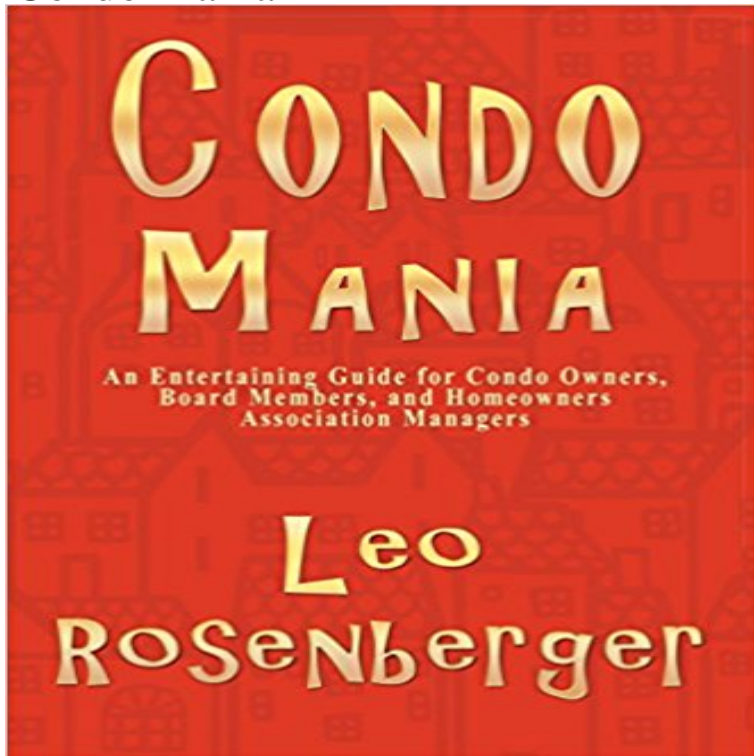


## Condo Mania



The current off-site management model will not be able to meet HOA growth and management quality demands of HOAs for the foreseeable future. The governance of community associations is serious business that calls for greater management professionalism and a complete review of the Developer-to-Board Control transition process requirements. One PCAM (Professional Community Association Manager) cannot successfully manage a portfolio of ten to fifteen properties over the long term. Currently, that long-term is looking at 80 million retiring baby boomers, most of whom will end-up living in some type of HOA community. There is going to be tremendous demand for more managers who are more professionally qualified. According to my book, a professionally qualified manager in an on-site office is the gold standard of community association management. That type of manager will command the highest respect and salary for his/her work. I know because I've been there...done that! The industry has to become more professional and more in tune with the communities that they attempt to manage. If it doesn't, it is offering their state governments an invitation to tell them what they can and cannot do.

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