



The Leading Construction & Property  
Recruitment Agency

**Estate Agent  
Salary Guide**

2019 Edition

**Welcome to the TDM Recruitment Group salary guide for the UK estate agency market.**

This report has been produced to act as a quick reference guide for both clients and candidates working in the estate agency sector.

Using industry experts knowledge combined with market intelligence we have compiled a comprehensive guide to the market across London and Home Counties.

# Exceed Be Better Rival Measure Up Outshine

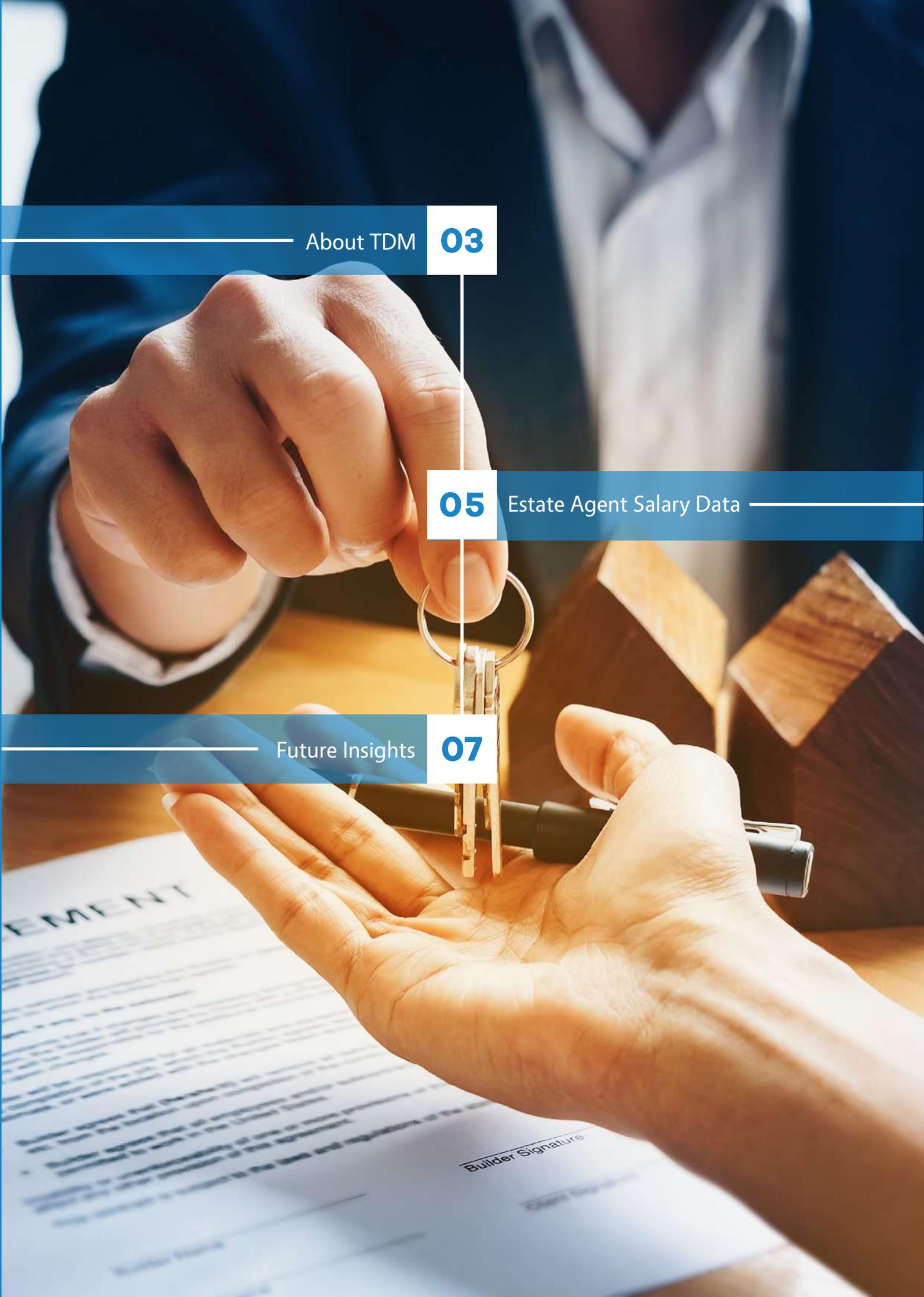
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A close-up photograph of a hand holding a set of keys. The keys are being held over a document that has a line for a signature labeled 'Builder Signature'. The background is slightly blurred, showing a person in a white shirt and dark jacket. The overall scene suggests a real estate transaction or a handover of property.

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## About TDM - Leading Property and Construction Recruiters

TDM Recruitment Group was formed in 2009 and is now one of the leading names in the property and construction industry.

The business has grown rapidly with a team of industry specific recruitment consultants covering each sector, which is supported by a research function that is constantly identifying the current and next generation of industry leaders.

Our client base includes a number of the leading names in the residential property industry, including national FTSE 100 house builders, international main contractors, property companies and private equity backed developers.

Whether you are a client looking to make a key appointment or a candidate looking for your next job in the property sector, from start to finish the full recruitment life cycle is handled by a dedicated industry expert who understands the sector.

### Our Values

Discretion

Quality

Honest & Integrity

Determination

Passion

Fun

### Our Services

TDM offers three types of recruitment:

Executive Search

Permanent

Temporary and Contract

The consultants at TDM are market specialists and will only recruit in their niche sector. This means that whether you are a client looking for a senior executive board appointment or a site based 3 month fixed contract hire, you will deal with a company that fully understands your requirements and have the knowledge and contacts to source the candidates for that role.

### Sectors

TDM Recruitment Group is the leading residential property job specialist. We work across a number of residential property recruitment sectors, including:

Residential Design & Technical  
Land & Planning

Surveying & Cost Consultancy  
Construction Project Management

New Homes Sales & Marketing  
Estate Agency

Property Finance & Investment  
Development



## Estate Agent Salary Data

Role	London		Home Counties & South East	
	Basic	OTE	Basic	OTE
Trainee Negotiator	£14,000 - £18,000	£24,000 - £28,000	£14,000 - £18,000	£20,000 - £25,000
Sales Negotiator	£16,000 - £21,000	£28,000 - £36,000	£16,000 - £20,000	£28,000 - £33,000
Lettings Negotiator	£16,000 - £20,000	£30,000 - £42,000	£16,000 - £20,000	£26,000 - £32,000
Senior Negotiator	£16,000 - £25,000	£32,000 - £45,000	£16,000 - £21,000	£27,000 - £32,000
Valuer	£16,000 - £25,000	£35,000 - £48,000	£16,000 - £22,000	£32,000 - £36,000
Sales Manager	£20,000 - £30,000	£40,000 - £52,000	£20,000 - £25,000	£35,000 - £40,000
Lettings Manager	£23,000 - £32,000	£45,000 - £65,000	£22,000 - £26,000	£32,000 - £36,000
Branch Manager	£24,000 - £42,000	£45,000 - £78,000	£24,000 - £32,000	£45,000 - £60,000



## Future Insights

It's fair to say over the last 10 years the face of Estate Agency has changed pretty dramatically. Back in 2000, when Scott our Head of Estate Agency started his career for a small independent in Kent, it was his job to prepare the window cards and send our selection of ads to the Newspaper every Wednesday. Alongside a "For Sale" sign, these were pretty much the only marketing tools that were available.

Fast forward to the present day and the industry to many is simply un-recognisable. Impressive digital photography, floorplans, virtual tours, extensive online marketing options, and even external photos taken by drone. You used to just be called Estate Agents... now you can be traditional, online or even a hybrid agent.

Whether you are online or high street based it is clear Estate Agency has come a long way over the last decade or two, with more and more focus on what vendors and landlords want. What still remains is an exciting and fast paced career for motivated and driven people who love closing deals and the buzz of a sale!

A dynamic splash of blue powder or paint against a white background, creating a textured, cloud-like effect. The splash is centered and radiates outwards, with varying shades of blue from light to dark.

**TDM**

RECRUITMENT GROUP