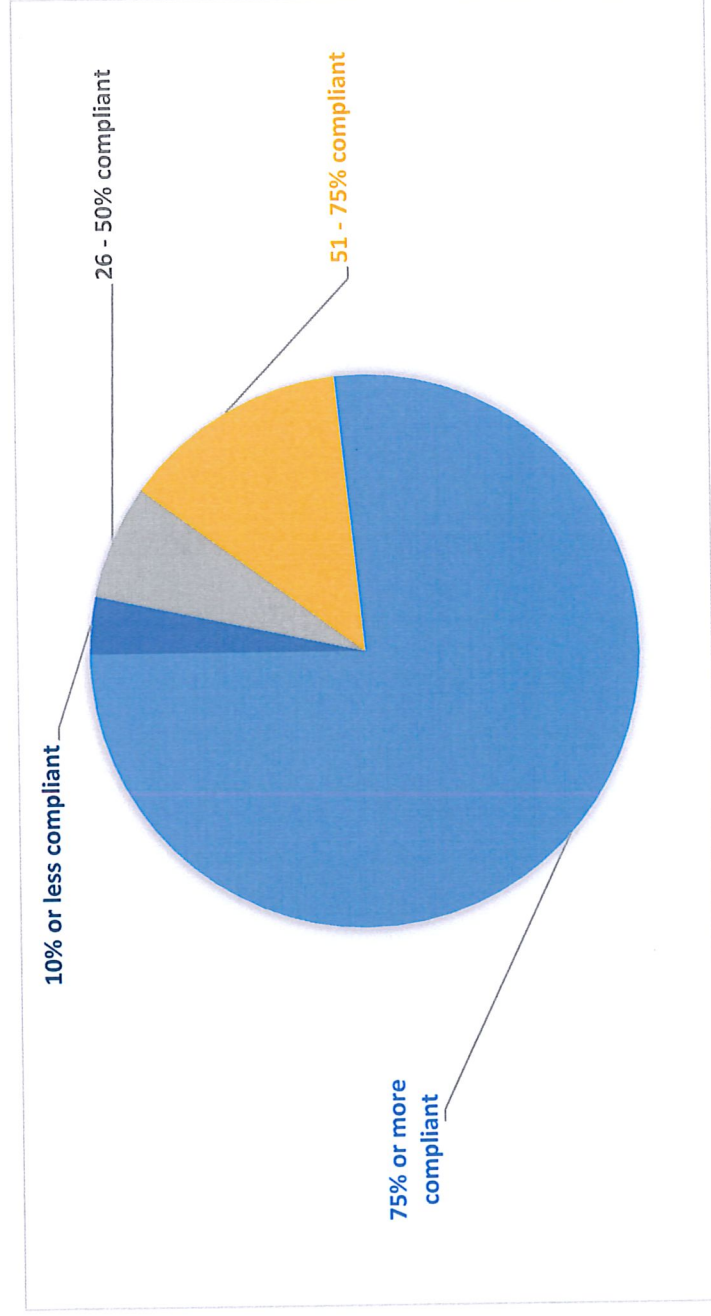
Base salary

What is your BDM's commission structure in addition to their base salary?

- \$100 per new management via company referral
- \$200 per managements that they bring on board themselves
- \$250 per managements that they bring on board themselves
- \$250 per management expectation of 12 managements per month (extra 3k per month)
- \$350 per managements that they bring on board themselves
- \$500 per new management obtained autonomously
- 50% weeks rent when income producing
- Sliding scale fee on new management – the higher the rent/fee the higher the commission
- 5% of ongoing management fee
- 5% of net profit over the next quarter
- 27% ACV
- One week rent for every long-term management
- 2/3 of the fees collected
- 1.25x weekly rent for each new property plus 50% of letting fee charged
- Half letting fee, \$500 for each new property, 5% of the ongoing management fee
- Full use of vehicle and the following:
 - ✓ 2-3 new managements = \$125
 - ✓ 4-5 new managements = \$150
 - ✓ 6-8 new managements = \$175
 - ✓ 9-12 new managements = \$200
 - ✓ 13+ new managements = \$225

What percentage of your portfolio is compliant with Healthy Homes Standard?

96 responses



Responses:

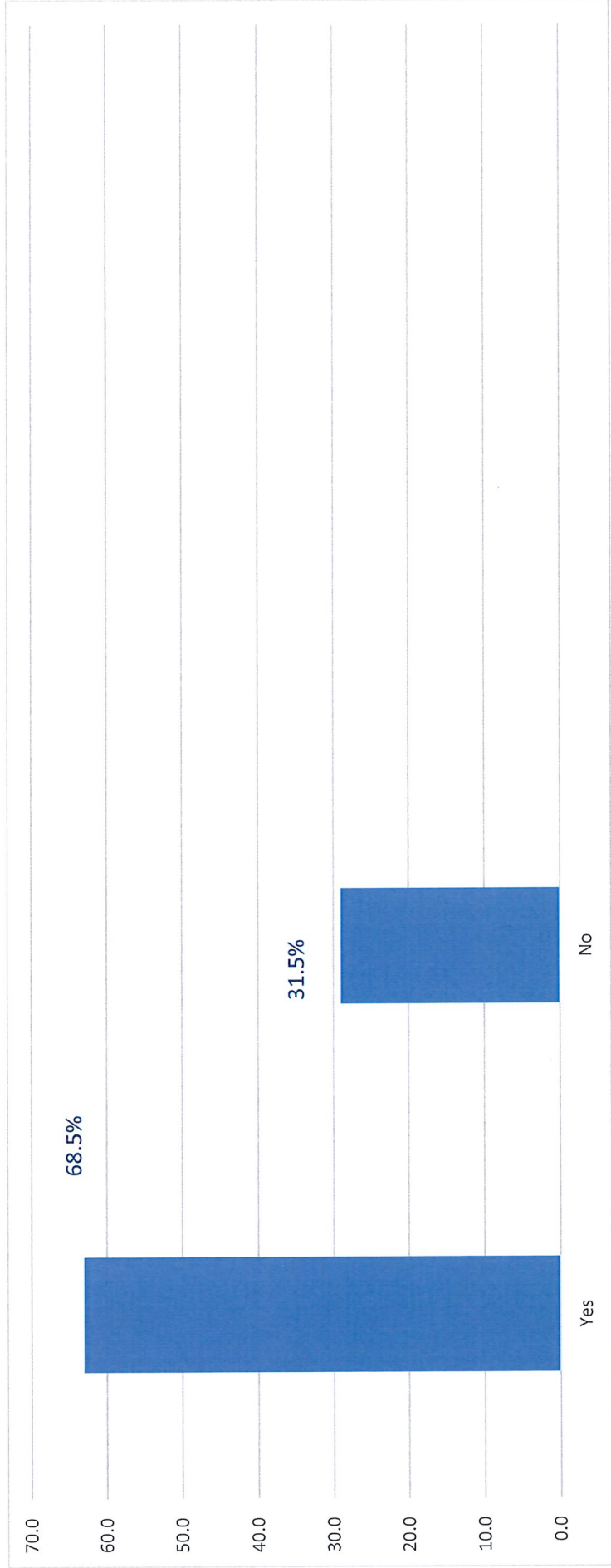
10% or less compliant – 3% of responders

26- 50% compliant – 7% of responders

51-75% compliant – 13% of responders

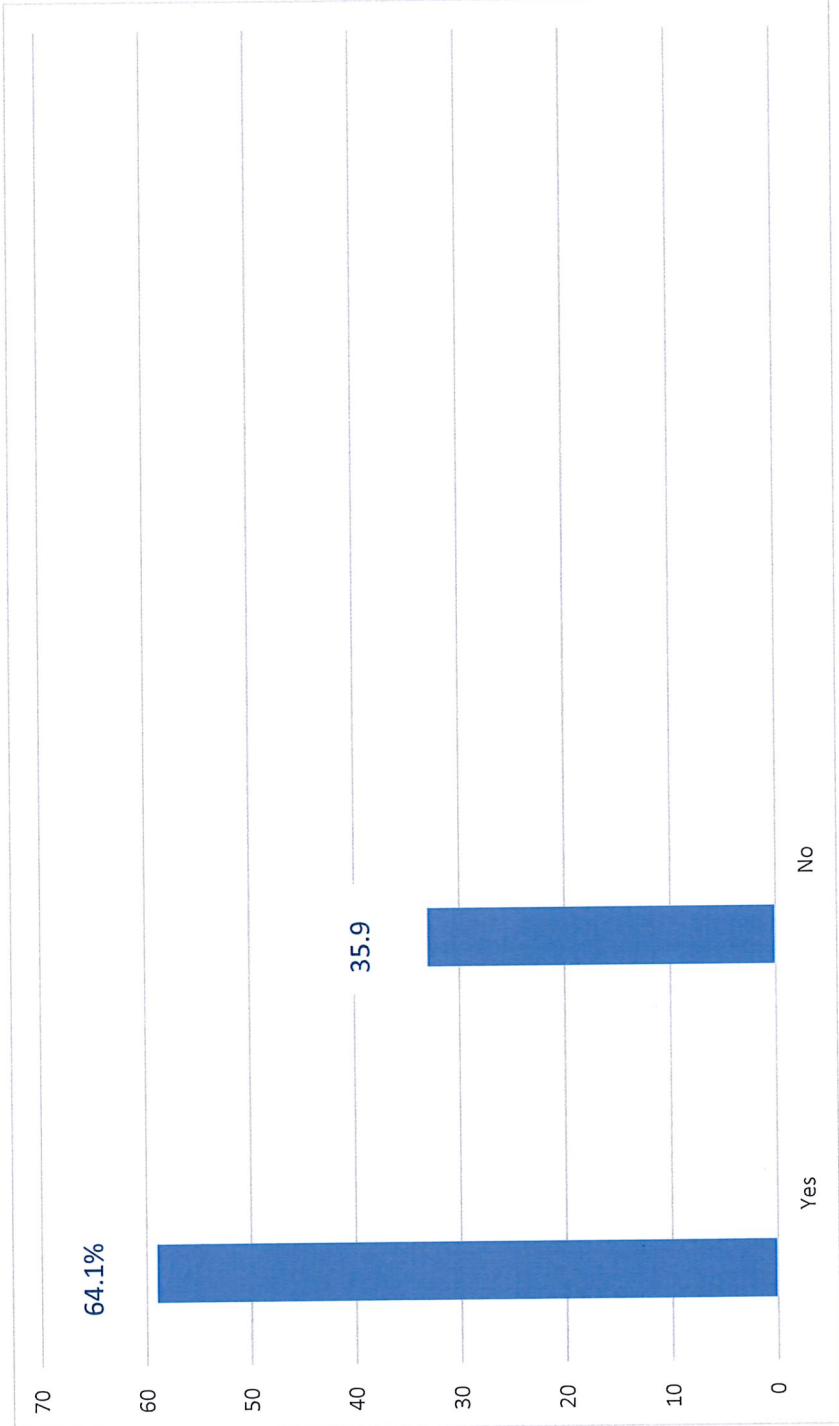
75% or more compliant – 77% of responders

Do your employees have a restraint of trade and/or solicitation clauses in their employment agreements?

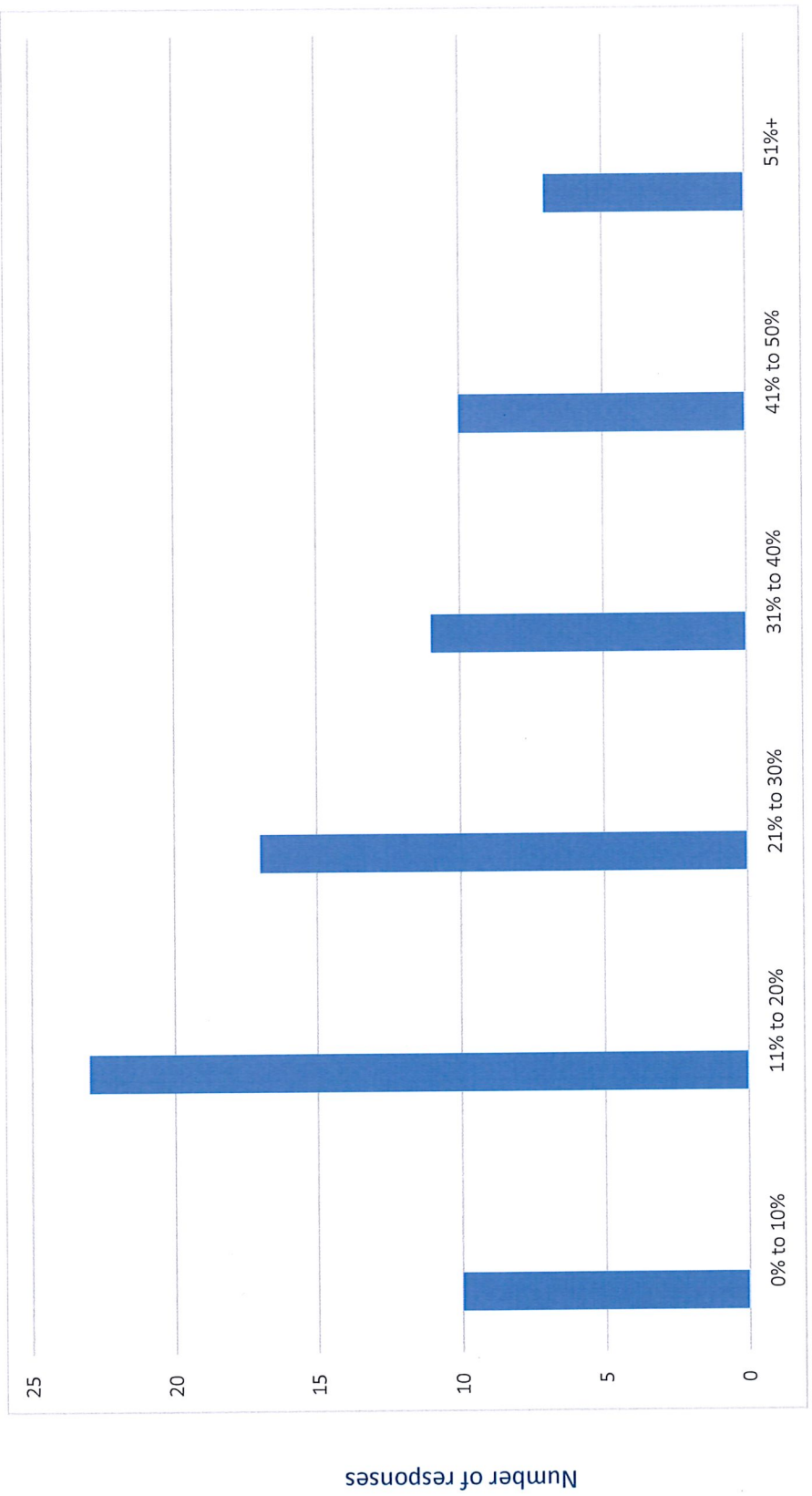


Does your current management agreement have an assignment clause?

82 responses



Approximately what is your net profit margin/ percentage before owner's wage?



Net profit percentage before owner's wage

Services Available

FREE – Blog-Resources/Newsletter/Business Appraisals

Business Health Checks

Market Value Report

HTA Growth Membership

BDM Complete – 1 day Training Course

Sales and Acquisition of Rent rolls

BDM Recruitment Services

IRE Software – Property Management Specific

[Home - Hamish Turner & Associates](#)

