

# 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](https://facebook.com/RealCommunitiesRealCareers)

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

 [linkedin.com/company/rpm-careers](https://linkedin.com/company/rpm-careers)

 4300 Wilson Blvd., Suite 400  
Arlington, VA 22203

 [rpmcareers@naahq.org](mailto:rpmcareers@naahq.org)

**REAL**  
COMMUNITIES

**REAL**  
CAREERS



**Community  
Manager**



# The Right Career for Me

## Meet Julie Chu

“ I started working in the RPM industry while I was in college. After meeting the community manager in my off-campus apartment, I was offered a job as a part-time leasing consultant. After about nine months, I was promoted to assistant manager, and once I graduated from college I was promoted to community manager. I was recently promoted to regional manager, overseeing multiple communities.

I love that this industry is so diverse and that every day is different. There are great opportunities for growth, because the RPM industry is booming. If you want a challenge and the opportunity to manage a multimillion-dollar business, this is a great career choice. ”



### Julie Chu, CAM, CAPS

**Title:** Regional manager

**Age:** 34

**Time in Residential Property Management:** 14 years

**Education:** Bachelor's degree in business management

**Aspiration:** Senior regional manager

## Opportunities for Advancement

Whether you like motivating your team, meeting performance goals, or analyzing financial information, careers in residential property management (RPM) offer many possibilities and the opportunity for lifelong learning and career development. Community managers have the fulfilling job of cultivating strong residential communities. Leadership, efficiency, and good people skills are the ingredients for success. If you have what it takes, you can move from small apartment communities to larger communities with a bigger budget and more staff — and eventually oversee a real estate portfolio.

## A Rewarding Career: Community Manager

### Annual Base Salary Range\*

**Entry Level (<150 units):**  
\$41,100–\$55,600

**Experienced (150–300 units):**  
\$51,200–\$67,700

**Regional manager:**  
\$96,300–\$132,500

**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: 15%–18.9% 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.