



Labor Market Analysis: 0511.00 – Real Estate Property Management; Affordable Housing Property Management Certificate requiring 8 to fewer than 16 semester units Los Angeles Center of Excellence, July 2025

Program Endorsement:	Endorsed: All Criteria Met <input type="checkbox"/>	Endorsed: Some Criteria Met <input checked="" type="checkbox"/>	Not Endorsed <input type="checkbox"/>
Program Endorsement Criteria			
Supply Gap:	Yes <input checked="" type="checkbox"/>		No <input type="checkbox"/>
Living Wage: (Entry-Level, 25th)	Yes <input type="checkbox"/>		No <input checked="" type="checkbox"/>
Education:	Yes <input checked="" type="checkbox"/>		No <input type="checkbox"/>
Emerging Occupation(s)			
	Yes <input type="checkbox"/>		No <input checked="" type="checkbox"/>

SUMMARY

This report analyzes whether local labor market demand is being met by community college programs aligned with the identified middle-skill occupation¹ or whether a shortage of workers exists. Labor market demand is measured by annual job openings while education supply is measured by the number of awards (degrees and certificates) conferred on average each year.

Based on the available data, there appears to be a supply gap for the one identified middle-skill occupation in the region. While entry-level wages are lower than the self-sufficiency standard wage in both Los Angeles and Orange counties, more than one-third of current workers in the field have completed some college or an associate degree as their highest level of educational attainment.

Recommendation: Due to two of three program endorsement criteria being met, the Los Angeles Center of Excellence for Labor Market Research (LA COE) endorses this proposed program.

Key Findings

Supply Gap

- 2,161 annual job openings are projected in the region through 2028. This number is greater than the three-year average of 1,110 awards conferred by educational institutions in the region.

¹ Middle-skill occupations typically require some postsecondary education, but less than a bachelor’s degree. The COE classifies middle-skill jobs as the following:

- All occupations that require an educational requirement of some college, associate degree or apprenticeship;
- All occupations that require a bachelor’s degree, but also have more than one-third of their existing labor force with an educational attainment of some college or associate degree; or
- All occupations that require a high school diploma or equivalent or no formal education, but also require short- to long-term on-the-job training where multiple community colleges have existing programs.

- Over the past 12 months, there were **5,911 online job postings for property, real estate, and community association managers** and **825 of these postings mentioned the keyword “affordable housing”**.

Living Wage

- \$21.13 is the typical entry-level hourly wages for *property, real estate, and community association managers*, which is lower than Los Angeles County’s self-sufficiency standard hourly (\$24.03/hour).²

Educational Attainment

- A high school diploma or equivalent is the typical entry-level education for the target occupation, according to the Bureau of Labor Statistics (BLS).
- 34% of workers in the field have completed some college or an associate degree, according to national educational attainment data.

Community college supply

- 23 community colleges issued awards related to real estate in the greater LA/OC region.
- 1,107 awards (degrees and certificates) were conferred on average each year between 2022 and 2024.

Other postsecondary supply

- 1 educational institution in the LA/OC region has conferred sub-baccalaureate awards in programs related to real estate and property management over the past three years.
- 3 awards were conferred on average each year by other postsecondary institutions throughout the greater LA/OC region between 2021 and 2023.

TARGET OCCUPATION

LA COE prepared this report to provide regional labor market and postsecondary supply data related to one middle-skill occupation:

- **Property, Real Estate, and Community Association Managers (11-9141)** 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).³

OCCUPATIONAL DEMAND

Exhibit 1 shows the five-year occupational demand projections for the target occupation. In the greater Los Angeles/Orange County region, the number of jobs related to this occupation is projected to decrease by 1% through 2028. However, there will be nearly 2,200 job openings per year through 2028 due to retirements and workers leaving the field. The majority of jobs in 2023 for this target occupation (68%) were located in Los Angeles County.

² Center for Women’s Welfare, University of Washington. (2024). *The self-sufficiency standard for California 2024*. <http://selfsufficiencystandard.org/California>.

³ [Property, Real Estate, and Community Association Managers \(bls.gov\)](https://www.bls.gov/occupations/property-real-estate-and-community-association-managers)

Exhibit 1: Current employment and occupational demand, Los Angeles and Orange counties⁴

Geography	2023 Jobs	2028 Jobs	2023-2028 Change	2023-2028 % Change	Annual Openings
Los Angeles	18,279	18,183	(95)	(1%)	1,470
Orange	8,589	8,515	(75)	(1%)	691
Total	26,868	26,698	(170)	(1%)	2,161

Detailed Occupation Data

Exhibit 2 displays the current employment and projected occupational demand for the target occupation in Los Angeles County. Positive scores for automation resilience⁵ reflect a lower-than-average threat of the occupation(s) being replaced by automation, while negative scores reflect a greater-than-average risk of automation. The average percentage of workers aged 55+ across all occupations in the Los Angeles/Orange County region is 26%; occupations with a larger share of workers aged 55 and older typically have greater replacement needs to offset the amount of impending retirements. On average, 81% of workers across all occupations in California are employed full-time.

Exhibit 2: Detailed employment and occupational demand, Los Angeles County⁶

Occupation	2023 Jobs	2028 Jobs	5-Yr % Change	Annual Openings	Automation Resilience	% Aged 55 and older	% Full Time Workers
Property, Real Estate, and Community Association Managers	18,279	18,183	(1%)	1,470	16.2	41%	89%

WAGES

The labor market endorsement in this report considers the entry-level hourly wages for this target occupation in Los Angeles County as they relate to the county's self-sufficiency standard wage. Orange County wages are included below in order to provide a complete analysis of the greater Los Angeles/Orange County region.

Los Angeles County

The typical entry-level hourly wages for the target occupation are \$21.13, which is below the self-sufficiency standard wage for one adult (\$24.03 in Los Angeles County). Experienced workers can expect to earn wages of \$44.23, which is higher than the self-sufficiency standard (Exhibit 3).

⁴ Five-year change represents new job additions to the workforce. Annual openings include new jobs and replacement jobs that result from retirements and separations.

⁵ Automation risk is calculated based on the percentage of time spent on high-risk compared to low-risk work, the number of high-risk jobs in compatible occupations, and the overall industry automation risk.

⁶ Five-year change represents new job additions to the workforce. Annual openings include new jobs and replacement jobs that result from retirements and separations.

Exhibit 3: Earnings for occupation in Los Angeles County

Occupation	Entry-Level Hourly Earnings (25 th Percentile)	Median Hourly Earnings	Experienced Hourly Earnings (75 th Percentile)	Median Annual Earnings*
Property, Real Estate, and Community Association Managers	\$21.13	\$33.86	\$44.23	\$70,400

*Rounded to the nearest \$100

Orange County

The typical entry-level hourly wages for the target occupation are \$23.20, which is below the self-sufficiency standard wage for one adult (\$27.13 in Orange County). Experienced workers can expect to earn wages of \$47.23, which is higher than the self-sufficiency standard (Exhibit 4).

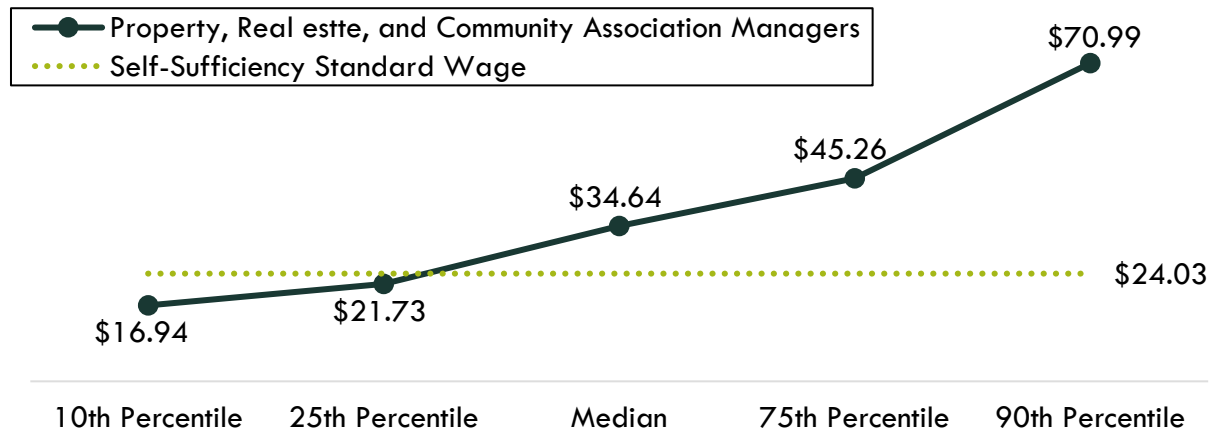
Exhibit 4: Earnings for occupation in Orange County

Occupation	Entry-Level Hourly Earnings (25 th Percentile)	Median Hourly Earnings	Experienced Hourly Earnings (75 th Percentile)	Median Annual Earnings*
Property, Real Estate, and Community Association Managers	\$23.20	\$36.54	\$47.23	\$76,000

*Rounded to the nearest \$100

Across the greater Los Angeles and Orange County region, the average entry-level hourly earnings for the occupation in this report are \$21.73; this is below the living wage for one single adult in Los Angeles County (\$24.03). Exhibit 5 shows the average hourly wage for the occupation in this report, for entry-level to experienced workers.

Exhibit 5: Average hourly earnings for the target occupation, Los Angeles and Orange counties



JOB POSTINGS BY OCCUPATION

There were 5,911 online job postings for *property, real estate, and community association managers* listed in the past 12 months in Los Angeles and Orange counties. Job postings were

analyzed for the most common job titles, skills, and employers associated with the target occupation in this report (Exhibit 6).

Exhibit 6: Most commonly requested job titles, skills and employers in job postings, Los Angeles and Orange counties

Top Job Titles	Top Skills	Top Employers
<ul style="list-style-type: none"> Property managers Community managers Assistant property managers Assistant community managers On-site property managers Self-storage managers Commercial property managers 	<ul style="list-style-type: none"> Property management Marketing Yardi (property management software) Accounting Financial statements Property inspection Invoicing 	<ul style="list-style-type: none"> Greystar Allied Universal FPI Management U.S. Storage Centers Beach Front Property Management Renoir Staffing, LLC* Cushman & Wakefield

*Staffing company

In the greater Los Angeles/Orange County region, 51% of the *property, real estate, and community association* job postings listed a minimum educational requirement. Exhibit 7 details the number and percentage of job postings by educational level.

Exhibit 7: Education levels requested in job postings for the target occupation, Los Angeles and Orange counties

Education Level	Job Postings	% of Job Postings
Bachelor's degree	1,149	38%
Associate degree	137	5%
High school diploma or vocational training	1,744	58%

JOB POSTINGS BY KEYWORD

Of the 5,911 *property, real estate, and community association manager* job postings, **825 mentioned “affordable housing” as a keyword.** 144 of these job postings included affordable housing in the job title: affordable housing specialists (72 job postings), affordable housing coordinators (39), and affordable housing property managers (33). Job postings were analyzed for the most common job titles, skills, and employers associated with the target occupation in this report (Exhibit 8).

Exhibit 8: Most commonly requested job titles, skills and employers in job postings, Los Angeles and Orange counties

Top Job Titles	Top Skills	Top Employers
<ul style="list-style-type: none"> • Property managers • Assistant property managers • Affordable housing specialists • Community managers • Resident managers • Affordable housing coordinators • Assistant community managers • Affordable housing property managers 	<ul style="list-style-type: none"> • Property management • Yardi (property management software) • Accounting • Marketing • Low-income housing tax credit 	<ul style="list-style-type: none"> • FPI Management • Quality Management Group • National Community Renaissance • John Stewart Company • Renoir Staffing, LLC* • Beach Front Property Management

*Staffing company

In the greater Los Angeles/Orange County region, 51% of the affordable housing property management-related job postings listed a minimum educational requirement. Exhibit 9 details the number and percentage of job postings by educational level.

Exhibit 9: Education levels requested in job postings for the target occupation, Los Angeles and Orange counties

Education Level	Job Postings	% of Job Postings
Bachelor's degree	65	13%
Associate degree	20	4%
High school diploma or vocational training	431	84%

EDUCATIONAL ATTAINMENT

The Bureau of Labor Statistics (BLS) lists a high school diploma or equivalent as the typical entry-level education for the target occupation (Exhibit 10). However, the national-level data indicates 34% of workers in the field have completed some college or an associate degree as their highest level of educational attainment. The Bureau of Labor Statistics (BLS) lists the following typical entry-level education levels for the occupation in this report:

Exhibit 10: Entry-level education preferred by employers nationally, Bureau of Labor Statistics

Occupation	Education Level
Property, Real Estate, and Community Association Managers	High school diploma or equivalent

EDUCATIONAL SUPPLY

Community College Supply

Exhibit 11 shows the annual and three-year average number of awards conferred by community colleges in the related TOP code: Real Estate (0511.00). The colleges with the most completions in the region are Irvine, Rio Hondo, And Saddleback.

Exhibit 11: Regional community college awards (certificates and degrees), 2022-2024

TOP Code	Program	College	2021-22 Awards	2022-23 Awards	2023-24 Awards	3-Year Average		
0511.00	Real Estate	Cerritos	21	38	89	49		
		Citrus	61	71	78	70		
		Compton	-	-	4	1		
		East LA	54	50	28	44		
		El Camino	24	61	33	39		
		Glendale	58	79	65	67		
		LA City	27	40	30	32		
		LA Harbor	6	4	7	6		
		LA Mission	-	-	1	0		
		LA Pierce	-	-	8	3		
		LA Southwest	2	9	16	9		
		LA Trade-Tech	3	6	9	6		
		LA Valley	36	38	52	42		
		Long Beach	38	45	49	44		
		Mt San Antonio	81	91	106	93		
		Rio Hondo	84	199	29	104		
		West LA	43	80	128	84		
		LA Subtotal			538	811	732	694
		Coastline	12	14	33	20		
		Fullerton	7	14	29	17		
		Irvine	360	172	128	220		
		Orange Coast	3	6	11	7		
		Saddleback	98	103	107	103		
		Santiago Canyon	27	58	57	47		
		OC Subtotal			507	367	365	413
		Supply Total/Average			1,045	1,178	1,097	1,107

Exhibit 12 displays the community college awards broken down by award type. In this case, the majority of awards issued by community colleges are certificates (78%).

Exhibit 12: Community college awards by award type, 2022-2024

Award Type	# of Awards	% of Awards
A.A./A.S. degrees	133	12%
Certificates/Other credit awards	859	78%
Noncredit awards	114	10%
	1,107	100%

Other Postsecondary Supply

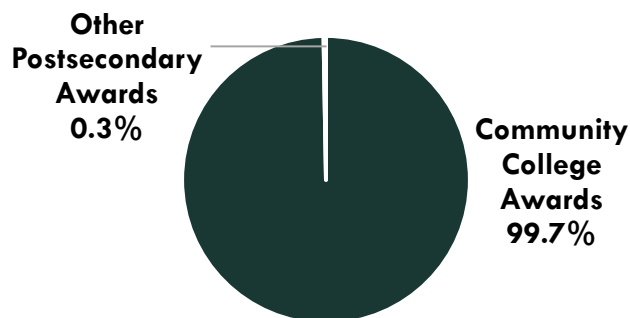
For a comprehensive regional supply analysis, it is important to consider the supply from other institutions in the region that provide training programs for real estate and property management. Exhibit 13 shows the number of awards conferred by one institution in relevant programs. Due to different data collection periods, the most recent data is from 2021 to 2023. Between 2021 and 2023, other postsecondary college institutions in the region conferred an average of 3 sub-baccalaureate awards. Sub-baccalaureate awards include associate degrees, postsecondary awards, and other academic awards that typically take fewer than four years to complete.

Exhibit 13: Other regional postsecondary awards, 2021-2023

CIP Code	Program	Postsecondary Institution	2020-21 Awards	2021-22 Awards	2022-23 Awards	3-Year Average
52.1501	Real Estate	Learnet Academy	3	3	3	3
Supply Total/Average			3	3	3	3

Exhibit 14 shows the proportion of community college awards conferred in the greater Los Angeles/Orange County region compared to the number of other postsecondary awards for the programs in this report. The majority of awards conferred in these programs are awarded by community colleges in the greater Los Angeles/Orange County region.

Exhibit 14: Percentage of community college awards compared to other postsecondary institution awards in the Los Angeles/Orange County region



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POWERED BY



DATA SOURCES

- O*NET Online
- Lightcast (formerly Emsi)
- Bureau of Labor Statistics (BLS)
- California Employment Development Department, Labor Market Information Division, OES
- California Community Colleges Chancellor's Office Management Information Systems (MIS)
- Self-Sufficiency Standard at the Center for Women's Welfare, University of Washington
- Chancellor's Office Curriculum Inventory (COCI 2.0)

Important Disclaimer: All representations included in this report have been produced from primary research and/or secondary review of publicly and/or privately available data and/or research reports. Efforts have been made to qualify and validate the accuracy of the data and the reported findings; however, neither the Centers of Excellence, COE host District, nor California Community Colleges Chancellor's Office are responsible for applications or decisions made by recipient community colleges or their representatives based upon components or recommendations contained in this study.

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