



## TARGET GRADUATE TRENDS SURVEY 2006/2007

Analysis of the property sector over the last six years.

The TARGET *Graduate Trends Survey* is based on the data supplied to the TARGET *by sector* series by graduate recruiting organisations.

January 2007

GTI Specialist Publishers, The Barns, Preston Crowmarsh,  
Wallingford, Oxon OX10 6SL, UK  
Tel. +44 (0)1491 828905 Fax. +44 (0)1491 826401  
[www.groupgti.com](http://www.groupgti.com)

© GTI Specialist Publishers, January 2007

# Introduction

This report into trends in graduate recruitment in the property sector over the last six years has been compiled from forms completed by graduate recruiters advertising in the last six issues of *TARGET Property*.

GTI is the market leader in terms of the number of employer advertisers in each of our *TARGET by sector* titles so we are confident that the findings are the best representation of the graduate recruitment situation within each of the sectors.

Nine sectors have been analysed in the *TARGET Graduate Trends Survey 2006/2007*. These are: engineering, IT, law (solicitors and barristers), banking and investment, finance, management consulting, the built environment and property.

## The organisations involved

Over 30 recruiters in the property sector completed forms this year to provide us with the data to complete the survey.

We asked them to estimate their current and future vacancies, the number of applications received and the starting salary for graduates.

We also asked them to comment on selection methods, benefits packages, work experience and secondment opportunities.

The *TARGET Graduate Trends Survey* is the largest and most comprehensive graduate survey in the UK.

*"Trends are positive, with more applications made to firms in the property and built environment sectors," says Graham Smith of the Royal Institution of Chartered Surveyors (RICS).*

# Analysis of property statistics

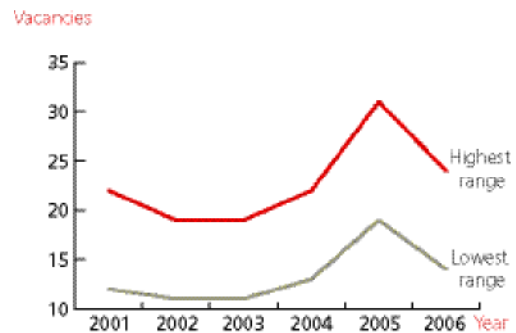


## Headlines for the property sector

- The number of vacancies per organisation has dropped to 19, down from last year's 25.
- Organisations predict the same number of vacancies for the coming year.
- The average number of applications received has remained stable at 639.
- Benefits offered to graduates have fallen slightly in all areas.
- Starting salaries have increased slightly to an average of £22,469.
- The percentage of employers offering work experience has decreased nine per cent from last year to 77 per cent, the lowest in four years.

Please note that average figures were used for this analysis, ie the middle figure between the lowest and the highest range. Some of the data were collected in ranges, eg for vacancies the response options was 0–5, 6–10, 11–20 etc. On the graphs the lowest range uses the smaller figure and the highest range uses the upper figure. Unless otherwise stated, the headline findings use the average figure.

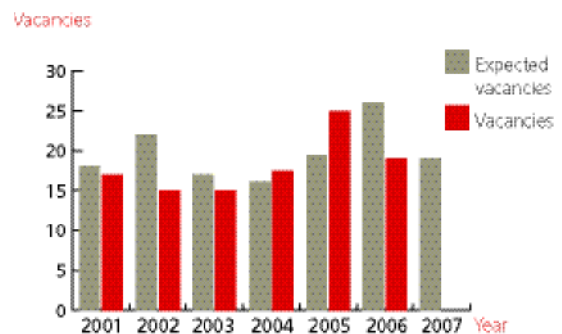
### Average number of graduate property vacancies



### Average number of expected vacancies



### Comparison of the average number of vacancies versus expected vacancies

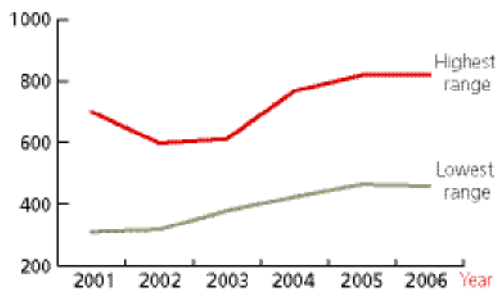




# Analysis of property statistics

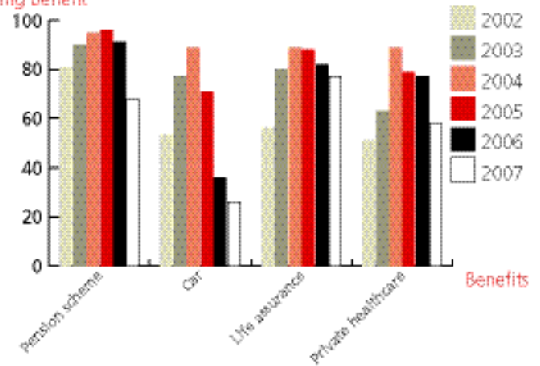
Average number of applications received by property employers

Applications



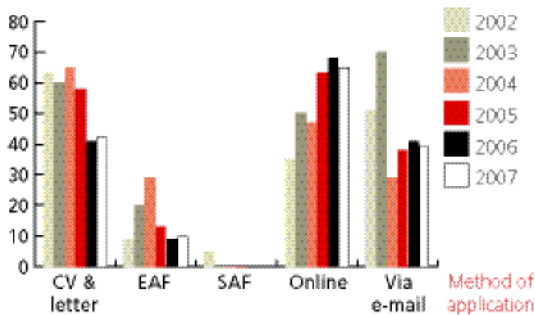
Benefits offered to graduates

% Employers offering benefit

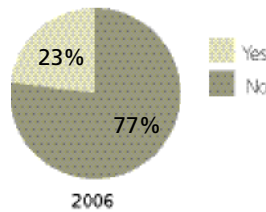


Percentage of property employers using each application method

% Employers



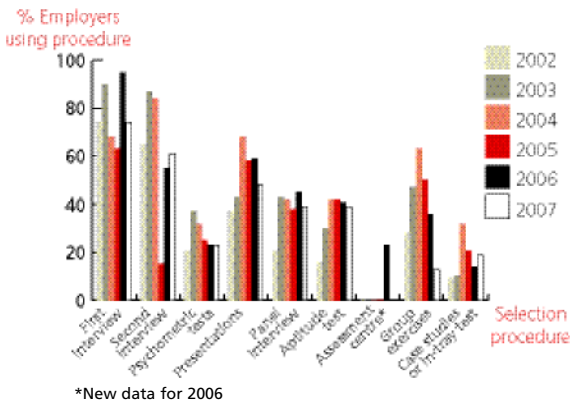
Percentage of employers offering the opportunity to work abroad within the first two years



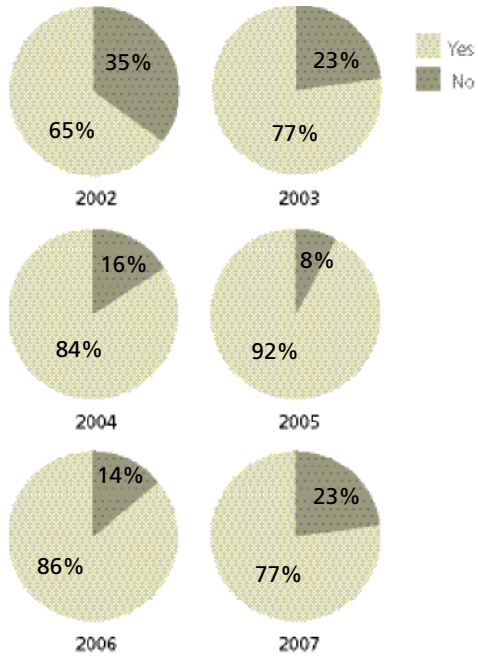


# Analysis of property statistics

## Selection procedures favoured by property employers



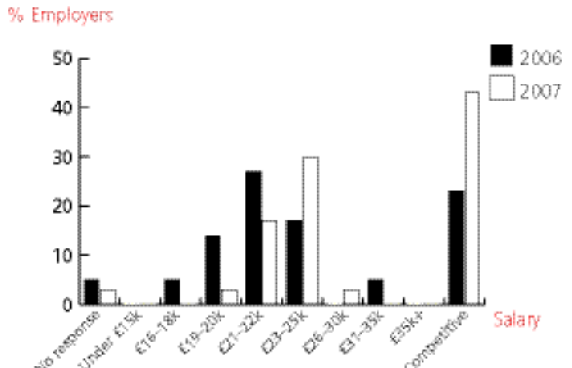
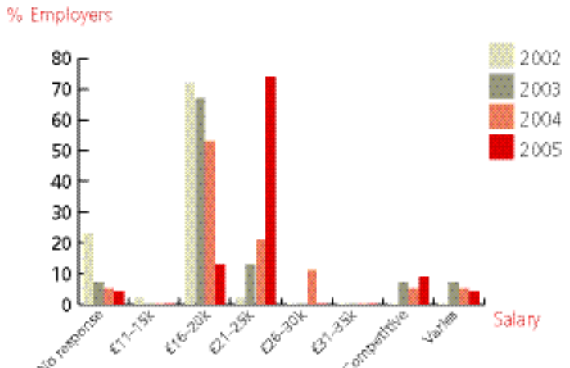
## Percentage of employers offering work experience



## Average graduate starting salaries

	2002	2003	2004	2005	2006	2007
High	£20,625	£20,833	£22,500	£24,773	£23,000	£23,313
Low	£16,500	£16,833	£18,500	£20,773	£21,400	£21,625

## Salaries offered to graduates pursuing property careers



Due to the inflation of average salaries over the years, this year's survey sees new salary bands in this graph, with the highest band now classed at £35,000 or more. The lower bands have also been divided into further categories to make them more specific: for instance, the previous £16-20K salary has now been split into two new bands, £16-18K and £19-20K.