

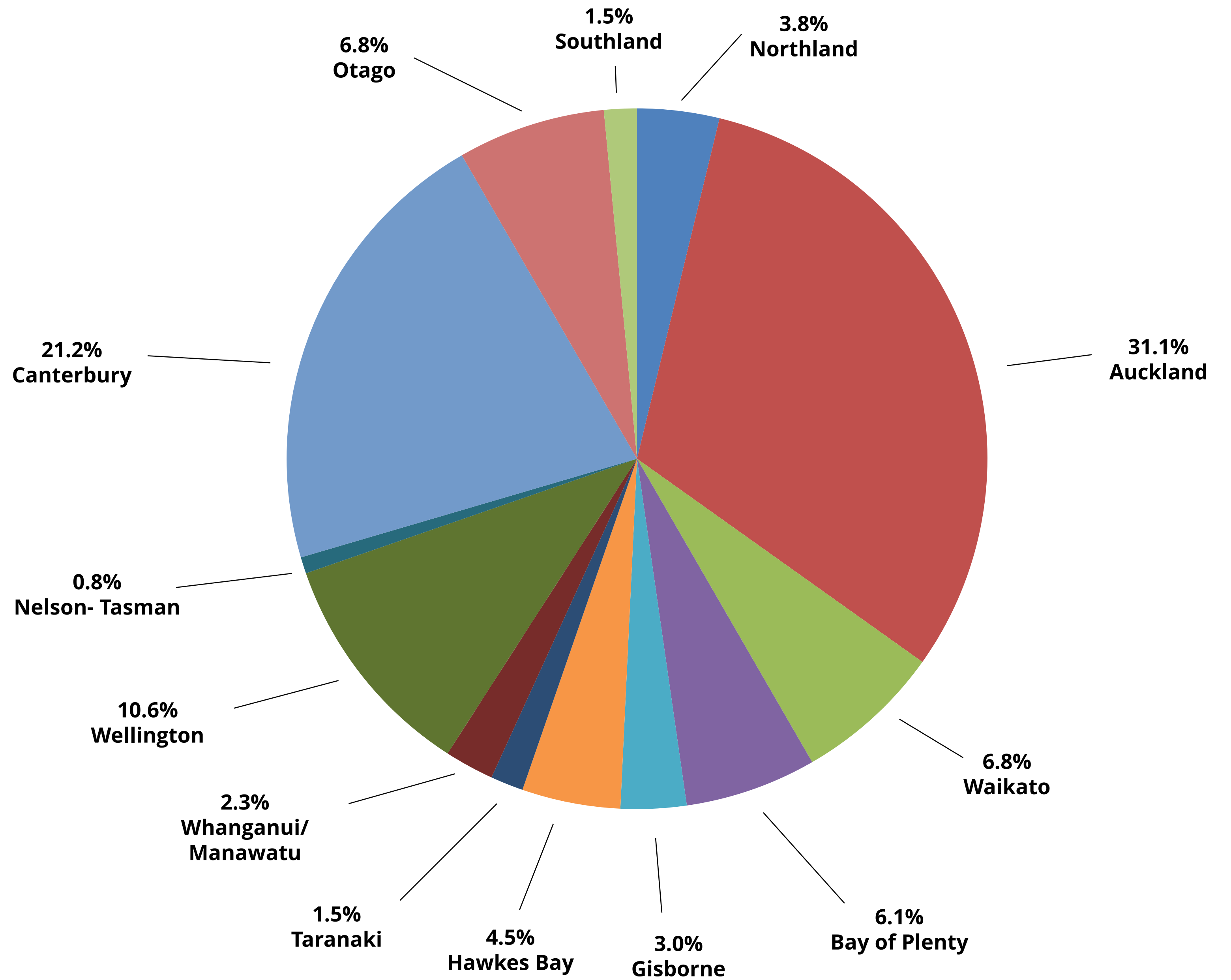


Financial Health Survey 2021

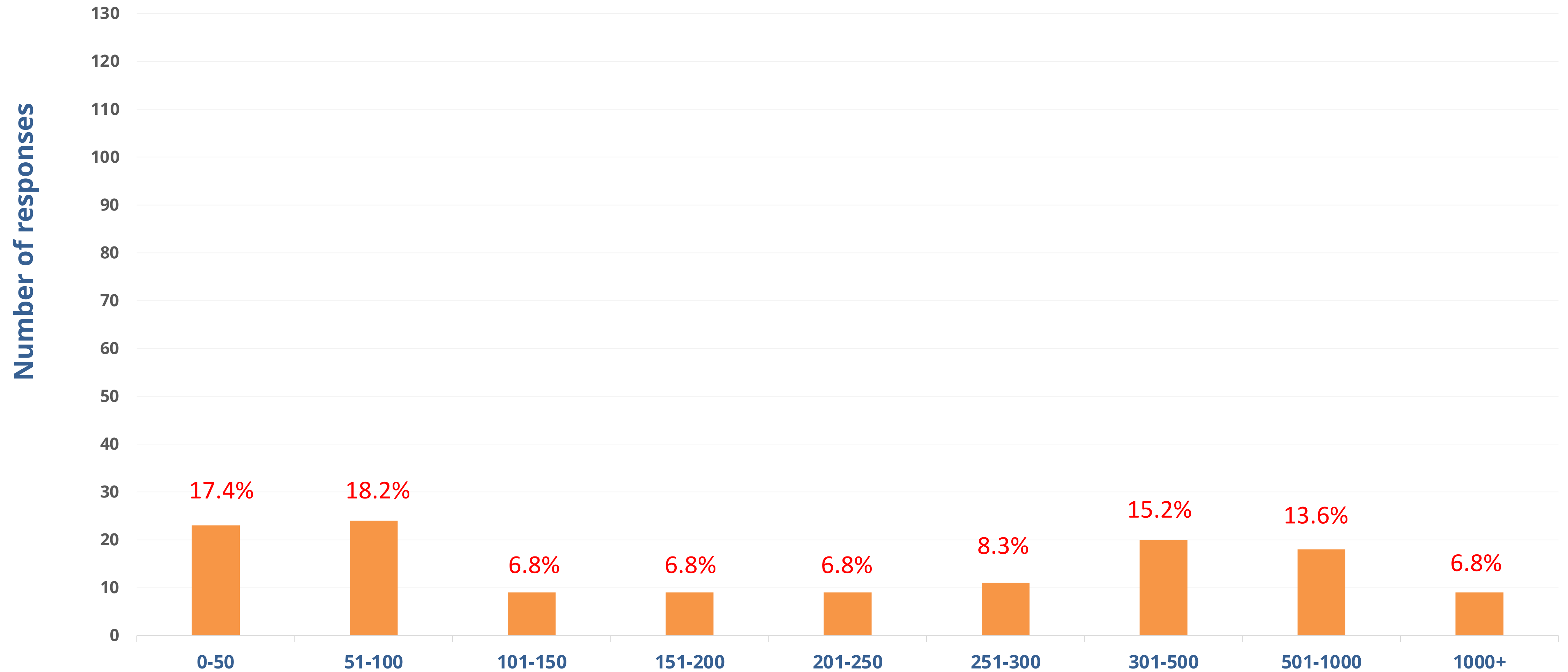
Hamish Turner & Associates

Where is your business based?

132 respondents

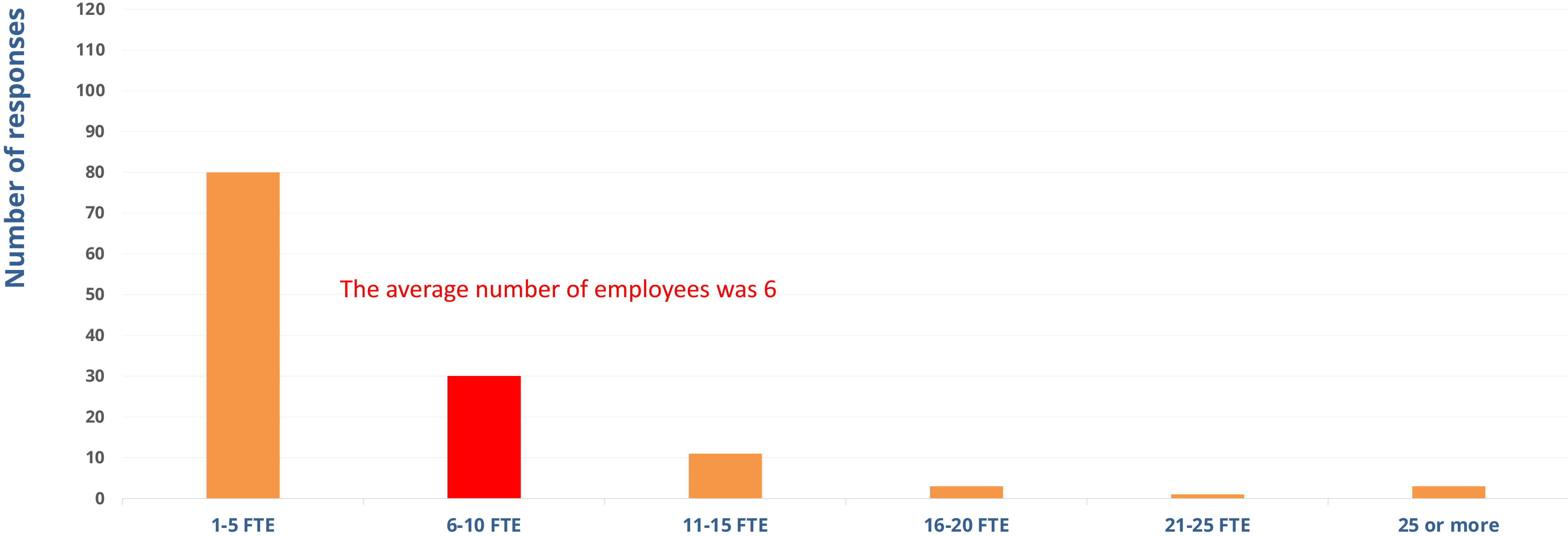


How many residential properties does your company manage?



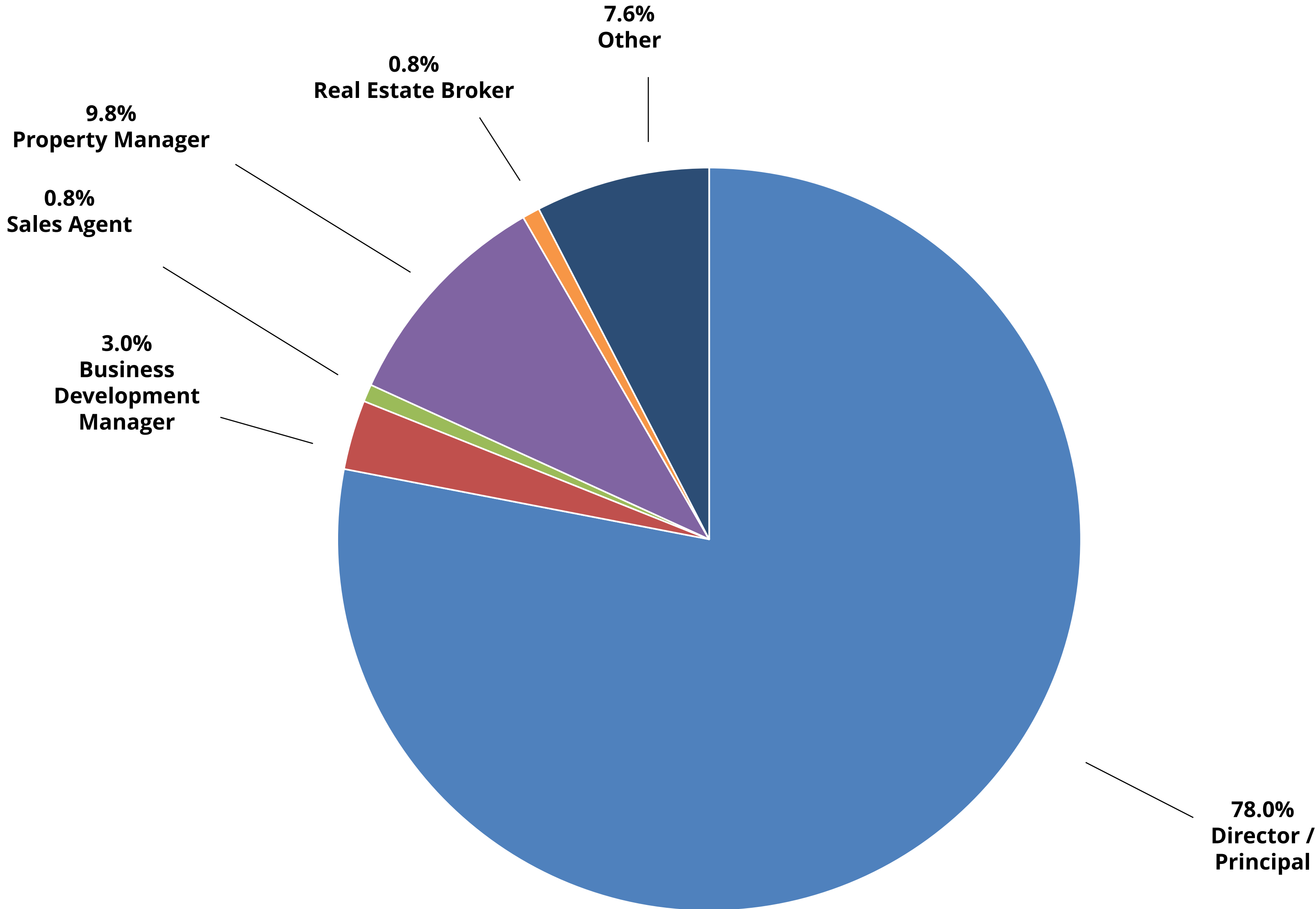
How many full-time equivalents (FTE) employees, including yourself, work in your company?

For example, if you have one full-time employee and one part-time employee then it would be 1.5 FTE.

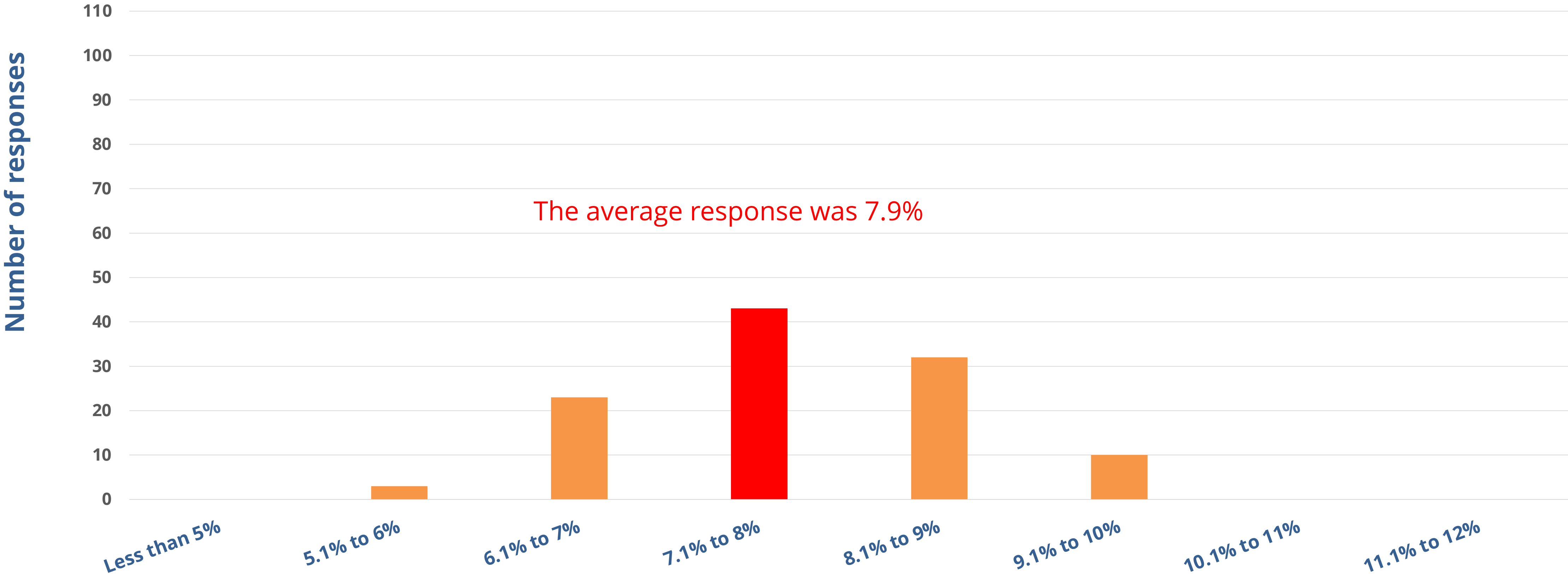


What is your job title?

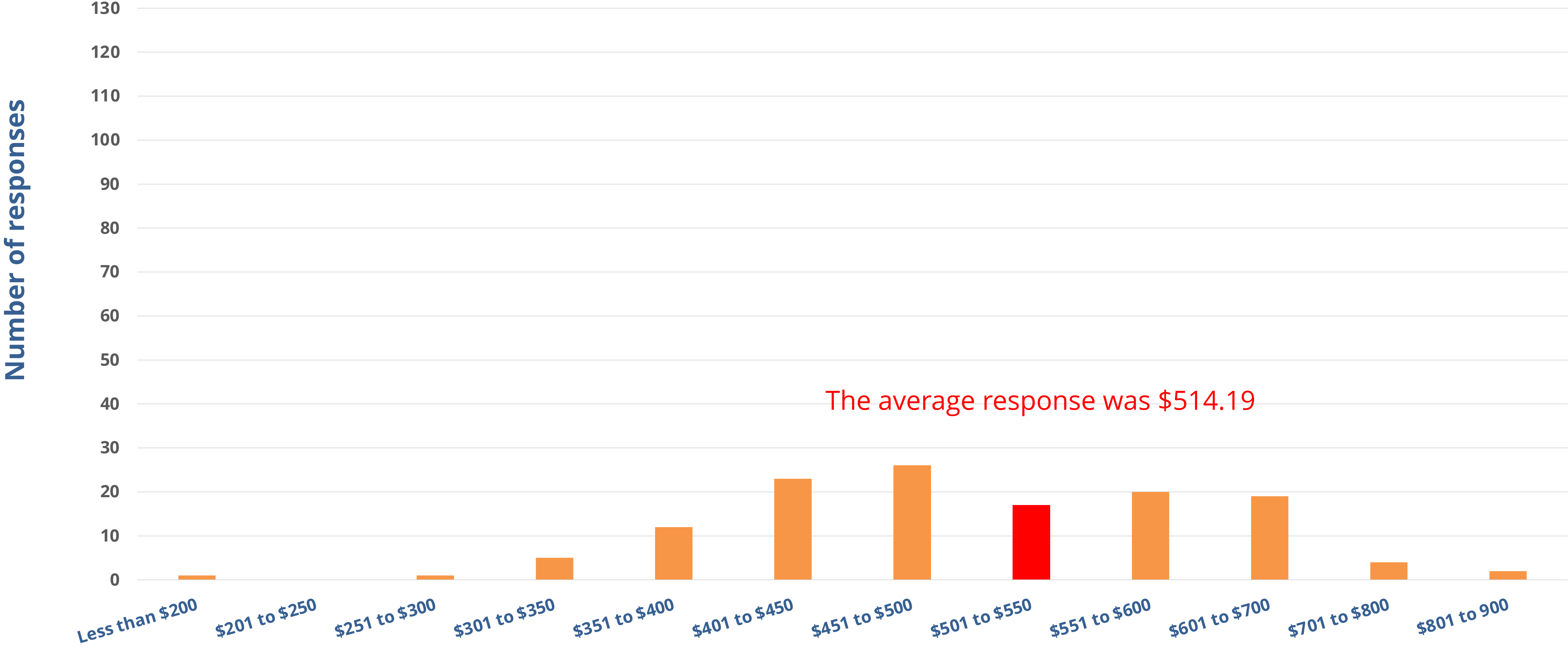
132 respondents



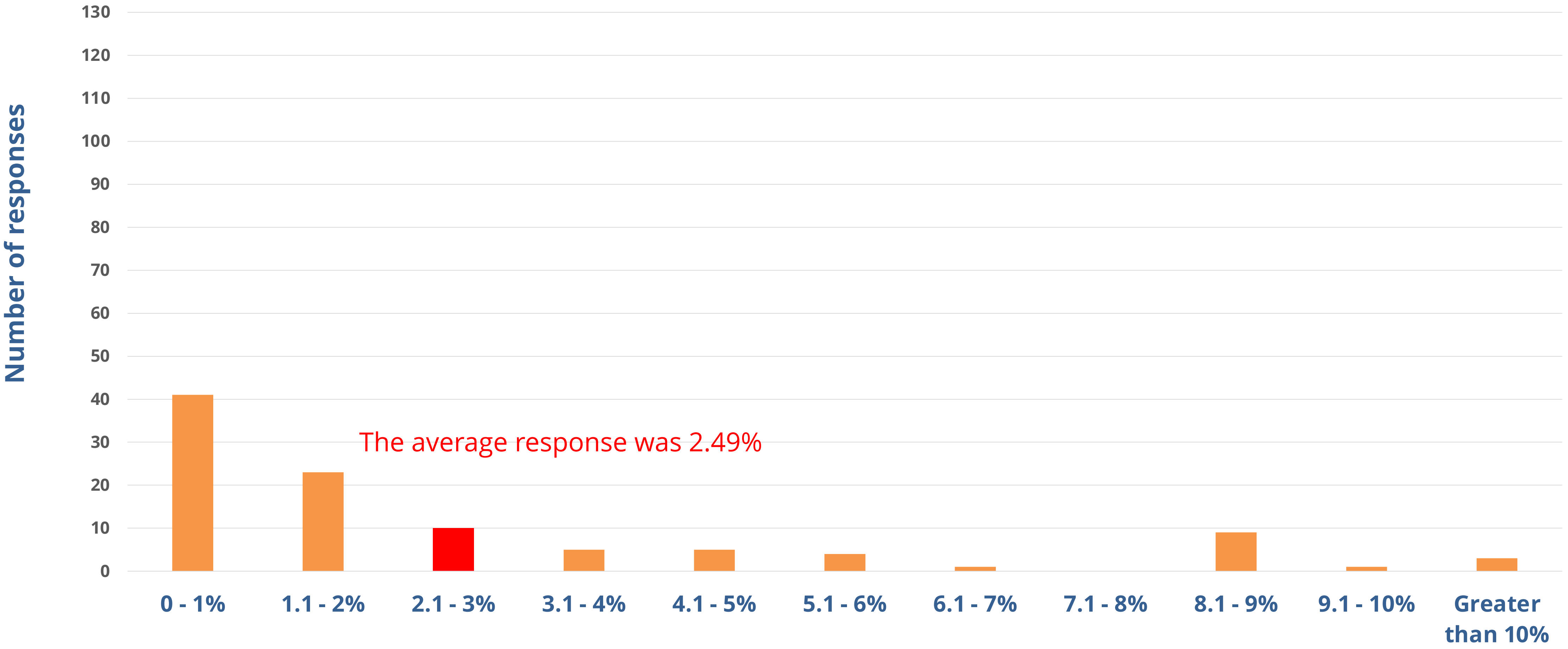
What is the average management fee (GST exclusive) of your residential portfolio currently under management?



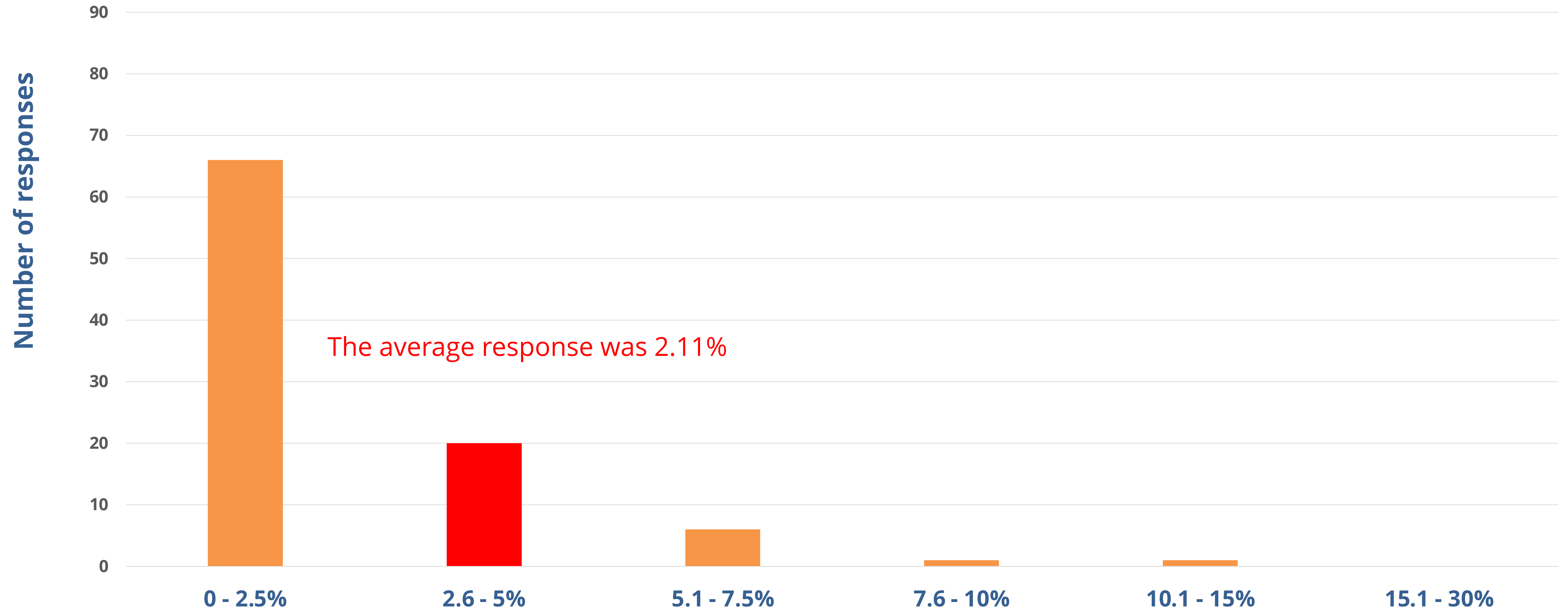
What is the average weekly rent of your residential properties under management?



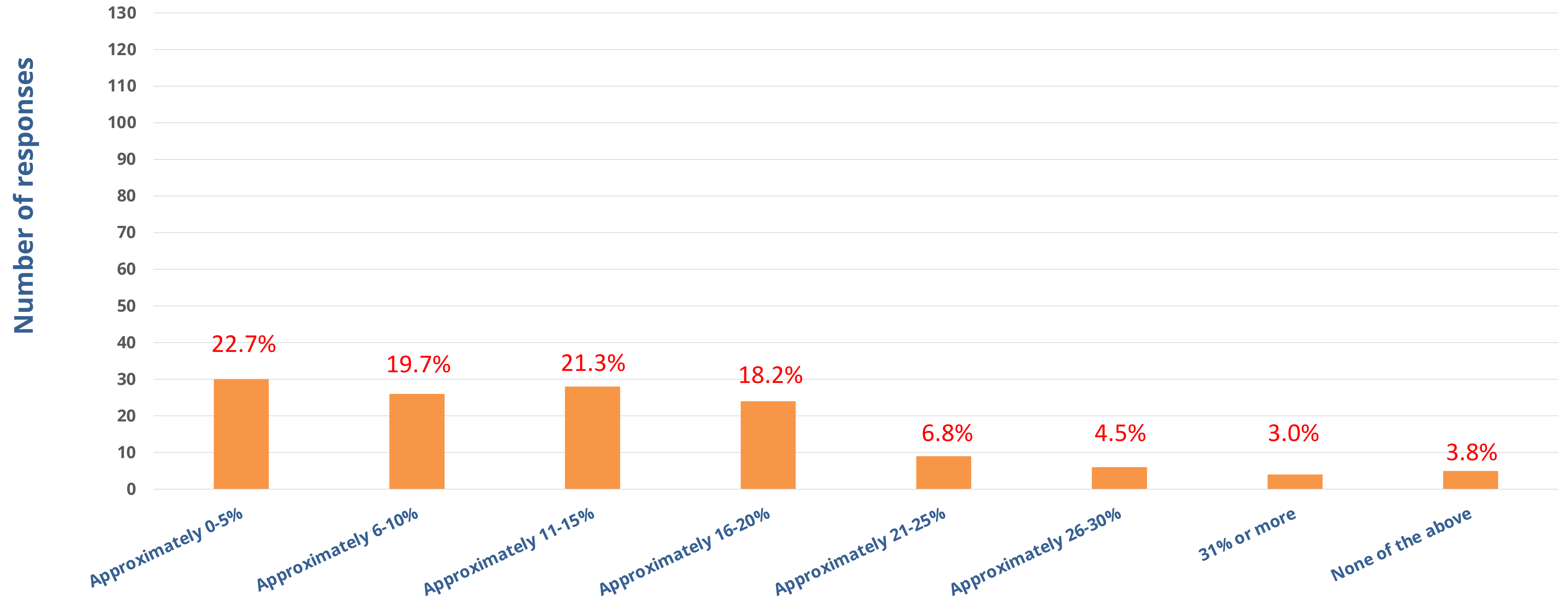
What % of your residential portfolio is in rent arrears over 6 days?



What is the vacancy % of your residential rent roll?

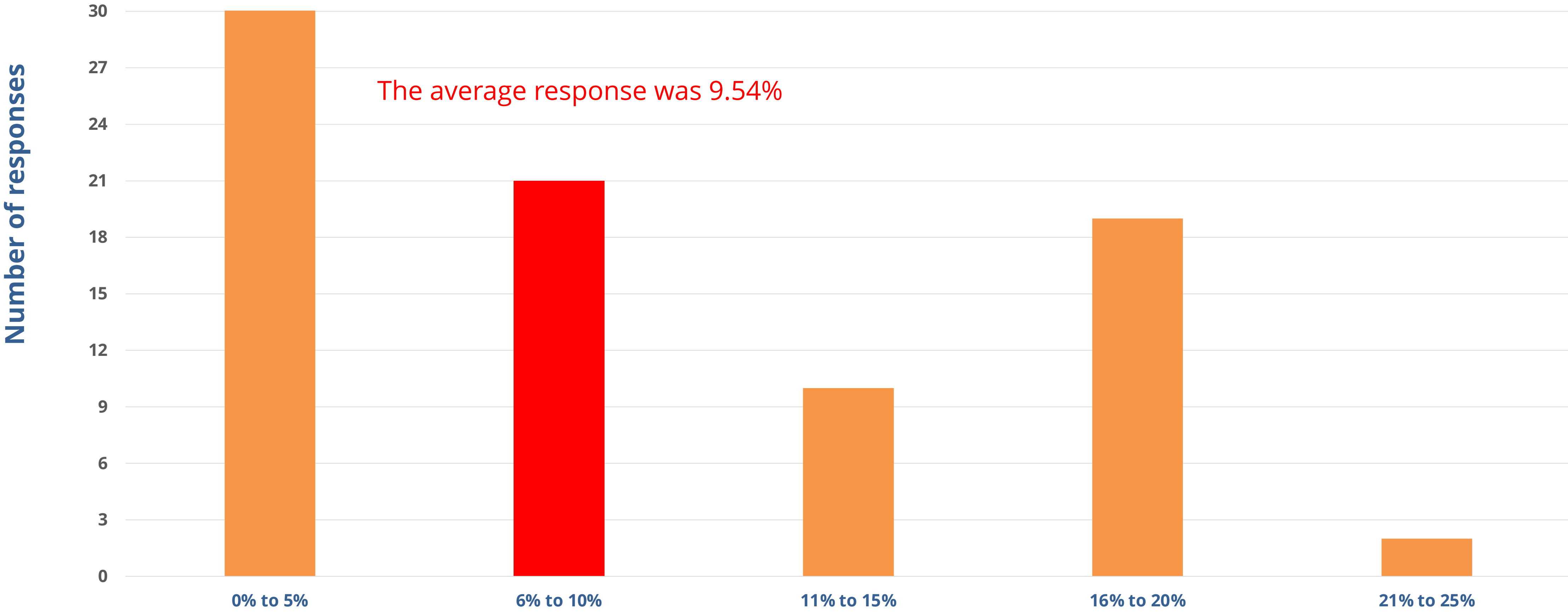


What percentage of your total annual revenue is made up of additional/secondary fees (e.g letting fees + inspections fees etc..)

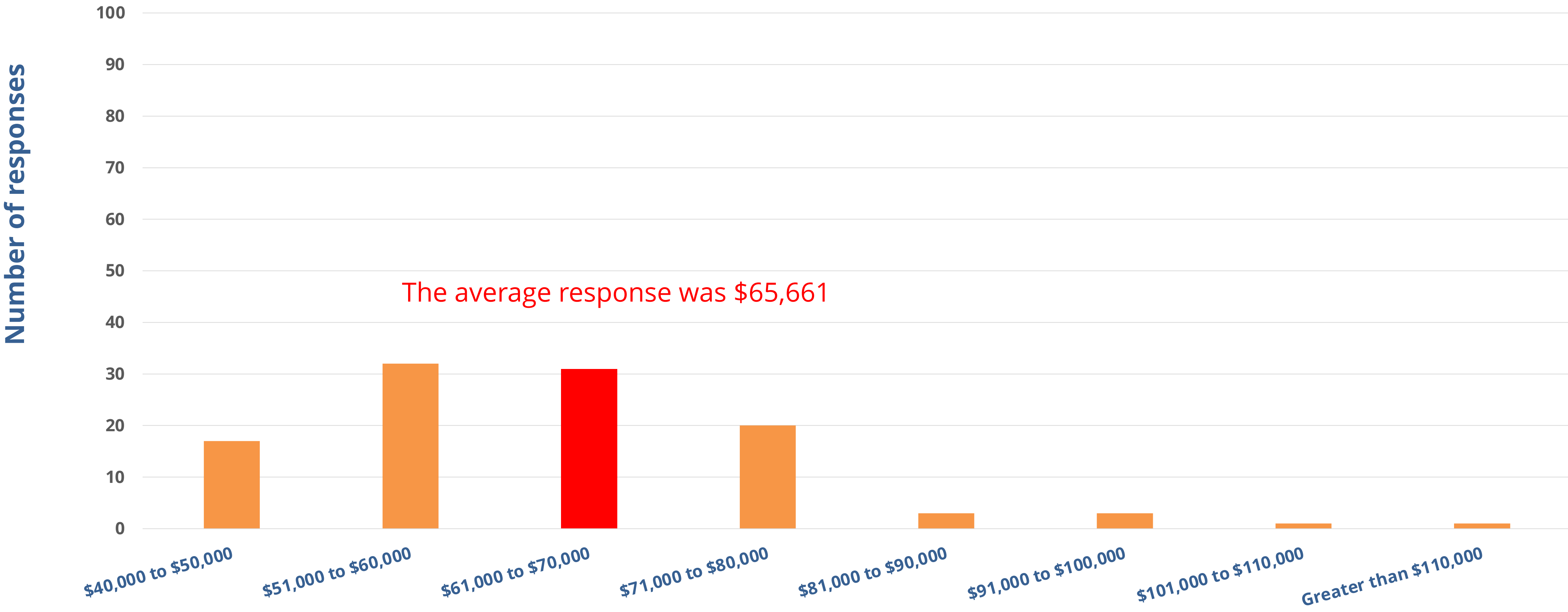


What is the attrition rate of your managed properties?

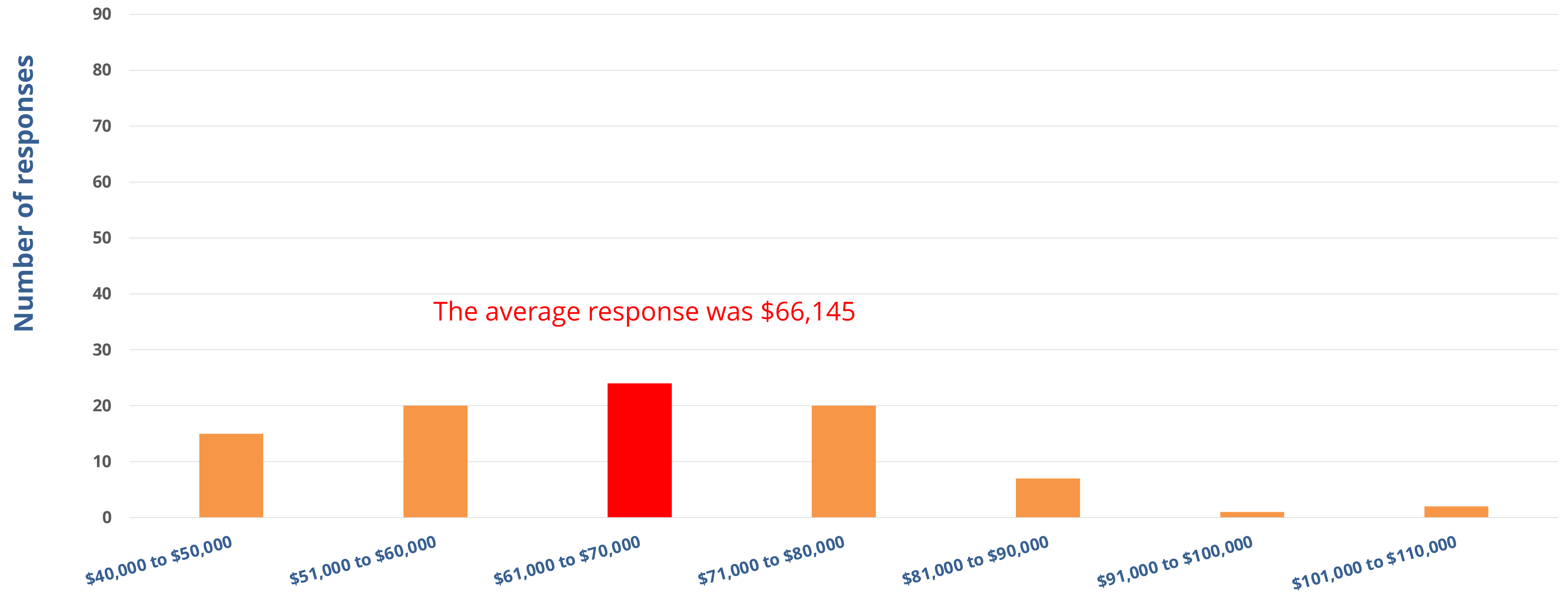
(e.g. what gross percentage of your managements have you lost from your portfolio over the last 12 months?)



What salary per annum do, or would you, pay a Property Manager managing 100 managements?

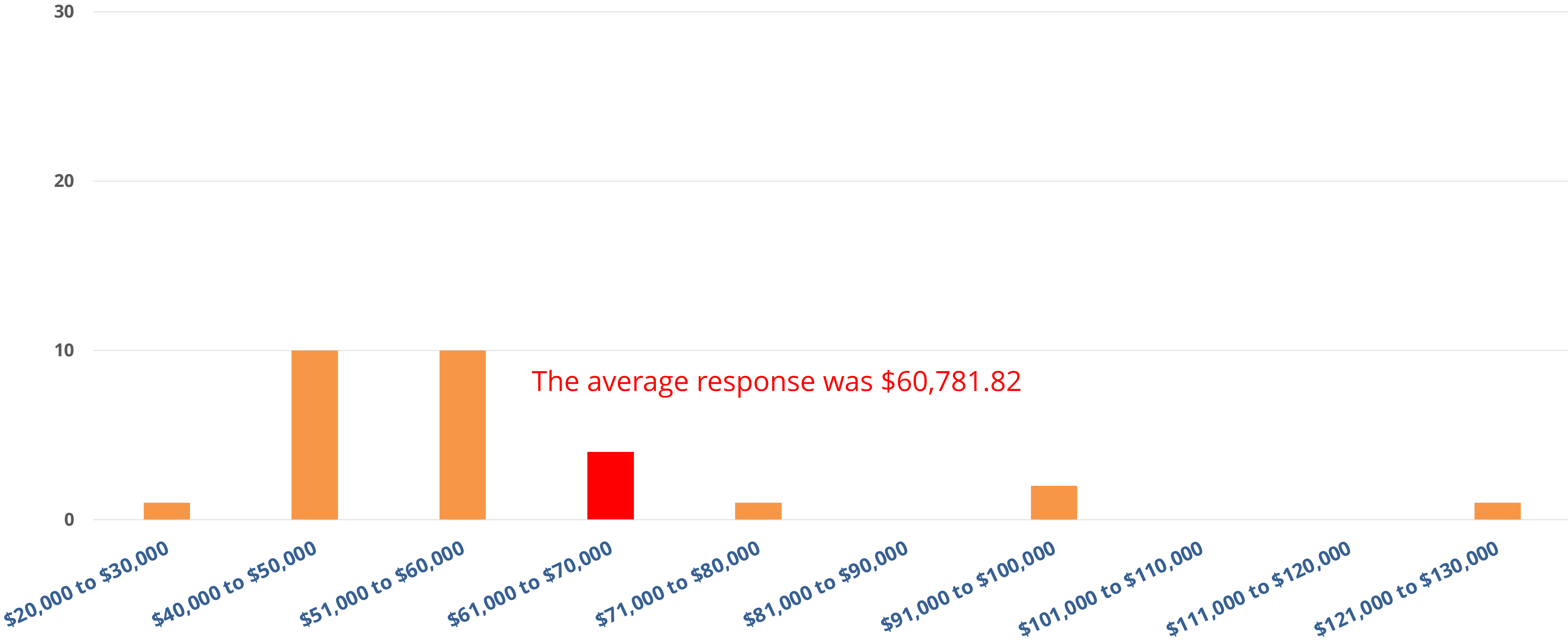


What is the average salary you pay your full-time property managers?



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

Number of responses



The average response was \$60,781.82

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

- Property managers get \$250.00 per management that they bring on board themselves
- 10% of Annual commission value
- \$350 per management
- 250-500 PER PROPERTY DEPENDING ON IF HITTING FULL FEE
- commission based
- New business we pay \$400 per property. Director also new business person
- 10000 p/a every 30 properties So, \$333.33 per property. 24 Month agreement with break fees at minimum 8.5 and \$30 inspections. No discounts anywhere else or I recalculate.
- Not relevant - my role entails all aspects - accounting, letting, property management, Business development, you name it, I do it.
- "No of new managements per month Commission Rate"

• 2 - 3	\$125
• 4 - 5	\$150
• 6 - 8	\$175
• 9 -12	\$200
• 13 +	\$225
- The commission is paid for all properties at the highest rate. For example 8 properties would be paid as 8 x \$175"
- 50% weeks rent when income producing

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

- 50% of a weeks rent when income producing
- \$0.00
- 1.25 times first week's rent for each new residential property introduced. Referral payments (usually around \$750) for other business introduced.
- 0-4 new managements = 10% of annual management fee. 5-9 new managements = 12.5% of annual management fee. 10+ 15% of annual management fee
- \$200 per property. Low due to high base.
- if i had one ptrfer wage as if its comission they take on anything
- \$200 per property
- 30% of lettings & 30% of annual management fee for new managements
- Complex
- Monthly target bonuses, individual property bonuses and maintaining high management fee bonuses.
- 3 days rent per new listing.
- 15% of Annual Management Fees for properties gained personally + 2.5% of ACV for properties brought in by others in the team.
- one week's rent payable for each new self generated PUM, \$100 for sales agent referred. \$1000 bonus if >10 PUM signed in one calendar month. 50% letting fee.
- we pay employees a sliding scale for new property

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

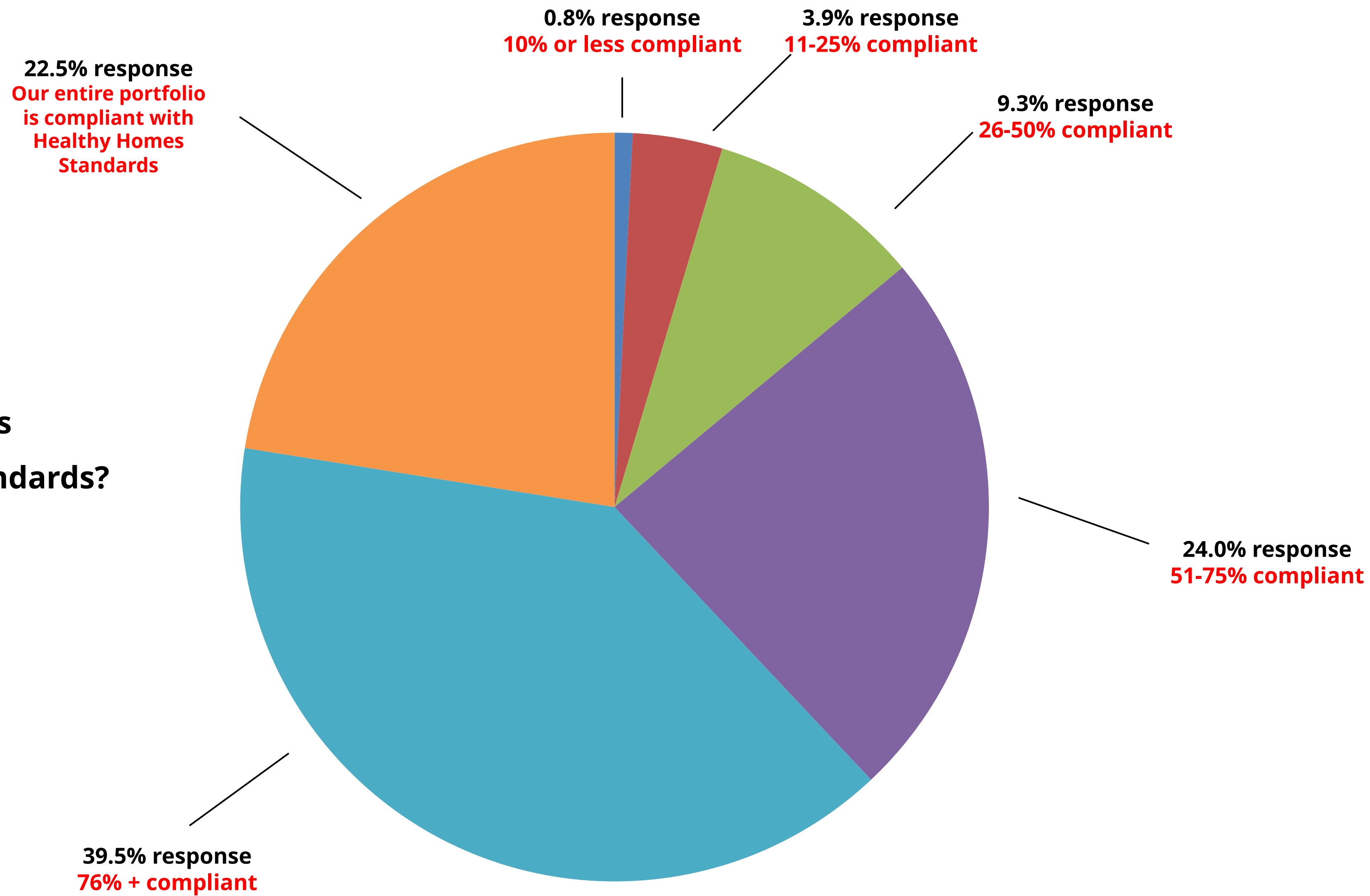
- 20% first-year management fees for each management leased for 12 months
- 20% over 50 mgts
- 500 per property
- 10% ACV
- "1-9 properties in a month - 10% of annual management fee
- 10+ properties in a month - 15% of annual management fee"
- %ACV
- \$500.00 per new business bought in, half the letting fee, 5% of the ongoing management fee.
- "Commission Structure between
- No of new managements per month Commission Rate
 - 2 - 3 \$125
 - 4 - 5 \$150
 - 6 - 8 \$175
 - 9 -12 \$200
 - 13 + \$225"
- \$250 per property

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

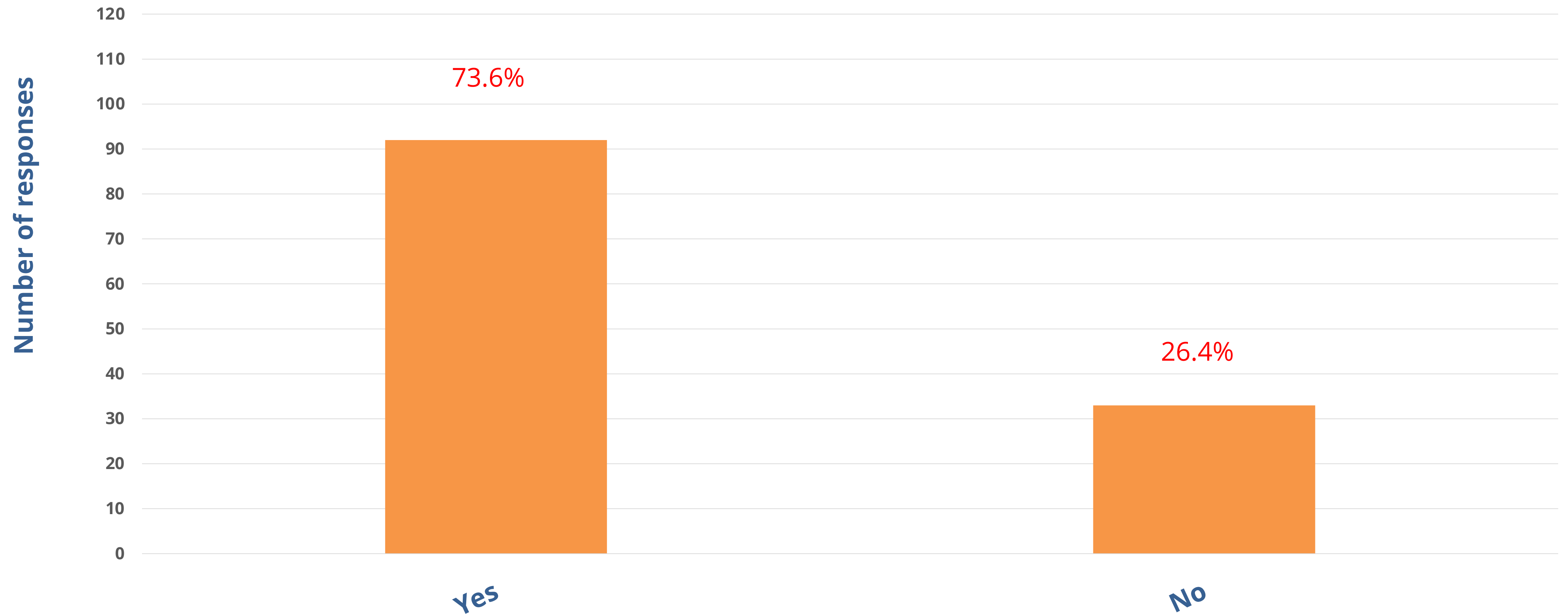
- "\$10,000 per 30 properties averaged and paid fortnightly
- Is \$333.33 per property
- Half of the first weeks rent
- 1.25% of weekly rent
- "10 hours a week
- Will become a project manager on a few"

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

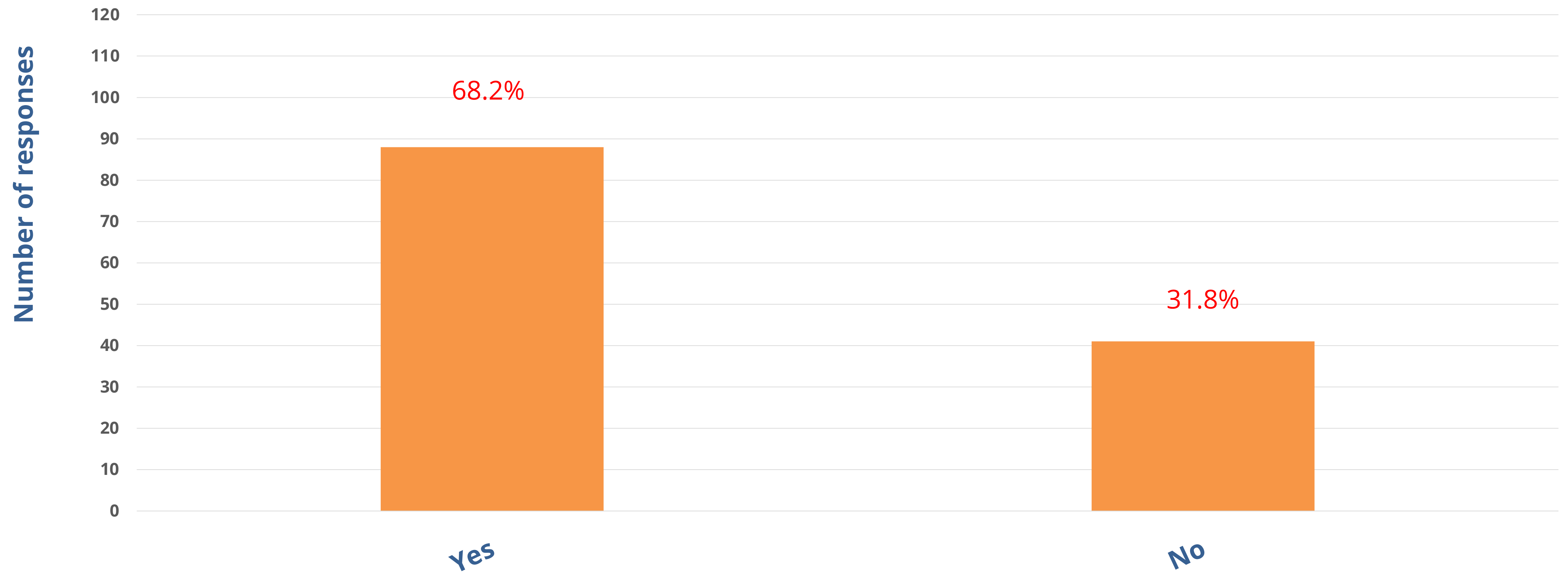
129 respondents



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?



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

113 respondents

