

Marketing Cluster



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Data Sources
Bureau of Labor Statistics
CareerInfoNet
CareerClusters
The College Board
Tracer

Real Estate Sales Agent

Everyone needs a place to live, shop, and work. But who do you call when you need help finding your dream home or the ideal office space? That's when real estate sales agents come in handy. These professionals spend endless hours scouring cities and towns, studying buildings and neighborhoods, and assessing property values. Why? To find the perfect place for their client.

Are you interested in helping clients find homes? If so, a career as a **real estate sales agent** may be for you.

Real estate sales agents are paid to sell other people's properties, from farms to condos. They also help buyers find the properties they're looking for.

Are You Ready To...?

- Show houses and other properties to clients
- Estimate property values
- Negotiate for customers
- Communicate with bankers and mortgage officers
- Work long hours and weekends
- Spend a lot of time in your car

It Helps To Be...

A people person who is not afraid to be aggressive. It's also important to be good at math and have an interest in the economy.

A Day In The Life...

- Present purchase offers to sellers for consideration
- Act as an intermediary in negotiations between buyers and sellers, generally representing one or the other
- Compare a property with similar properties that have recently sold to determine its competitive market price
- Advise clients on market conditions, prices, mortgages, legal requirements and related matters

Salary and Opportunity in the Austin-area

Median Hourly Wage: \$28.14

That comes out to more than \$58,522 a year.

In 2016, we had 3,366 Real Estate Sales Agents.

By 2026, we'll need 3,917.

Could you be one of the 551?

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Real Estate Sales Agent

After High School...

In addition to a high school diploma, real estate sales agents must obtain a **real estate license**. In Texas, agents must complete **classes at accredited colleges, universities, trade associations and real estate schools**. to obtain licenses. In other states, people with **bachelor's degrees** in real estate can get their licenses without additional course work.



Top 5 Industries for Real Estate Sales Agents

1. Lessors of Real Estate
2. Offices of Real Estate Agents and Brokers
3. Activities Related to Real Estate
4. Residential Building Construction
5. Federal Executive Branch

For more Career Profiles, visit our website:

[http://www.wfscapitalarea.com/YouthServices/
CareerPlanning.aspx](http://www.wfscapitalarea.com/YouthServices/CareerPlanning.aspx).

Related College Majors

- Business Administration and Management
- Business
- Finance
- Hotel and Motel Management
- Real Estate

Related Industry Certifications

- Accredited Auctioneer Real Estate
- Auction Technology Specialist
- Certified Relocation Professional
- Global Mobility Specialist
- Telephone Etiquette
- Council of Residential Specialist
- Master Certified New Home Sales Professional

Related Careers

- Advertising Sales Agents
- Insurance Sales Agents
- Personal Financial Advisors
- Property Managers
- Real Estate Appraisers
- Stockbrokers and Financial Services Sales Agents

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