



Real Estate Sales Agents

WHAT THEY DO

Rents, buys, and sells property to clients. Studies property listings, interviews prospective clients, accompanies clients to property sites, discusses conditions of sale, and draws up real estate contracts. Belongs to the Marketing cluster and Professional Selling pathway.

IS THIS FOR YOU?

Work Interests are described in the following categories (compatible with Holland's Model) by people who tend to succeed in this career:

- **Enterprising** – You are a "persuader". You like to sell things or ideas. Prestige and power are important to you. You like to use your language skills to convince other people of your ideas.
- **Conventional** – You are an "organizer". Keeping things neat and organized is important to you. You like working with charts and reports, and work well with power and authority.
- **Social** – You are a "helper". You like being around people and helping them with problems. Socializing is fun for you.

Work Values are aspects of work that are satisfying to you. The following work values are generally associated with this career.

- **Achievement** – It's very important to you that your work allows you to use your best abilities. You want to see the results of your work and get a feeling of accomplishment.
- **Independence** – It's very important to you that your work allows you to make decisions on your own. You want to try out your own ideas and work with little supervision.

Aptitudes reflect a person's ability to acquire skills and knowledge. The following aptitudes are important for success in the career:

- **General Learning Ability**
- **Verbal Aptitude**
- **Numerical Aptitude**
- **Clerical Perception**

Source: <https://secure.ihaveaplaniowa.gov/>

SKILLS YOU NEED

Basic Skills:

- Reading Comprehension
- Active Listening
- Writing
- Speaking
- Critical Thinking
- Active Learning

Transferable (applicable in other careers):

- Demonstrating products and services
- Processing sales and purchasing information
- Reviewing and evaluating real estate value and records
- Selling products or services

Workplace Skills:

High level

- Negotiation

Medium level

- Complex Problem Solving
- Coordination
- Judgment and Decision Making
- Service Orientation
- Social Perceptiveness
- Time Management

Additional skills for this occupation may be found at <http://www.iowaworkforcedevelopment.gov/career-exploration-resources>

ESTIMATED & PROJECTED EMPLOYMENT

Occupational Title	2012 Estimated Employment	2022 Projected Employment	2012-22 Employment Change	Annual Growth Rate (%)	Total Annual Openings
Total, All Occupations	1,758,205	1,955,480	197,275	1.1	61,665
Sales & Related Occupations	177,320	195,030	17,710	1.0	7,080
Real Estate Sales Agents	1,570	1,910	340	2.2	50

Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0>

2015 WAGE & SALARY (\$)

Occupational Title	Average Wage	Average Salary	Entry Wage	Entry Salary	Experienced Wage	Experienced Salary
Total, All Occupations	19.77	41,122	9.55	19,858	24.88	51,755
Sales & Related Occupations	16.39	34,097	8.18	17,014	20.50	42,639
Real Estate Sales Agents	20.00	41,600	11.07	23,022	24.47	50,890

Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0>

EDUCATION & TRAINING

Education	Work Experience	Job Training
High School Diploma	None	Long-Term On-The-Job

In all states and the District of Columbia, real estate sales agents must be licensed. Licensing requirements vary by state, but most have similar basic requirements: -Candidates must be 18 years old -Pass an exam -Complete a number of hours of real estate courses Some states have additional requirements, such as passing a background check. In many cases, licenses are not transferrable among states, but some states have reciprocity agreements and will accept licenses issued by other states. The Iowa Real Estate Commission website at http://access.bridges.com/ext/cp/custom_state_data/iowa_licensed_occupations/41-9022.htm provides specific licensure and support information for the state of Iowa.

Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0> and <https://secure.ihaveaplaniowa.gov/>

NATIONAL CAREER READINESS CERTIFICATE (NCRC)

Skill	Median Skill Level
Applied Mathematics	n.a.
Locating Information	n.a.
Reading for Information	n.a.

This ACT-developed credential demonstrates achievement and a certain level of workplace employability skills. The greater the score, the greater the skill level (Bronze = 3, Silver = 4, Gold = 5, Platinum = 6).

Source: <http://www.act.org/workkeys/analysis/occup.html>

ADDITIONAL SOURCES:

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PRIMARY INDUSTRY SECTORS

(Where are Realtors Employed?)

Real Estate
Self Employed
Civic & Professional Organizations

Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0>