



5-YEAR COMPENSATION STUDY

Pay for Corporate Real Estate Professionals on the Rise

Compensation trends

Participants in CoreNet Global's most recent Compensation survey forecast a repeat performance for the upcoming year; anticipating that **corporate real estate compensation will continue to rise just as it has for the last five years.**

57% of respondents believe their base salary will increase between 2020 and 2021, and among this group, the expectation is for an average 4% increase in salary.

Fewer survey respondents were confident about a rise in base bonuses, but the 38% who were expecting incentive increases between 2020 and 2021 expect them to increase by an average of 17%.

	2016	2017	2018	2019	2020
Change in Base Salary	↓	↓	↑	↓	↑
Average Total Annual Cash Compensation	280,000	276,000	286,000	256,000	462,900
Change in Annual Incentives	↑	↓	↑	↑	↓
Average Annual Incentive Increase	19%	12%	16%	22%	17%

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