

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](https://rpmcareers.org).


Learn More About NAAEI:

 facebook.com/RealCommunitiesRealCareers

 [@rpmcareers](https://www.instagram.com/rpmcareers)

 linkedin.com/company/rpm-careers

 4300 Wilson Blvd., Suite 400
Arlington, VA 22203

 rpmcareers@naahq.org

REAL
COMMUNITIES

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CAREERS



**Leasing
Consultant**

The Right Career for Me

Meet Stephanie Melgares

“ After working for four years for commercial real estate, I knew I was ready for a change. My friend has been in the property management industry for 15 years,

and he shares great stories about his work and loving what he does. That made me confident that I would love it myself, since I am fueled by helping others and working with people. I decided to pursue residential property management, leading to the best decision I've made in my career.

A year later, I'm so happy with the career choice, the camaraderie in this field, and the new relationships that I have made. I wake up ready to go to work, excited for what the new day will bring — and I look forward to learning something new. I'm on the right track for the next stepping stone — being an assistant property manager one day. ”



Stephanie Melgares

Title: Leasing consultant

Age: 31

Time in Residential Property Management: One year

Education: Some college

Aspiration: Assistant property manager

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 options that fit their budgets. 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:
\$29,000–\$37,600

Experienced:
\$38,600–\$54,600

Regional Marketing Director:
\$75,400–\$101,900

Work Hours
Full-time

Housing Benefits
Some employers offer rent reductions of 20% or more

Benefits

Health insurance, life insurance, retirement plan, tuition assistance

Additional Earnings*

Bonus pay: 17.4%–25.3% of salary

Training

Continuing education and professional credentials

* 2017 CEL & Associates Real Estate Compensation Survey. These salary ranges are not reflective of every market and may be higher or lower depending on geographic area and employer.