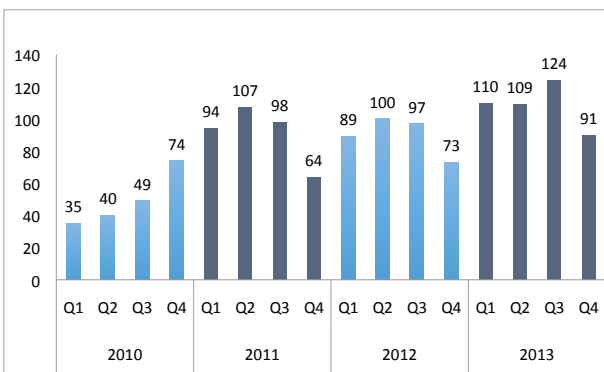
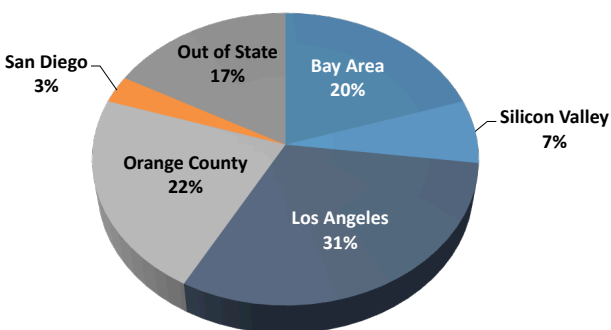


Searches Created by Quarter YTD 2014



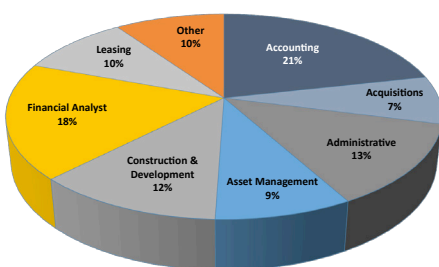
Searches by Geography 4Q 2013



“The RETS team truly understands real estate and how candidates will fit into the positions that we are working on. I value that the RETS team can hone in on our need, find the right person and manage the process seamlessly.”

—Cynthia Burger, SVP Western Division
REIT Management & Research LLC

Jobs by Category 2013
(excluding Property Management)



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HIRING CONTINUES TO BE RAMPANT IN 2014!

FEBRUARY 4, 2014

RETS ended 2013 with a bang as it was one of their busiest years yet! Throughout the company’s 12 year history RETS has consistently seen a decrease in searches starting after Thanksgiving and lasting through the end of the year. This was the first year that no drop-off in hiring was witnessed and business continued without skipping a beat. RETS ended 2013 at an all-time high and closed out the year with 434 searches compared to 360 in 2012... an increase of 21 percent! Hiring has continued to increase for the past two years and the company has tracked the uptick in searches dating back to April of 2011. This past year RETS concluded Q.4 13 with 91 searches, compared to 73 in Q.4 12, showing that the economy is continuing to improve.

DIRECT AND EXECUTIVE RECRUITING

Going into 2014 RETS has continued to see a trend in hiring financial analysts and VP level positions. In 2013 RETS completed 47 financial analyst searches, marking a 50 percent increase from 2012. RETS’ 2nd annual Financial Analyst Survey also concluded with twice the number of participants from 2012, giving the company a deeper understanding of the expectations financial analysts have for their careers. Along with financial analyst positions, RETS has also seen a rise in hiring VP level candidates in construction and development.

“While we see consistent hiring in the industrial, office and retail sectors of construction and development, right now we’re observing a trend in an increase of hiring for multifamily product types,” says Kent Elliott, a principal/partner of RETS Associates. *“The multifamily sector is on fire for 2014 and there is a very strong demand for these higher level candidates and an urgency to fill positions like these.”*

INTERIM SEARCHES

Hiring for interim positions is also at an all-time high. Total hours billed through Q.4 13 was an outstanding 47 percent higher than 2012.

“RETS has noticed a pattern recently when it comes to interim candidates,” says Jana Turner, a principal/partner of RETS Associates. *“We’ve noticed that many retired baby boomers are re-entering the workforce by means of interim placements, which allows them to have a flexible schedule while still keeping a toe in the real estate waters.”*

Right now, unemployment for the most prominent interim positions is extremely low as candidates continue to rely on these types of positions while still looking for other work. Rather than staying unemployed until they find their next career venture, candidates are using these temporary roles as stepping stones on their career paths.