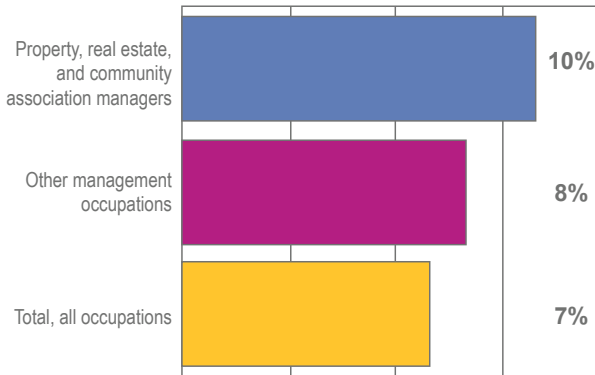


Today's Real Estate Management Industry

Property, Real Estate, and Community Association Managers

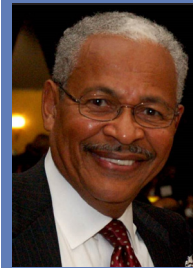
Percent change in employment, projected 2016-26



"Employment of property, real estate, and community association managers is projected to grow 10 percent from 2016 to 2026, faster than the average for all occupations."

U.S. Bureau of Labor Statistics, Employment Projections Program

Note: All Occupations includes all occupations in the U.S. Economy
Source: U.S. Bureau of Labor Statistics, Employment Projections Program



Earning my CPM[®] in 1975 provided me many career-defining opportunities. My designation earned me the interview and position as director of management of a large public housing authority. It also was influential in my gaining

employment with a large Florida firm as its general manager. The opportunity to form my own company and enjoy a career of self-employment is directly attributed to the many people I have met through my long relationship with IREM[®].

Glenn French, CPM[®] Emeritus
President, G. L. French & Associates, Inc.
Raleigh, NC
HBCU Alumnus, Howard University

"I was able to obtain my CPM[®] while employed for a State Housing Finance Agency. After receiving the designation, I was able to gain employment with a private firm at a significantly higher salary.



A few years later, I ventured out on my own and formed Nelson & Associates, Inc., which is now an AMO[®] (ACCREDITED MANAGEMENT ORGANIZATION). My association with IREM[®] is certainly one of the reasons the company has been successful for more than 30 years.

My daughter, Tawana R. Shaw, Vice President of Operations, has followed in her mother's footsteps and is also a CPM[®]."

Ramona Hyson, CPM[®]
President, Nelson & Associates, Inc.
Mason, OH
HBCU Graduate, Knoxville College

Compensation

Real estate management attracts individuals with entrepreneurial attitudes who view challenges as opportunities and hard work as a requisite for advancement and success. The ever-changing nature of real estate management has and continues to create employment and career possibilities for those committed to continuous improvement, performance excellence, and the highest quality service to customers.

Average Compensation by Experience of those who hold the CPM [®] Designation		
Years of Experience	Salary	Total Compensation
Less than 10	\$81,609	\$94,472
10 - 14	\$93,569	\$113,189
15 - 19	\$95,319	\$115,232
20 - 24	\$109,201	\$138,587
25+	\$127,862	\$175,549

Source: IREM[®] CPM[®] Profile and Compensation Study, 2016 Edition

Average Compensation by Experience of those who hold the ARM [®] Certification		
Years of Experience	Salary	Total Compensation
1 - 3	\$46,934	\$52,095
4 - 6	\$45,989	\$50,894
7 - 10	\$53,957	\$60,785
11 - 15	\$61,397	\$69,147
16 - 20	\$58,575	\$67,694
21+	\$72,318	\$84,539

Source: IREM[®] CPM[®] Profile and Compensation Study, 2016 Edition



Cornell University
Baker Program in Real Estate



GEORGETOWN UNIVERSITY
School of Continuing Studies



University of Phoenix[®]



Johnson C. Smith University
Become yourself. Change our world.



To see more of our college/university partners visit www.irem.org/careers.

Scholarships: Recognizing outstanding college/university students who receive an all-expense paid trip to the IREM® Annual Global Summit.

Student Membership: Connecting students to real estate management professionals and giving them access to resources. The cost for membership is a one-time \$50 fee.

IREM® Student Clubs: Students can create an IREM® Student Club on campus to build connections locally and foster awareness of the profession.

Academic Membership: Connecting professors and teachers at the college/university level to real estate management news, resources, and course materials.

30 Under 30: Recognizing real estate management professionals under the age of 30 who are IREM® members and leaders. Recipients are chosen based on their significant contributions to the profession, demonstrated by career success, leadership and community involvement.

Diversity Scholars: Recognizing IREM® members from underrepresented groups in the real estate management profession demonstrating leadership at a chapter level, advancing at a national level and in their careers.

IREM® Education: Next level learning to enhance skills, maximize potential and the value of the real estate assets managed.

IREM® Credentials: A variety of membership types for professionals of every experience level. IREM® Credentials demonstrate achievement, competency and commitment to professional/ethical business practices.



"As the senior Regional Property Manager at one of the largest property management firms in the Southeast, my portfolio has consistently expanded during my 25 years of employment with Drucker + Falk, LLC. My portfolio is the company's top income producer. Earning my CPM® designation has increased my value in the company and the industry. It allowed me to serve as president of the Greater Raleigh-Durham Chapter, increasing my network of colleagues and raising my business profile. Serving as a member of the adjunct faculty at my alma mater, I introduced hundreds of students to the property management profession. It was a wonderful opportunity to give back."

Tracey Johnson, CPM®

Regional Property Manager, Drucker + Falk, LLC
Raleigh, NC
HBCU Graduate, Saint Augustine's University

ABOUT IREM®

IREM® is an international force of nearly 20,000 individuals united to advance the profession of real estate management. Through training, professional development, and collaboration, IREM® supports our members and others in the industry through every stage of their career.

We believe in our people, and we provide the tools they need to succeed. We open doors, we forge connections, and we help show the way forward. Backed by the power that comes with being an affiliate of the National Association of REALTORS®, we add value to our members, who in turn add value to their teams, their workplaces, and the properties in their commercial and residential portfolios.

Our memberships empower college students, young professionals, and industry veterans who are committed to career advancement. Earning our credentials, including the CPM®, ARM®, ACoM, and AMO®, demonstrates a commitment to, and passion for, good management. These credentials, along with our courses and array of resources, all exist with one goal in mind – to make a difference in the careers of those who manage.

For more information visit www.irem.org/academicresources.