

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
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■ 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 typically perform the following tasks:

- Sell, for a fee, real estate owned by others.
- Obtain agreements from property owners to place properties for sale with real estate firms.
- Act as an intermediary in negotiations between buyers and sellers over property prices and settlement details and during the closing of sales.
- Generate lists of properties for sale, their locations, descriptions, and available financing options, using computers.
- Manage or operate real estate offices, handling associated business details.
- Compare a property with similar properties that have recently sold to determine its competitive market price.
- Maintain knowledge of real estate law, local economies, fair housing laws, types of available mortgages, financing options, and government programs.
- Monitor fulfillment of purchase contract terms to ensure that they are handled in a timely manner.
- Check work completed by loan officers, attorneys, or other professionals to ensure that it is performed properly.
- Rent properties or manage rental properties.
- Maintain awareness of current income tax regulations, local zoning, building and tax laws, and growth possibilities of a property's area.
- Arrange for title searches of properties being sold.
- Appraise property values, assessing income potential when relevant.
- Supervise agents who handle real estate transactions.
- Arrange for financing of property purchases.
- Give buyers virtual tours of properties in which they are interested, using computers.
- Review property details to ensure that environmental regulations are met.

*Generated by StartRight • Data from U.S. Bureau of Labor Statistics & O*NET*

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