

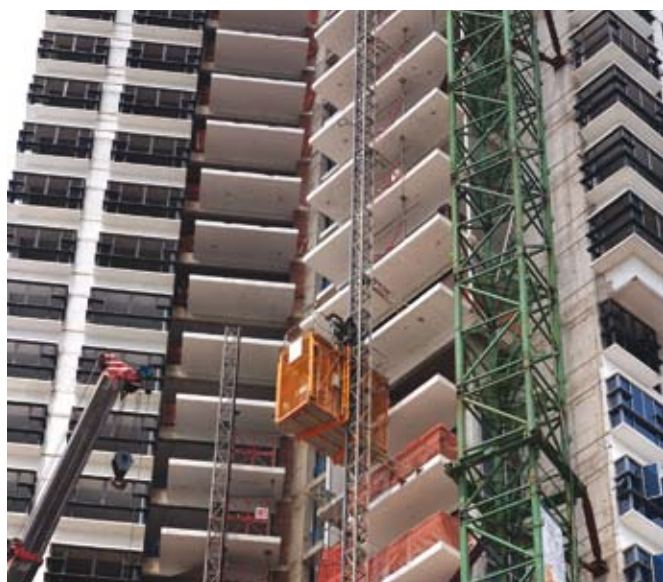


Property & Housing Management

As one of the more visible indicators of the Hong Kong economy, the property market is watched not only by potential homeowners and investors, but also by anyone concerned with business in Hong Kong. The number of vacancies in this industry will normally depend upon the state of the economy and property market.

POSITIONS

Property consultancy firms offer a wide range of services to their clients, ranging from sales and valuations to property management. The services offered by real estate consultants include providing in-depth assessments and advice on property investment and development for clients, as well as providing research, forecasting and feasibility studies for buyers and sellers.



Graduates will find a variety of opportunities within the field of real estate. The position that offers the most employment opportunities is sales. In residential and commercial sales and leasing, the property salesperson responds to either an inquiry from a prospective tenant/buyer or an offer from a landlord.

A real estate salesperson must be able to judge the value of a property and form close relations with clients, landlords and property owners. They must also be able to offer advice on leasing strategies to landlords and help them find clients.

Apart from sales, there are also jobs in valuation and research, where it is necessary to analyse the growth of the property market. Property management is another opportunity, this involves the maintenance and repair of residential, commercial and industrial real estate.

The Hong Kong Housing Authority offers graduates a number of positions in the area of housing management. Housing management covers the administrative, technical, social and financial aspects of the field. Jobs in housing management combine maintenance with the development of good relationships between landlords and tenants.



Graduates employed by the Hong Kong Housing Authority usually start as housing officers. Under the guidance of housing managers and senior staff, they take on a variety of duties, assisting in the management, redevelopment, letting and maintenance of different types of housing properties.

Their work includes rent collection and accounting, community development, fostering good landlord-tenant relationships, tenancy control, and dealing with the complaints and problems of tenants. There are good opportunities for advancement to senior positions such as housing manager.

EDUCATION & REQUIREMENTS

Graduates from different disciplines are welcome, as good people skills is often the most important factor for success in this field. Intelligent, sales-oriented people who can get along well with others are in demand. It is also important to have a quick mind, and an interest in as well as an understanding of the property market.

Graduates from any discipline may be considered for appointment by the Housing Authority provided that they are fluent in both written and spoken Chinese and English, have a pleasant personality and are willing to work with people and understand their problems.

SALARY & BENEFITS

A graduate in the real estate field will normally receive a base salary of \$5,000-\$10,000. Commissions on sales or rentals are also paid, and it is from this that a real estate salesperson earns the majority of their salary. Although the starting salary for graduates at some organisations is much higher, commissions are not paid. Starting salaries for those in property management is around \$10,000-\$12,000.

FURTHER TRAINING

The Hong Kong Housing Society Academy was setup by the Hong Kong Housing Society to promote professional development of housing and related services. The academy is in collaboration with China Network of the University of Hong Kong to organise joint courses, workshops, seminars and conferences to promote professional and academic exchange. All newly recruited housing officers receive on-the-job training and induction courses.

FURTHER INFORMATION

Graduates who are interested in real estate and housing management may contact either the Hong Kong Housing Authority or the Hong Kong Housing Society.

Hong Kong Housing Society
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Causeway Bay, Hong Kong
Tel: 2839-7888; Fax: 2882-2001
Website: www.hkhs.com

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33 Fat Kwong Street, Ho Man Tin
Kowloon, Hong Kong
Tel: 2712-2712; Fax: 2711-4111
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