

0511.00 - Real Estate

Real Estate Sales

July 2018

Research Summary

The Los Angeles/Orange County Center of Excellence (COE) compiled this report to provide regional labor market supply and demand data related to **real estate sales**.

The following list summarizes key findings from this data brief:

- The number of jobs for real estate sales-related occupations is expected to increase by 4% through 2022, **resulting in nearly 7,000 annual openings**.
- The entry-level hourly earnings for real estate-related occupations are between \$12.84 and \$19.18, per hour.
- In 2017, there were **8,653 employer job ads** for real estate sales-related occupations.
- Of employers posting job ads with a minimum education requirement, **56%** listed a Bachelor's degree. Between 34% - 40% of the current workforce has some postsecondary coursework training.
- Between 2014 and 2017, community colleges conferred an average of 276 awards (associate degrees and certificates) in a related training program.

Occupation Codes and Descriptions

Currently, there are six occupations in the standard occupational classification (SOC) system that are related to real estate. The occupation titles and descriptions, as well as reported job titles are included in Exhibit 1.

Exhibit 1 – Occupations, description, and sample job titles

SOC Code	Title	Description	Sample of Reported Job Titles
11-9141	Property, Real Estate, and Community Association Managers	Plan, direct, or coordinate the selling, buying, leasing, or governance activities of commercial, industrial, or residential real estate properties. Includes managers of homeowner and condominium associations, rented or leased housing units, buildings, or land (including rights-of-way).	Apartment Manager, Commercial Property Services Coordinator, Community Manager, Condominium Association Property Manager, Consulting Property Manager, Lease Administration Supervisor, Leasing Manager, On Site Property Manager, Property Manager, Resident Manager
13-2021	Appraisers and Assessors of Real Estate	Appraise real property and estimate its fair value. May assess taxes in accordance with prescribed schedules.	13-2021.01 - Assessors Appraiser, Assessor, Commercial Appraiser, County Assessor, Deputy Assessor, Field Appraiser, Personal Property Appraiser, Real Property Appraiser, Residential Appraiser, Tax Assessor 13-2021.02 - Appraisers, Real Estate Appraiser, Certified Real Estate Appraiser, Certified Residential Real Estate Appraiser, Commercial Real Estate Appraiser, Real Estate Appraiser, Real Property Appraiser, Residential Fee Appraiser, Residential Real Estate Appraiser, Staff Appraiser, Valuation Consultant
13-2072	Loan Officers	Evaluate, authorize, or recommend approval of commercial, real estate, or credit loans. Advise borrowers on financial status and payment methods. Includes mortgage loan officers and agents, collection analysts, loan servicing officers, and loan underwriters.	Branch Manager, Business Banking Officer, Commercial Banker, Commercial Loan Officer, Corporate Banking Officer, Loan Officer, Mortgage Loan Officer, Mortgage Loan Originator, Portfolio Manager, Relationship Manager

23-2093	Title Examiners, Abstractors, and Searchers	Search real estate records, examine titles, or summarize pertinent legal or insurance documents or details for a variety of purposes. May compile lists of mortgages, contracts, and other instruments pertaining to titles by searching public and private records for law firms, real estate agencies, or title insurance companies.	Abstracter, Abstractor, Commercial Title Examiner, Searcher, Title Abstractor, Title Agent, Title Department Manager, Title Examiner, Title Officer, Title Searcher
41-9021	Real Estate Brokers	Operate real estate office, or work for commercial real estate firm, overseeing real estate transactions. Other duties usually include selling real estate or renting properties and arranging loans.	Broker, Broker Assistant, Broker Associate, Designated Broker, Managing Broker, Real Estate Associate, Real Estate Broker, Real Estate Sales Associate, Realtor, Supervising Broker
41-9022	Real Estate Sales Agents	Rent, buy, or sell property for clients. Perform duties, such as study property listings, interview prospective clients, accompany clients to property site, discuss conditions of sale, and draw up real estate contracts. Includes agents who represent buyer.	Associate Broker, Broker Associate, Broker in Charge, Real Estate Agent, Real Estate Broker, Real Estate Broker Associate, Real Estate Salesperson, Realtor, Sales Agent

Source: O*NET Online

Current and Future Employment

In Los Angeles and Orange Counties, the number of jobs for occupations related to real estate is expected to increase by 4% over the next five years. Nearly 7,000 job opportunities will be available annually for the occupation group through 2022 due to new job growth and replacement need (e.g., retirements). Exhibit 2 contains detailed employment projections data for the occupations.

Exhibit 2 – Five-year projections for real estate sales-related occupations

SOC	Occupation	2017 Jobs	2022 Jobs	2017 - 2022 Change	2017 - 2022 % Change	Annual Openings
41-9022	Real Estate Sales Agents	23,842	24,618	776	3%	2,352
11-9141	Property, Real Estate, and Community Association Managers	18,773	19,993	1,220	6%	1,696
13-2072	Loan Officers	16,789	17,213	424	3%	1,549
41-9021	Real Estate Brokers	8,445	8,752	307	4%	839
13-2021	Appraisers and Assessors of Real Estate	3,621	3,722	101	3%	268
23-2093	Title Examiners, Abstractors, and Searchers	2,391	2,445	54	2%	209
	Total	73,861	76,744	2,883	4%	6,912

Source: EMSI 2018.2 – QCEW, non-QCEW, Self-Employed.

Earnings

In Los Angeles and Orange Counties, the entry-level average wage for the real estate occupations is between \$12.84 and \$19.18 per hour. The average annual earnings for the occupations in the regions is between \$45,913 and \$78,794 per year, assuming full-time employment.

Exhibit 3 contains hourly wages and annual average earnings for the occupation group studied in this report. Entry-level hourly earnings is represented by the 10th percentile of wages, median hourly earnings is represented by the 50th percentile of wages, and experienced hourly earnings is represented by the 90th percentile of wages, demonstrating various levels of employment.

Exhibit 3 – Earnings for real estate sales-related occupations

SOC	Occupation	Entry-Level Hourly Earnings	Median Hourly Earnings	Experienced Hourly Earnings	Average Annual Earnings
13-2021	Appraisers and Assessors of Real Estate	\$19.18	\$24.53	\$52.11	\$64,730
23-2093	Title Examiners, Abstractors, and Searchers	\$18.45	\$24.98	\$36.34	\$56,536
11-9141	Property, Real Estate, and Community Association Managers	\$15.75	\$23.57	\$53.22	\$64,046
41-9022	Real Estate Sales Agents	\$14.61	\$19.30	\$28.96	\$45,913
13-2072	Loan Officers	\$13.16	\$30.66	\$66.27	\$78,794
41-9021	Real Estate Brokers	\$12.84	\$24.02	\$31.89	\$53,209

Source: EMSI 2018.2 – QCEW, non-QCEW, Self-Employed.

Employer Job Postings

In this research brief, real-time labor market information is used to provide a more nuanced view of the current job market, as it captures job advertisements for occupations relevant to the field of study. Employer job postings are consulted to understand who is employing in the real estate field, and what they are looking for in potential candidates. To identify job postings related to real estate sales, the occupation codes listed in Exhibit 1 were used.

Top Titles

The most common job titles for real estate sales-related jobs are listed in Exhibit 4. Real estate agent was mentioned in 10% of all relevant job postings (890 out of 8,653 postings).

Exhibit 4 –Job titles (n=8,653)

Title	Job Postings, Full Year 2017
Real Estate Agent	890
Loan Officer	467
Property Manager	393
Community Manager	318
Sales Consultant	292
Leasing Consultant	238
Mortgage Banker	233
Mortgage Loan Officer	213
Assistant Property Manager	196
Real Estate Sales Associate	181

Source: Labor Insight/Jobs (Burning Glass)

Top Employers

Exhibit 5 lists the major employers hiring professionals in the field of real estate sales. Top employers postings job ads included Berkshire Hathaway Home Services California Properties, Wells Fargo, and Bank of America. The top worksite cities in the region for these occupations were: Los Angeles, Irvine, Long Beach, Santa Ana, and Pasadena.

Exhibit 5 – Top employers (n=5,450)

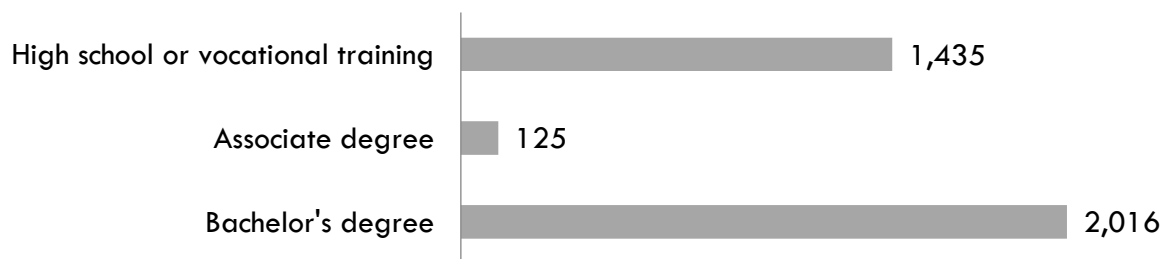
Employer	Job Postings, Full Year 2017
Berkshire Hathaway Home Services California Properties	949
Wells Fargo	237
Bank of America	188
JP Morgan Chase Company	110
U.S. Bancorp	101
CBRE	70
Bank of the West	66
City National Bank	64
Essex Junction Schools	62
New York Life	61

Source: Labor Insight/Jobs (Burning Glass)

Advertised Education Levels

Exhibit 6 displays the education level requested by employers in online job ads. The majority of employers were looking for a candidate with a Bachelor's degree. Approximately 59% of job postings did not specify a level of education.

Exhibit 6 – Advertised education requirements for real estate sales-related occupations (n=3,576)



Source: Labor Insight/Jobs (Burning Glass)

Education and Training

Exhibit 7 shows the typical entry-level education requirement for the occupations of interest, along with the typical on-the-job training, and percentage of workers in the field who hold a community college award or have completed some postsecondary courses. Between 34% and 40% of the workforce has completed some community college education as their highest level of education.

Exhibit 7 – Education and training requirements

SOC	Occupation	Typical entry-level education	Typical on-the-job training	% of Community College Award Holders or Some Postsecondary Coursework
23-2093	Title Examiners, Abstractors, and Searchers	HS diploma/equivalent	Moderate-term	40%
41-9021	Real Estate Brokers	HS diploma/equivalent	None	38%
41-9022	Real Estate Sales Agents	HS diploma/equivalent	Moderate-term	38%
11-9141	Property, Real Estate, and Community Association Managers	HS diploma/equivalent	None	37%
13-2021	Appraisers and Assessors of Real Estate	Bachelor's degree	Long-term	35%
13-2072	Loan Officers	Bachelor's degree	Moderate-term	34%

Source: EMSI, Bureau of Labor Statistics Employment Projections (Educational Attainment)

In Los Angeles and Orange Counties, 19 community colleges have conferred awards in programs that train students for real estate. Between 2014 and 2017, there was an average of 276 community college awards conferred annually across three programs. It is important to note that an award is not equivalent to a single person in search of a job opening, since a student may earn more than one award (e.g. an associate degree and a certificate).

Exhibit 8 – CCC Student Awards (by TOP and College)

TOP Code	Program	College	2014-15 Awards	2015-16 Awards	2016-2017 Awards	3-Year Award Average
0509.40	Sales and Salesmanship	Cerritos	6	13	10	10
		Santa Monica	19	12	14	15
Subtotal/Average			25	25	24	25
0511.00	Real Estate	Cerritos	8	8	14	10
		Citrus	N/A	N/A	13	13
		Coastline	7	5	4	5
		East LA	53	38	37	43
		El Camino	10	9	9	9
		Fullerton	N/A	1	3	2
		Glendale	8	5	71	28
		Irvine	8	15	15	13
		LA City	9	11	19	13
		LA Harbor	1	N/A	1	1
		LA Trade	8	6	2	5
		LA Valley	3	14	30	16
		Long Beach	2	N/A	3	2
		Mt San Antonio	62	72	59	64
		Orange Coast	N/A	4	7	6
		Saddleback	15	10	23	16
Santiago Canyon	N/A	3	5	4		
West LA	9	10	11	10		
Subtotal/Average			203	211	326	247
0511.10	Escrow	Saddleback	3	5	5	4
Subtotal/Average			3	5	5	4
Total			231	241	355	276

Source: California Community Colleges Chancellor’s Office MIS Data Mart

Student Outcomes

The CTE LaunchBoard provides student outcome data on the effectiveness of CTE programs. The following student outcome information was collected from exiters of the Sales and Salesmanship Taxonomy of Program (TOP) code (0509.40) in Los Angeles and Orange Counties for the 2014-15 academic year.

- The median annual wage after program completion is \$4,995
- 8% of students are earning a living wage
- 55% of students are employed within six months after completing a program

The following student outcome information was collected from exiters of the Real Estate Taxonomy of Program (TOP) code (0511.00) in Los Angeles and Orange Counties for the 2015-16 academic year.

- The median annual wage after program completion is \$10,240
- 60% of students are earning a living wage
- 65% of students are employed within six months after completing a program

The following student outcome information was collected from exiters of the Escrow Taxonomy of Program (TOP) code (0511.10) in Los Angeles and Orange Counties for the 2015-16 academic year. Note, there is not any available information for the percentages of students earning a living wage and students employed six months after program completion.

- The median annual wage after program completion is \$4,870

Source: CTE LaunchBoard

Sources

O*Net Online, Labor Insight/Jobs (Burning Glass), Economic Modeling Specialists International (EMSI), MIT Living Wage Calculator, Bureau of Labor Statistics (BLS) Education Attainment, California Community Colleges Chancellor's Office Management Information Systems (MIS) Data Mart, CTE LaunchBoard, Statewide CTE Outcomes Survey, Employment Development Department Unemployment Insurance Dataset

Notes

Data included in this analysis represents the labor market demand for positions most closely related to real estate. Standard occupational classification (SOC) codes were chosen based on the national education level required for employment (associate degree and postsecondary certificate) as well as the proportion of current workers who hold a community college award or have had some community college training. This selection process narrows the labor market analysis to the most relevant employment opportunities for students with community college education and/or training.

Traditional labor market information was used to show current and projected employment based on data trends, as well as annual average awards granted by regional community colleges. Real-time labor market information captures job post advertisements for occupations relevant to the field of study and should not be used to establish current job openings, because the numbers may include duplicate job postings or postings intended to gather a pool of applicants. Real-time labor market information can signal demand and show what employers are looking for in potential employees, but is not a perfect measure of the quantity of open positions.