

# Real Estate Brokers and Sales Agents

SOC: 41-9020 • Career Profile Report

## ■ Key Facts

**\$58,960**

Median Salary

**532,200**

Employment

**+3.0%**

Growth Rate

## ■ Requirements & Salary Range

**Education:** High school diploma

## ■ Automation Risk Assessment

**Medium Risk** - 38.0% probability of being automated in the next 10-20 years.

This job has some routine elements but still requires human judgment and interaction.

## ■■ Work-Life Balance

**5.6/10** - Fair work-life balance

## ■ Personality Fit (RIASEC)

Higher scores indicate better personality fit for this career type.

|              |        |               |        |
|--------------|--------|---------------|--------|
| Realistic    | 4.4/10 | Investigative | 5.0/10 |
| Artistic     | 5.4/10 | Social        | 8.0/10 |
| Enterprising | 9.0/10 | Conventional  | 5.8/10 |

## ■ Top Skills Required

Business skills, Interpersonal skills, Organizational skills, Problem-solving skills, Self-motivated

### ✓ Strengths

- High Demand
- Flexible Work
- Continuous Learning

### ■ Challenges

- Burnout Risk
- Rapid Technological Change

## ■ What They Do

Real Estate Brokers and Sales Agents assist clients in **buying, selling, and renting properties**. They guide transactions, market properties, and negotiate contracts. Their work is critical in housing, commercial real estate, and property investment.

This career is well suited for individuals who enjoy sales, customer service, and the real estate industry.

## What Do Real Estate Brokers and Sales Agents Do?

These professionals help clients navigate the property market and complete transactions successfully.

Common responsibilities include:

- Listing properties and marketing them to potential buyers or renters
- Conducting property showings and open houses
- Advising clients on market conditions, pricing, and property values
- Negotiating purchase, sale, or lease agreements
- Preparing contracts and coordinating with legal and financial professionals
- Maintaining client relationships and managing client expectations
- Staying informed about local real estate trends and regulations

## Key Areas of Real Estate Practice

Brokers and agents may focus on specific property types or services:

- Residential Real Estate: Buying and selling homes, condos, or apartments
- Commercial Real Estate: Facilitating sales or leases of office, retail, or industrial properties
- Property Leasing and Rentals: Managing tenant relations and rental agreements
- Market Analysis and Pricing: Evaluating property values and trends
- Client Relationship Management: Building trust and long-term client connections

## Skills and Abilities Needed

Real estate professionals combine sales, negotiation, and analytical skills.

### **Core Professional Skills**

### **Personal Qualities That Matter**

## Education and Career Pathway

This role typically requires formal education and licensure:

- High School Diploma or GED (minimum): Basic math, communication, and business skills
- Postsecondary Education (optional but beneficial): Courses in business, finance, or real estate
- Licensing: Required by state to practice as a broker or agent
- On-the-Job Experience: Gaining experience in sales, marketing, and property transactions
- Continuing Education: Maintaining licensure and staying current on real estate laws and market trends

## Where Do Real Estate Brokers and Sales Agents Work?

They are employed in industries that facilitate property transactions:

- Real Estate Agencies
- Brokerage Firms
- Property Management Companies
- Independent or Self-Employed Practice
- Commercial and Residential Development Companies

Work environments include offices, client meetings, property sites, and remote work locations.

## Is This Career Difficult?

This career requires strong sales skills, persistence, and knowledge of real estate markets. Brokers and agents must manage client expectations, negotiate deals, and navigate complex transactions.

## Who Should Consider This Career?

This career may be a strong fit if you:

- Enjoy sales, negotiation, and customer service
- Are self-motivated and goal-oriented
- Can analyze market trends and property values
- Have strong interpersonal and communication skills
- Want a career in real estate and property management

## How to Prepare Early

- Take courses in business, finance, or real estate
- Gain experience in sales, marketing, or customer service
- Develop negotiation, communication, and organizational skills
- Learn about property markets, contracts, and real estate laws
- Network with professionals in the real estate industry

**Real estate brokers and sales agents help clients buy, sell, and rent properties, providing guidance, negotiation, and expertise to facilitate successful transactions.**

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Source: <https://www.bls.gov/ooh/sales/real-estate-brokers-and-sales-agents.htm>