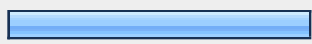
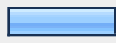


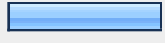
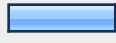

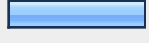
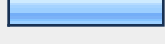






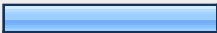
Property Management Technology Survey



1. How many employees does your company have?			
		Response Percent	Response Count
1-10		46.4%	32
10-25		15.9%	11
25-50		5.8%	4
50-100		8.7%	6
100+		23.2%	16
		answered question	69
		skipped question	1


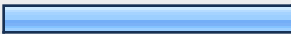
2. How many units does your company manage?			
		Response Percent	Response Count
Fewer than 50		16.2%	11
50-100		11.8%	8
100-500		20.6%	14
500-2,500		23.5%	16
2,500 to 5,000		8.8%	6
5,000 to 10,000		11.8%	8
More than 10,000		7.4%	5
		answered question	68
		skipped question	2

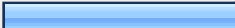
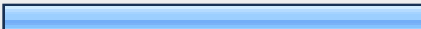
3. What is your company's annual operating budget?			Response Percent	Response Count
Less than \$250,000			26.9%	18
\$250,000-\$500,000			14.9%	10
\$500,000-\$1 million			14.9%	10
\$1 million-\$5 million			22.4%	15
More than \$5 million			20.9%	14
			answered question	67
			skipped question	3

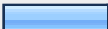
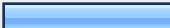



4. What software do you use to manage your properties?			Response Percent	Response Count
Property management specific software (Appfolio, Buildium, Maxwell Systems, Property Boulevard, etc.)			70.6%	48
Generic accounting software (Quickbooks)			20.6%	14
Spreadsheet			4.4%	3
Custom (Microsoft Access database, etc.)			4.4%	3
Mainly pen and paper			0.0%	0
			answered question	68
			skipped question	2

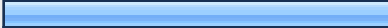
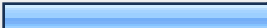
5. Do you accept electronic payments (e.g. ACH, ETF or credit card payments)?			
		Response Percent	Response Count
Yes		67.1%	47
No		32.9%	23
		<i>answered question</i>	70
		<i>skipped question</i>	0

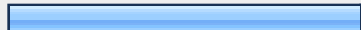
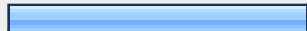
6. Do you accept maintenance requests online?			
		Response Percent	Response Count
Yes		72.9%	51
No		27.1%	19
		<i>answered question</i>	70
		<i>skipped question</i>	0

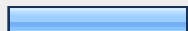

7. Do tenants and owners have the option of receiving monthly statements via e-mail or an online account?			
		Response Percent	Response Count
Yes		55.7%	39
No		44.3%	31
		<i>answered question</i>	70
		<i>skipped question</i>	0

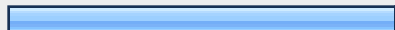
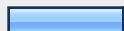




8. Does your software allow you to post your properties directly to web sites such as Craigslist?			
		Response Percent	Response Count
Yes		35.7%	25
No		64.3%	45
		<i>answered question</i>	70
		<i>skipped question</i>	0

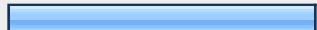
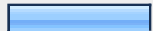
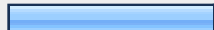
9. How do you track leads generated from the Internet?			
		Response Percent	Response Count
Property management software does this automatically		15.7%	11
Web site analytics program		25.7%	18
Online advertising service (e.g. Google AdSense)		4.3%	3
Ask tenant on the rental application		35.7%	25
We don't track our online leads		18.6%	13
		<i>answered question</i>	70
		<i>skipped question</i>	0

10. Is your accounting system integrated with your property management software or is it a separate system?			
		Response Percent	Response Count
Integrated		59.4%	41
Seperate		40.6%	28
		<i>answered question</i>	69
		<i>skipped question</i>	1

11. Do you engage tenants and prospects on social media sites? (e.g. Facebook, Twitter, etc.)			
		Response Percent	Response Count
Yes		54.3%	38
No		45.7%	32
		<i>answered question</i>	70
		<i>skipped question</i>	0

12. Do you have a company blog?			
		Response Percent	Response Count
Yes		27.1%	19
No		72.9%	51
		<i>answered question</i>	70
		<i>skipped question</i>	0

13. How much time is lost each week dealing with technical issues related to your property management software?			
		Response Percent	Response Count
< 1 hour		59.4%	41
1-2 hours		17.4%	12
2-3 hours		10.1%	7
3-4 hours		4.3%	3
4-5 hours		1.4%	1
> 5 hours		7.2%	5
		<i>answered question</i>	69
		<i>skipped question</i>	1

14. Has your business increased, decreased or stayed about the same over the past year?				
			Response Percent	Response Count
Increased			47.1%	33
Decreased			21.4%	15
Stayed about the same			31.4%	22
			<i>answered question</i>	70
			<i>skipped question</i>	0

15. Please add your thoughts on the state of technology in property management.				
			Response Count	
			22	
			<i>answered question</i>	22
			<i>skipped question</i>	48

16. Enter your e-mail address to receive the results of the survey.				
			Response Count	
			41	
			<i>answered question</i>	41
			<i>skipped question</i>	29