



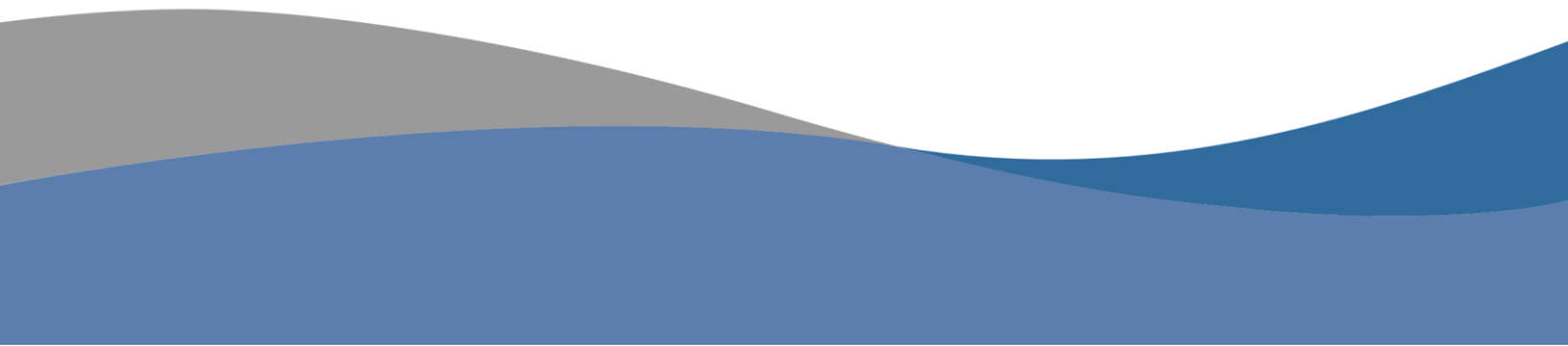
# Education Report

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## Real Estate

California

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# Definition of Real Estate, CIP 52.1501

A program that prepares individuals to develop, buy, sell, appraise, and manage real estate. Includes instruction in land use development policy, real estate law, real estate marketing procedures, agency management, brokerage, property inspection and appraisal, real estate investing, leased and rental properties, commercial real estate, and property management.

# Awards

The table below is a list of postsecondary awards in CIP 52.1501 that were granted by institutions located in California in the 2021 academic year.

Schools	Certs & 2yr Awards <sup>1</sup>	4yr Awards <sup>2</sup>	Post-Grad Awards <sup>3</sup>	Avg Net Price <sup>4</sup>
Mt San Antonio College	97			\$5,774
Saddleback College	92			\$7,918
University of San Diego		75	16	\$34,155
Chabot College	76			\$8,576
Ashford University		67		\$23,585
Glendale Community College	65			\$7,823
Santa Rosa Junior College	57			\$9,220
Modesto Junior College	56			\$14,421
Santiago Canyon College	53			\$5,879
East Los Angeles College	51			\$12,028
University of Southern California		40		\$26,021
West Los Angeles College	37			\$10,259
Riverside City College	36			\$7,161
Chaffey College	35			\$13,939
Pepperdine University			33	\$40,945
Irvine Valley College	32			\$4,860
Poway Adult School	30			
Los Angeles Valley College	29			\$11,833
Orange Coast College	29			\$6,836
Southwestern College	28			\$6,789
Long Beach City College	27			\$6,550
City College of San Francisco	21			\$9,261
Los Angeles City College	19			\$10,898
Mt San Jacinto Community College District	18			\$7,704
Norco College	18			\$7,404
Palomar College	18			\$6,659
Citrus College	15			\$8,852
Folsom Lake College	15			\$8,276
Sierra College	15			\$5,921
American River College	14			\$8,101
Antelope Valley Community College District	13			\$6,203
College of San Mateo	12			\$5,427
Merced College	10			\$13,426

Schools	Certs & 2yr Awards <sup>1</sup>	4yr Awards <sup>2</sup>	Post-Grad Awards <sup>3</sup>	Avg Net Price <sup>4</sup>
San Joaquin Delta College	10			\$17,503
Coastline Community College	9			\$8,953
El Camino Community College District	9			\$13,296
San Diego Mesa College	9			\$7,663
Cerritos College	8			\$9,557
Cosumnes River College	8			\$7,223
Moreno Valley College	8			\$4,899
Diablo Valley College	7			\$8,878
San Bernardino Valley College	7			\$9,621
Contra Costa College	6			\$9,405
Cuyamaca College	6			\$6,460
Merritt College	6			\$16,194
Santa Barbara City College	6			\$14,000
Ohlone College	5			\$12,787
De Anza College	4			\$8,236
Los Angeles Southwest College	4			\$8,651
College of Marin	3			\$7,717
College of the Canyons	3			\$6,400
Learnet Academy Inc	3			
Solano Community College	3			\$5,950
Victor Valley College	3			\$12,848
Butte College	2			\$10,736
California State University-Northridge		2		\$8,708
Mendocino College	2			\$8,465
Sacramento City College	2			\$7,788
California State University-Los Angeles		1		\$2,695
Fullerton College	1			\$11,191
Los Angeles Trade Technical College	1			\$10,495
Monterey Peninsula College	1			\$12,007
San Diego City College	1			\$8,370
Bakersfield College				\$6,989
Cabrillo College				\$18,139
Chapman University				\$40,451
Fresno City College				\$6,391
Los Angeles Harbor College				\$12,787
MiraCosta College				\$6,946

Schools	Certs & 2yr Awards <sup>1</sup>	4yr Awards <sup>2</sup>	Post-Grad Awards <sup>3</sup>	Avg Net Price <sup>4</sup>
Mission College				\$6,727
Rio Hondo College				\$7,873
San Jose City College				\$17,618
<b>Total</b>	<b>1,155</b>	<b>185</b>	<b>49</b>	

1. Undergraduate certificates and associate's degrees

2. Bachelor's degrees and post-baccalaureates

3. Master's, post-master's, and doctorates

4. Average net price represents full-time beginning undergraduate students who paid the in-state or in-district tuition rate and were awarded grant or scholarship aid from federal, state or local governments, or the institution. Data as of the 2020-2021 academic year.

Awards data are per the National Center for Education Statistics (NCES) and JobsEQ for the 2021 academic year. Any programs shown here reflect only data reported to the NCES; reporting is required of all schools participating in any federal finance assistance program authorized by Title IV of the Higher Education Act of 1965, as amended—other training providers in the region that do not report data to the NCES are not reflected in the above.

# Occupation Crosswalk

The below table lists all occupations linked with the program, Real Estate, CIP 52.1501.

		Education and Training Requirements			Educational Attainment				
		Typical Education Needed for Entry	Work Experience in a Related Occupation	Typical On-the-Job Training Needed to Attain Competency in the Occupation	No College	Some College, No Degree	Associate's Degree	Bachelor's Degree	Postgraduate Degree
11-9141	Property, Real Estate, and Community Association Managers	High school diploma or equivalent	Less than 5 years	None	16%	17%	9%	42%	17%
13-2022	Appraisers of Personal and Business Property	Bachelor's degree	None	Long-term on-the-job training	7%	16%	8%	54%	15%
13-2023	Appraisers and Assessors of Real Estate	Bachelor's degree	None	Long-term on-the-job training	7%	16%	8%	54%	15%
41-9021	Real Estate Brokers	High school diploma or equivalent	Less than 5 years	None	9%	17%	9%	49%	16%
41-9022	Real Estate Sales Agents	High school diploma or equivalent	None	Moderate-term on-the-job training	9%	17%	9%	49%	16%

Education and training requirements are from the Bureau of Labor Statistics (BLS); educational attainment mix are regional data modeled by Chmura using Census educational attainment data projected to 2022Q4 along with source data from the BLS

## Definition of 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).

## Definition of Appraisers of Personal and Business Property (13-2022)

Appraise and estimate the fair value of tangible personal or business property, such as jewelry, art, antiques, collectibles, and equipment. May also appraise land.

## Definition of Appraisers and Assessors of Real Estate (13-2023)

Appraise real estate, exclusively, and estimate its fair value. May assess taxes in accordance with prescribed schedules.

## Definition of Real Estate Brokers (41-9021)

Operate real estate office, or work for commercial real estate firm, overseeing real estate transactions. Other duties usually include selling real estate or renting properties and arranging loans.

## Definition of Real Estate Sales Agents (41-9022)

Rent, buy, or sell property for clients. Perform duties such as study property listings, interview prospective clients, accompany clients to property site, discuss conditions of sale, and draw up real estate contracts. Includes agents who represent buyer.

# Occupation Details

As of 2022Q4, total employment for occupations linked to Real Estate in California was 132,815. Over the past three years, linked occupations added 7,280 jobs in the region and are expected to need in aggregate approximately 81,205 newly trained workers over the next seven years.

Snapshot of Occupations Linked to Real Estate in California<sup>1</sup>

SOC	Occupation	Current						3-Year History	7-Year Forecast				
		Empl	Mean Ann Wages <sup>2</sup>	LQ	Unempl	Unempl Rate	Online Job Ads <sup>3</sup>	Ann %	Total Demand	Exits	Transfers	Empl Growth	Avg Ann Growth %
11-9141	Property, Real Estate, and Community Association Managers	57,032	\$76,900	1.23	1,104	1.9%	1,748	2.8%	32,813	16,821	15,620	373	0.1%
41-9022	Real Estate Sales Agents	49,587	\$75,300	0.94	1,148	2.3%	606	1.9%	32,178	17,136	14,338	703	0.2%
41-9021	Real Estate Brokers	16,326	\$120,300	1.13	382	2.3%	31	0.7%	10,903	5,692	4,763	448	0.4%
13-2023	Appraisers and Assessors of Real Estate	9,458	\$88,200	1.07	178	1.9%	122	-0.8%	5,091	2,269	2,670	152	0.2%
13-2022	Appraisers of Personal and Business Property	412	\$87,900	1.02	8	1.9%	7	-1.5%	220	99	116	5	0.2%
<b>Total - Linked Occupations</b>		<b>132,815</b>	<b>\$82,500</b>	<b>1.08</b>	<b>2,820</b>	<b>2.1%</b>	<b>2,514</b>	<b>1.9%</b>	<b>81,205</b>	<b>42,017</b>	<b>37,507</b>	<b>1,681</b>	<b>0.2%</b>
<b>Total - All Occupations</b>		<b>19,219,968</b>	<b>\$71,900</b>	<b>1.00</b>	<b>797,161</b>	<b>4.1%</b>	<b>549,411</b>	<b>0.6%</b>	<b>17,029,863</b>	<b>6,722,656</b>	<b>9,379,252</b>	<b>927,955</b>	<b>0.7%</b>

Source: [JobsEQ®](#)

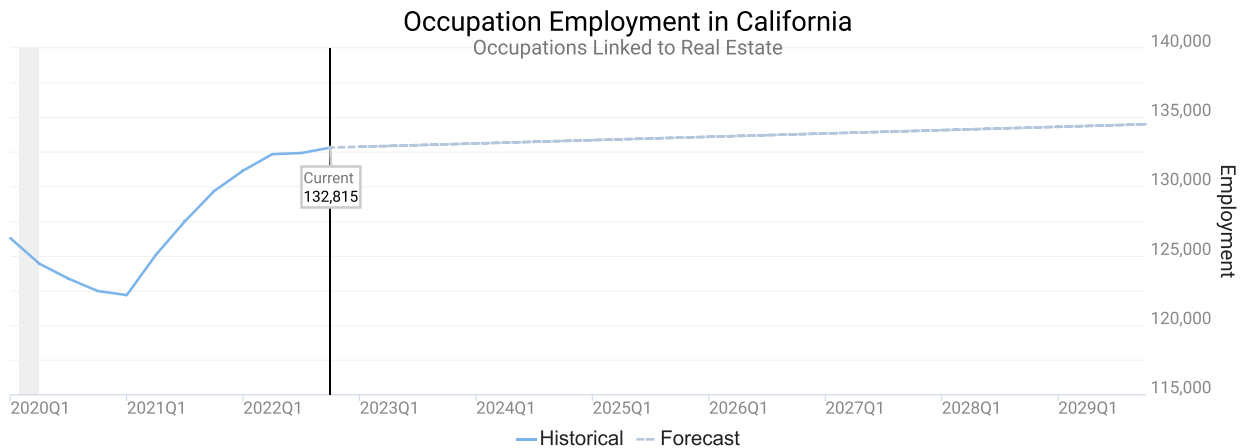
Data as of 2022Q4 unless noted otherwise

Note: Figures may not sum due to rounding.

1. Data based on a four-quarter moving average unless noted otherwise.

2. Wage data represent the average for all Covered Employment

3. Data represent found online ads active within the last thirty days in the selected region. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list). Ad counts for ZCTA-based regions are estimates.



Source: JobsEQ®. Data as of 2022Q4. The shaded areas of the graph represent national recessions.

Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2022Q3, imputed where necessary with preliminary estimates updated to 2022Q4. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns. Occupation unemployment figures are imputed by Chmura.



# Employment by Industry

The table illustrates the industries in California which most employ occupations linked to Real Estate. The single industry most employing these occupations in the region is Activities Related to Real Estate, NAICS 5313. This industry employs 46,990 workers in the linked occupations—employment which is expected to increase by 969 jobs over the next ten years; furthermore, 40,409 additional new workers in these linked occupations will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.

**Industry Distribution for Occupations Linked to Real Estate in California**

NAICS Code	Industry Title	Current			10-Year Demand		
		% of Occ Empl	Empl	Exits	Transfers	Empl Growth	Total Demand
5313	Activities Related to Real Estate	35.4%	46,990	21,434	18,975	969	41,377
5312	Offices of Real Estate Agents and Brokers	35.2%	46,807	21,298	18,698	-399	39,597
5311	Lessors of Real Estate	13.5%	17,895	8,188	7,308	921	16,417
2361	Residential Building Construction	4.3%	5,667	2,718	2,296	-60	4,953
5419	Other Professional, Scientific, and Technical Services	1.7%	2,234	762	894	17	1,673
9221	Justice, Public Order, and Safety Activities	1.0%	1,296	485	521	30	1,036
9211	Executive, Legislative, and Other General Government Support	0.9%	1,254	468	506	38	1,012
5511	Management of Companies and Enterprises	0.9%	1,133	492	453	30	975
5613	Employment Services	0.8%	1,067	493	442	96	1,030
5416	Management, Scientific, and Technical Consulting Services	0.7%	876	411	373	125	909
9231	Administration of Human Resource Programs	0.6%	743	279	300	21	600
	All Others	5.2%	6,854	3,013	2,828	622	6,463

Source: JobsEQ®

Data as of 2022Q4 except wages which are as of 2021. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.

Note: Figures may not sum due to rounding.

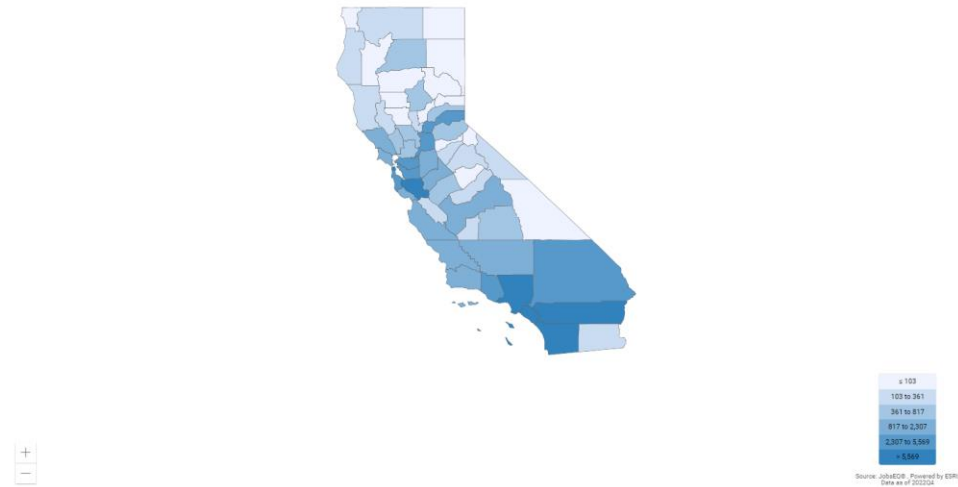
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# Geographic Distribution

The map below illustrates the county-level distribution of employed workers in California in occupations linked to Real Estate. Employment is shown by place of work.

California, Occupation Concentration by Place of Work for Occupations Linked to Real Estate

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## Top Counties with Employment Linked to Real Estate, 2022Q4

Region	Employment
Los Angeles County, California	37,918
Orange County, California	16,467
San Diego County, California	12,477
Santa Clara County, California	6,685
San Francisco County, California	5,680
Riverside County, California	5,569
Alameda County, California	4,858
San Bernardino County, California	4,652
Sacramento County, California	4,523
Contra Costa County, California	3,805

Source: JobsEQ®

Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2022Q3, imputed where necessary with preliminary estimates updated to 2022Q4.

# Demographic Profile

The population in California was 39,346,023 per American Community Survey data for 2016-2020.

Of individuals 25 to 64 in California, 35.4% have a bachelor's degree or higher which compares with 34.3% in the nation. Per American Community Survey 2016-2020 estimates, the region has about 576,714 students enrolled in grade 12.

## Summary<sup>1</sup>

	Percent		Value	
	California	USA	California	USA
<b>Demographics</b>				
Population (ACS)	—	—	39,346,023	326,569,308
Male	49.7%	49.2%	19,562,882	160,818,530
Female	50.3%	50.8%	19,783,141	165,750,778
Median Age <sup>2</sup>	—	—	36.7	38.2
Under 18 Years	22.8%	22.4%	8,956,641	73,296,738
18 to 24 Years	9.5%	9.3%	3,724,239	30,435,736
25 to 34 Years	15.3%	13.9%	6,007,913	45,485,165
35 to 44 Years	13.3%	12.7%	5,233,903	41,346,677
45 to 54 Years	12.8%	12.7%	5,039,155	41,540,736
55 to 64 Years	12.0%	12.9%	4,739,675	42,101,439
65 to 74 Years	8.3%	9.4%	3,270,380	30,547,950
<b>Population Growth</b>				
Population (Pop Estimates) <sup>4</sup>	—	—	39,029,342	333,287,557
Population Annual Average Growth <sup>4</sup>	0.3%	0.6%	108,479	1,940,990
People per Square Mile	—	—	250.4	94.3
<b>Educational Attainment, Age 25-64</b>				
No High School Diploma	15.2%	10.5%	3,199,850	17,929,220
High School Graduate	20.4%	25.4%	4,282,776	43,289,555
Some College, No Degree	21.0%	20.5%	4,412,172	34,959,338
Associate's Degree	8.0%	9.3%	1,678,082	15,776,790
Bachelor's Degree	22.6%	21.6%	4,741,354	36,888,244
Postgraduate Degree	12.9%	12.7%	2,706,412	21,630,870
<b>Social</b>				
Poverty Level (of all people)	12.6%	12.8%	4,853,434	40,910,326
Households Receiving Food Stamps/SNAP	9.0%	11.4%	1,183,873	13,892,407
Enrolled in Grade 12 (% of total population)	1.5%	1.3%	576,714	4,358,865
Disconnected Youth <sup>3</sup>	1.9%	2.5%	38,451	433,164
Children in Single Parent Families (% of all children)	32.8%	34.0%	2,796,858	23,628,508
Uninsured	7.2%	8.7%	2,806,173	28,058,903
Speak English Less Than Very Well (population 5 yrs and over)	17.4%	8.2%	6,432,102	25,312,024

Source: [JobsEQ®](https://www.chmuraecon.com/jobseq)

1. American Community Survey 2016-2020, unless noted otherwise

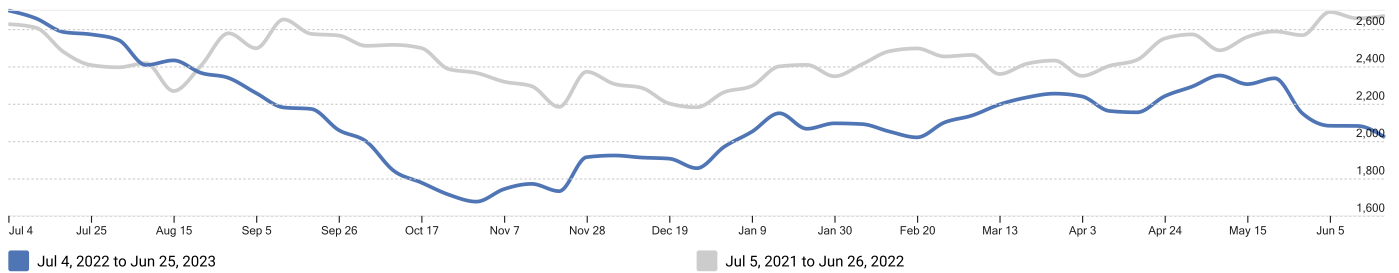
2. Median values for certain aggregate regions (such as MSAs) may be estimated as the weighted averages of the median values from the composing counties.

3. Disconnected Youth are 16-19 year olds who are (1) not in school, (2) not high school graduates, and (3) either unemployed or not in the labor force.

4. Census Population Estimate for 2022, annual average growth rate since 2012. Post-2019 data for Connecticut counties are imputed by Chmura.

# RTI (Job Postings)

Active Job Ads by Date



## Occupations

SOC	Occupation	Active Job Ads
11- 9141.00	Property, Real Estate, and Community Association Managers	10,235
41- 9022.00	Real Estate Sales Agents	2,896
13- 2023.00	Appraisers and Assessors of Real Estate	625
41- 9021.00	Real Estate Brokers	194
13- 2022.00	Appraisers of Personal and Business Property	22

## Locations

Location	Active Job Ads
Los Angeles, California	573
San Francisco, California	405
Sacramento, California	346
San Diego, California	316
San Jose, California	202
Oakland, California	186
Irvine, California	170
Fresno, California	99
Walnut Creek, California	87
Bakersfield, California	70

## Employers

Employer Name	Active Job Ads	
Greystar	1,221	
Cushman & Wakefield	418	
The John Stewart Company	308	
Equity Residential	220	
Robert Half	210	
Avenue5 Residential	197	
CBRE	183	
Sares Regis Operating Company, L.P.	181	
Redfin	127	
FPI Management	124	

## Certifications

Certificate Name	Active Job Ads	
Driver's License	1,026	
Certified Property Manager (CPM)	306	
Accredited Residential Manager (ARM)	181	
Certified Apartment Manager (CAM)	173	
Housing Credit Certified Professional (HCCP)	115	
Certified Manager of Community Associations (CMCA)	72	
Certified Apartment Portfolio Supervisor (CAPS)	45	
MAI Designation (MAI)	28	
Certified Commercial Investment Member (CCIM)	26	
Certified Public Accountant (CPA)	26	

### Hard Skills

Skill Name	Active Job Ads	
Microsoft Excel	3,440	
Yardi	3,190	
Microsoft Office	3,050	
Property Management	2,392	
Microsoft Outlook	2,249	
Property Management Software	2,005	
Microsoft Word	1,806	
Sales	1,461	
OneSite	1,223	
Real Estate	1,064	

### Soft Skills

Skill Name	Active Job Ads	
Communication (Verbal and written skills)	9,644	
Customer Service	5,290	
Cooperative/Team Player	3,459	
Organization	3,448	
Supervision/Management	2,756	
Negotiation	2,599	
Detail Oriented/Meticulous	2,448	
Self-Motivated/Ability to Work Independently/Self Leadership	2,311	
Interpersonal Relationships/Maintain Relationships	1,912	
Prioritize	1,734	

### Job Titles

Job Title	Active Job Ads	
Leasing Consultant	628	
Property Manager	491	
Assistant Property Manager	382	
Community Manager	269	
Leasing Agent	195	
Real Estate Agent	180	
Assistant Community Manager	169	
Property Administrator	133	
Vehicle Condition Assessor	83	
Property Management Lead	79	

### Job Types

Type	Active Job Ads	
Full-Time	9,468	
Permanent	2,221	
Part-Time	1,284	
Temporary (unspecified)	616	
Remote	562	
Temp-to-Hire	61	
Temporary (long-term)	12	
Temporary (short-term)	11	
Remote Not Indicated	13,410	

### Programs

Program Name	Active Job Ads	
Business	481	
Real Estate	399	
Business Administration	358	
Finance	284	
Accounting	239	
Economics	138	
Public Administration	101	
Engineering	91	
Marketing	61	
Architecture	52	

### Education Levels

Minimum Education Level	Active Job Ads	
High school diploma or equivalent	3,455	
Bachelor's degree	2,045	
Associate's degree	237	
Master's degree	49	
Doctoral or professional degree	2	
Unspecified/other	8,184	



# California Regional Map



# FAQ

## What is CIP?

The 2010 Classification of Instructional Programs (CIP) is taxonomy of instructional program classifications and descriptions. It was developed and has been updated by the U.S. Department of Education's National Center for Education Statistics (NCES).

## What is SOC?

The Standard Occupational Classification system (SOC) is used to classify workers into occupational categories. All workers are classified into one of over 804 occupations according to their occupational definition. To facilitate classification, occupations are combined to form 22 major groups, 95 minor groups, and 452 occupation groups. Each occupation group includes detailed occupations requiring similar job duties, skills, education, or experience.

## What is the source of the job ads?

Job ads data are online job posts from the Real-Time Intelligence (RTI) data set, produced wholly by Chmura and gleaned from over 40,000 websites. Data reflect ads active during the last twelve month period ending 06/29/2023 and advertised for any Zip Code Tabulation Area in or intersecting with the region for which this report was produced. Historical ad volume is revised as additional data are made available and processed. Since many extraneous factors can affect short-term volume of online job postings, time-series data can be volatile and should be used with caution. All ad counts represent deduplicated figures.

## What is the program-to-occupation crosswalk?

Training programs are classified according to the Classification of Instructional Programs (CIP codes). For relating training programs, this report uses a modified version of the CIP to SOC crosswalk from the National Center for Education Statistics (NCES). While this is a very helpful crosswalk for estimating occupation production from training program awards data, the crosswalk is neither perfect nor comprehensive. Indeed, it is hard to imagine such a crosswalk being perfect since many training program graduates for one reason or another do not end up employed in occupations that are most related to the training program from which they graduated. Therefore, the education program analyses should be considered in this light.

As an example of the many scenarios that may unfold, consider a journalism degree that crosswalks into three occupations: editors, writers, and postsecondary communications teachers. Graduates with a journalism degree may get a job in one of these occupations—and that may be the most-likely scenario—but a good number of these graduates may get a job in a different occupation altogether (the job may be somewhat related, such as a reporter, or the job may be totally unrelated, such as a real estate agent). Furthermore, a graduate may stay in school or go back to school for a degree that will lead to other occupation possibilities. Still another possibility includes the graduate not entering the labor market (maybe being unemployed, being a non-participant, or moving to another region).

## What is separation demand?

Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. The total projected demand for an occupation is the sum of the separation demand and the growth

demand (which is the increase or decrease of jobs in an occupation expected due to expansion or contraction of the overall number of jobs in that occupation).

### **What is a location quotient?**

A location quotient (LQ) is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an occupation (or industry) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

### **What is NAICS?**

The North American Industry Classification System (NAICS) is used to classify business establishments according to the type of economic activity. The NAICS Code comprises six levels, from the “all industry” level to the 6-digit level. The first two digits define the top level category, known as the “sector,” which is the level examined in this report.

#### **About This Report**

This report and all data herein were produced by JobsEQ®, a product of Chmura Economics & Analytics. The information contained herein was obtained from sources we believe to be reliable. However, we cannot guarantee its accuracy and completeness.