



QUEENSLAND

Maximise revenue opportunities while remaining competitive

CORE MANAGEMENT FEES

Service / Fee Type	Typical Fee / Range	Notes
Management Commission	5% – 8% + GST	Lower rates (5–6%) often offset by more ancillary fees. Premium services may charge 7–8% with fewer extras.
Letting Fee	1 week's rent + GST	Usually charged on securing a new tenant. May include advertising and tenancy preparation.
Lease Renewal Fee	½ week's rent + GST	Applied when renewing a fixed-term lease.
Administration Fee	\$5 – \$10 per month	Also known as a “statement fee” or “monthly admin fee.” Covers processing costs.

ANCILLARY CHARGES

Service / Fee Type	Typical Fee / Range	Notes
EOFY Statement	\$25 – \$40 per year	One-off annual fee for consolidated owner statements.
Routine Inspections	\$0 – \$66 per inspection	Some include in management fee, others charge per visit.
Water Meter Reading	\$15 – \$30 per reading	Optional, but a value-add service to owners.
Inventory Preparation	\$50 – \$150	Critical for bond disputes and insurance claims.





File Closure Fee	\$50 – \$100	One-off when a property is sold or management ends.
Advertising/Marketing	At cost	Online listings, photos, signboards etc.

DISPUTES, CLAIMS & LEGAL

Service / Fee Type	Typical Fee / Range	Notes
Mediation/QCAT Filing	As incurred	Filing and lodgement fees passed onto the owner.
Tribunal Attendance	\$80 – \$150 per hour	Hourly rate for PM attending tribunal or insurance matters.
Title Search Fee	\$20 – \$25	Recovery of actual cost.
Insurance Claim Management	\$80 – \$150 per hour	Optional hourly rate for complex claims.

REVENUE TIP

Agencies charging lower management fees (e.g. 5%) often recoup earnings through more ancillary fees. Conversely, a higher base commission (7–8%) usually includes more bundled services, reducing the need for add-ons. Consider your positioning—low base with upsells vs. all-inclusive premium service.

IMPORTANT FOR RENT ROLL BUYERS

Higher management fees contribute directly to the rent roll's recurring income and therefore drive its value. Ancillary fees are nice revenue sweeteners but do not form part of the core multiplier calculation.

