JOBS**e**Q

Occupation Report

Property, Real Estate, and Community Association Managers

Sacramento-Roseville-Folsom, CA MSA
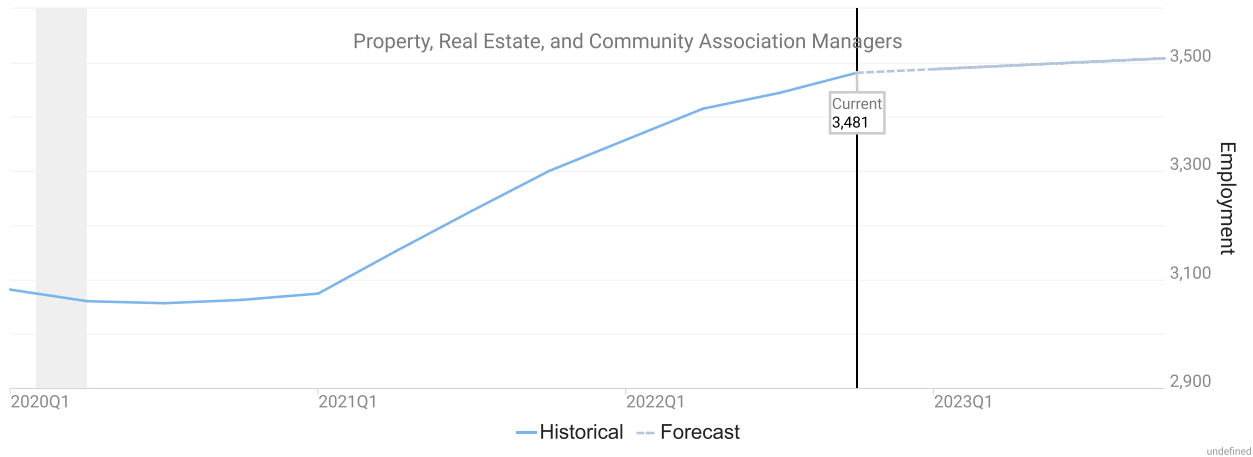
Occupation Snapshot

6-Digit Occupation	Empl	Avg Mean Wages	LQ	3-Year Empl Change	Annual Demand	Forecast Ann Growth
Property, Real Estate, and Community Association Managers	3,481	$74,200	1.29	434	317	0.8%
Property, Real Estate, and Community Association Managers	**3,481**	**$74,200**	**1.29**	**434**	**317**	**0.8%**

💡 "Annual Demand" is the projected need for new entrants into an occupation. New entrants are needed due to expected growth and to replace workers who left the occupation due to factors such as retirement or switching careers.

💡 "Forecast Ann Growth" is the expected change in jobs due to national, long-term trend projections (per the BLS) as well as local factors such as industry mix and population growth (as computed and modeled by Chmura).

Employment by Industry

Industry Title	% of Occ Empl	Empl	10-Year Separations	10-Year Empl Growth	10-Year Total Demand
Activities Related to Real Estate	40.0%	1,391	1,171	117	1,288
Offices of Real Estate Agents and Brokers	31.5%	1,096	909	56	966
Lessors of Real Estate	15.2%	531	449	50	499
Business, Professional, Labor, Political, and Similar Organizations	2.1%	74	62	7	69
Management of Companies and Enterprises	1.2%	41	35	4	39
Residential Building Construction	1.1%	40	34	5	39
Executive, Legislative, and Other General Government Support	0.9%	32	26	2	28
Employment Services	0.8%	28	24	3	26
Justice, Public Order, and Safety Activities	0.7%	23	19	1	20
Office Administrative Services	0.6%	21	20	6	26
All Others	5.9%	204	175	26	201

The industry distribution indicates the industries in which workers in the occupation(s) are primarily found.

"10-Year Empl Growth" may show industries with positive as well as negative growth; this would indicate that the occupation(s) being examined are expected to expand within some industries while contracting in others.

Wages
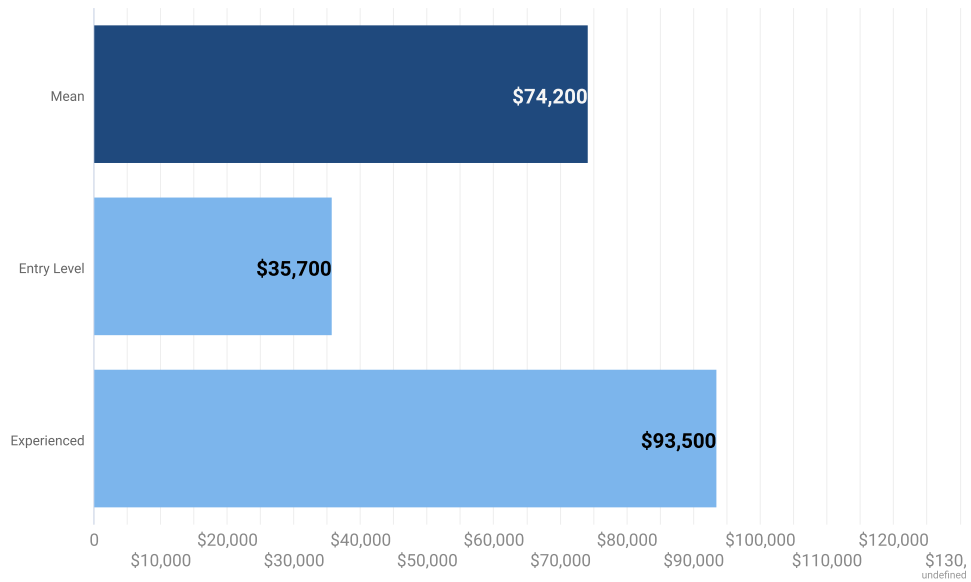
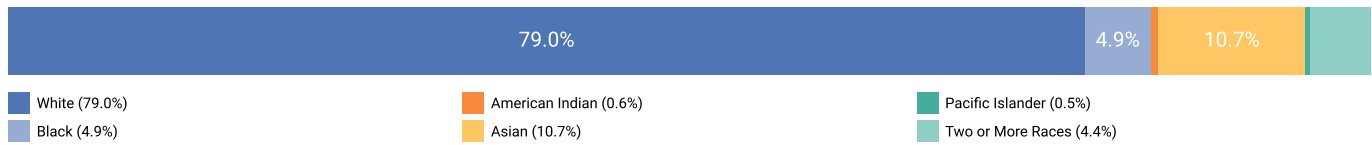| Occupation	Mean	Median	Entry Level	Experienced
Property, Real Estate, and Community Association Managers	$74,200	$62,200	$35,700	$93,500

Occupation wages here utilize BLS OEWS data, imputed and brought forward by Chmura.

When this report is run for an occupation group, the table above displays up to the top ten detailed occupations which have the highest average wages within the occupation group.
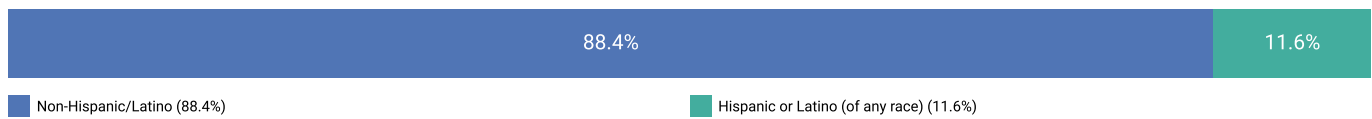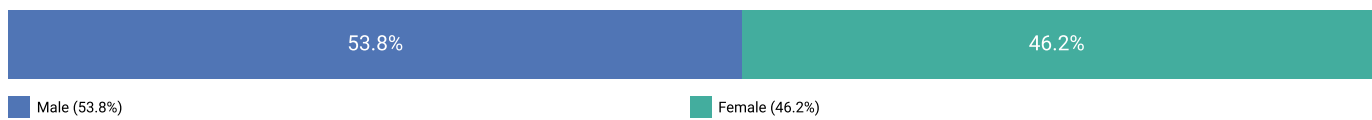
Occupation Demographics

Age

	14.9%	20.1%	27.7%	22.7%	11.6%

■ 16 to 19 years (0.3%) ■ 25 to 34 years (14.9%) ■ 45 to 54 years (27.7%)
■ 20 to 24 years (2.7%) ■ 35 to 44 years (20.1%) ■ 55 to 64 years (22.7%)
                                                    ■ 65 years and over (11.6%)

Race

79.0%	4.9%	10.7%	

■ White (79.0%)   ■ American Indian (0.6%)   ■ Pacific Islander (0.5%)
■ Black (4.9%)   ■ Asian (10.7%)   ■ Two or More Races (4.4%)

Ethnicity

88.4%	11.6%

■ Non-Hispanic/Latino (88.4%)   ■ Hispanic or Latino (of any race) (11.6%)

Gender

53.8%	46.2%

■ Male (53.8%)   ■ Female (46.2%)

Education and Training Requirements

100.0%

■ Short-term OJT, no exp, no award (0.0%)   ■ Long-term training, no exp, no award (0.0%)   ■ 2-year degree or certificate (0.0%)
■ Moderate-term OJT, no exp, no award (0.0%)   ■ Previous work experience, no award (100.0%)   ■ Bachelor's degree (0.0%)
                                                                                                ■ Postgraduate degree (0.0%)

Education Profile

Educational Attainment

| 13.2% | 18.5% | 11.1% | 41.1% | 10.8% | |

- ■ < High School (2.3%)
- ■ High School (13.2%)
- ■ Some College (18.5%)
- ■ Two-Year (11.1%)
- ■ Four-Year (41.1%)
- ■ Master's (10.8%)
- ■ PhD (3.1%)
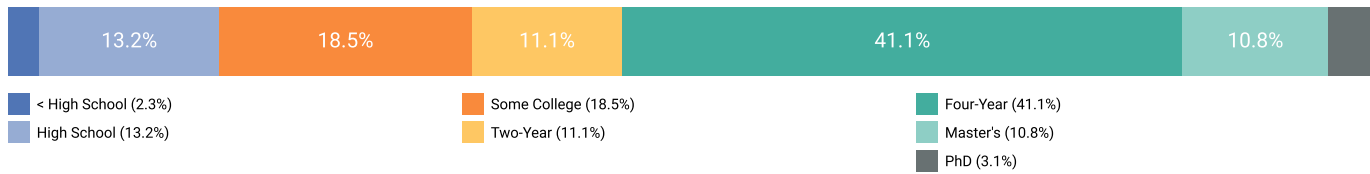
Occupation	Typical Entry-Level Education	Previous Work Experience	Typical On-the-Job Training
Property, Real Estate, and Community Association Managers	High school diploma or equivalent	Less than 5 years	None

💡 The stacked bar chart here illustrates the estimated mix of educational attainment of the workers in this occupation(s) in aggregate.

💡 The table indicates typical education and training requirements rather than the mix of attainment of workers in such positions.

Postsecondary Programs Linked to Property, Real Estate, and Community Association Managers

Program	Awards
American River College	
Real Estate	14
Cosumnes River College	
Real Estate	8
Folsom Lake College	
Real Estate	15
Sacramento City College	
Real Estate	2
Sierra College	
Real Estate	15

The number of graduates from postsecondary programs in the region identifies the pipeline of future workers as well as the training capacity to support industry demand.

Among postsecondary programs at schools located in the Sacramento-Roseville-Folsom, CA MSA, the sampling above identifies those most linked to Property, Real Estate, and Community Association Managers. For a complete list see JobsEQ®, http://www.chmuraecon.com/jobseq

RTI (Job Postings)

Active Job Ads by Date

■ Jul 4, 2022 to Jun 25, 2023   ☐ Jul 5, 2021 to Jun 26, 2022
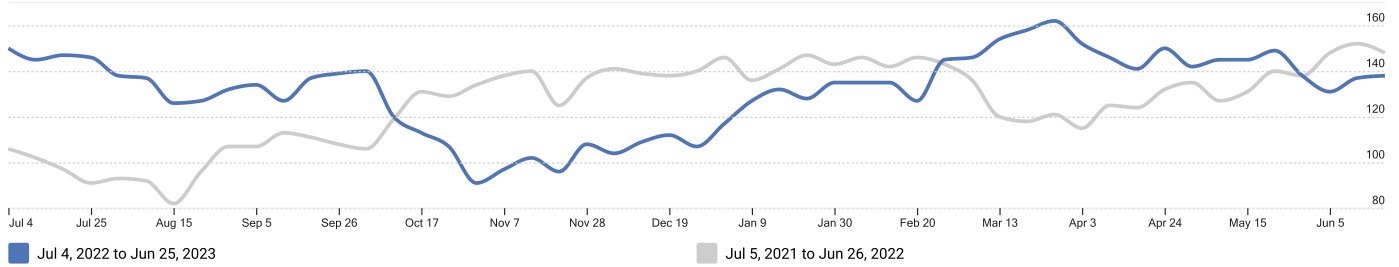
Online job ads are a timely indicator of local demand. Occupation assignments shown below are made by Chmura based upon analysis of job titles and job descriptions. Top employers and listed job requirements are shown on the following pages.

Occupations

SOC	Occupation	Active Job Ads	
11-9141.00	Property, Real Estate, and Community Association Managers	907	

Locations

Location	Active Job Ads	
Sacramento, California	235	
Roseville, California	30	
Davis, California	28	
Citrus Heights, California	27	
Folsom, California	27	
Sacramento County, California	19	
Sacramento, CA 95815	14	
Sacramento, CA 95828	13	
Rocklin, California	12	
Rancho Cordova, California	11	

Employers

Employer Name	Active Job Ads	
First Pointe Management Group	96	
Greystar	47	
FPI Management	38	
The John Stewart Company	33	
Renoir Staffing, LLC	28	
Peak Living	26	
Avenue5 Residential	23	
Express Employment Professionals	23	
Sares Regis Operating Company, L.P.	16	
Security Properties Residential	14	

Hard Skills

Skill Name	Active Job Ads	
Microsoft Office	327	
Microsoft Excel	304	
Property Management	266	
Yardi	265	
Microsoft Outlook	222	
Microsoft Word	170	
Property Management Software	118	
English	94	
Hospitality	88	
Microsoft PowerPoint	68	

Job Titles

Job Title	Active Job Ads	
Leasing Consultant	105	
Property Manager	68	
Assistant Property Manager	55	
Community Manager	22	
Leasing Agent	15	
Assistant Community Manager	14	
Senior Right of Way Agent	14	
Commercial Property Manager	11	
Leasing Manager	8	
Leasing Professional	8	

Education Levels

Minimum Education Level	Active Job Ads	
High school diploma or equivalent	294	
Bachelor's degree	99	
Associate's degree	18	
Master's degree	4	
Unspecified/other	492	

Programs

Program Name	Active Job Ads	
Real Estate	29	
Business	23	
Business Administration	18	
Economics	11	
Engineering	7	
Finance	7	
Accounting	6	
Architecture	5	
Construction Management	5	
Communications	4	

Top Skill and Certification Gaps

**Top 10 Skill Gaps in Sacramento-Roseville-Folsom, CA MSA**

Name	Candidates	Openings	Gap
Microsoft Excel	91	108	-17
Google	2	18	-16
Long-Term Care	0	12	-12
Microsoft Word	54	63	-9
Social Media	4	13	-8
OneSite	13	21	-7
Mathematics	6	13	-7
Customer Relationship Management (CRM)	4	9	-6
Office Administration	2	7	-6
Microsoft Outlook	74	78	-5

Top 10 Certification Gaps in Sacramento-Roseville-Folsom, CA MSA

| Name	Candidates	Openings	Gap
Accredited Residential Manager (ARM)	0	8	-8
Housing Credit Certified Professional (HCCP)	0	8	-8
Certified Property Manager (CPM)	8	12	-5
Certified Apartment Manager (CAM)	5	7	-2
Specialist in Housing Credit Management (SHCM)	0	2	-2
Certified Manager of Community Associations (CMCA)	0	2	-1
Certified Commercial Investment Member (CCIM)	1	2	-1
Notary Public	0	1	0

Skill and certifications gaps can help inform employee development programs, as well as provide a comparison of the needs of regional employers to the supply.

Occupation Gaps

Supply Deficit | Supply Surplus

Property, Real Estate, and Community Association Managers ($74,200)

−17
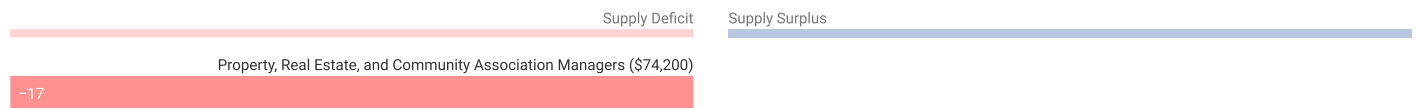
The above are the potential average annual gaps over 10 years. Many variables go into this analysis, but at its core it is based on a forecast comparing occupation demand growth to the local population growth and the projected educational attainment of those residents. When an area, for example, has an occupation expected to grow quickly but the educational requirement for the occupation does not match well with the educational attainment of its residents, there is a high potential for an occupation shortfall in the region. Alternatively, slow-growing or contracting occupations often represent potential supply surpluses.

The potential supply shortfall is an underlying force that the market needs to resolve one way or another, such as by employers recruiting from further distances for these occupations, wages going up to attract more candidates, and/or increased demand and wages enticing more local residents to get training for these occupations. While this an important analysis for determining local occupation needs, the occupation gap should be considered along with other regional data including growth and separation forecasts, unemployment rates, wage trends, and award and skill gap analyses.

Geographic Distribution
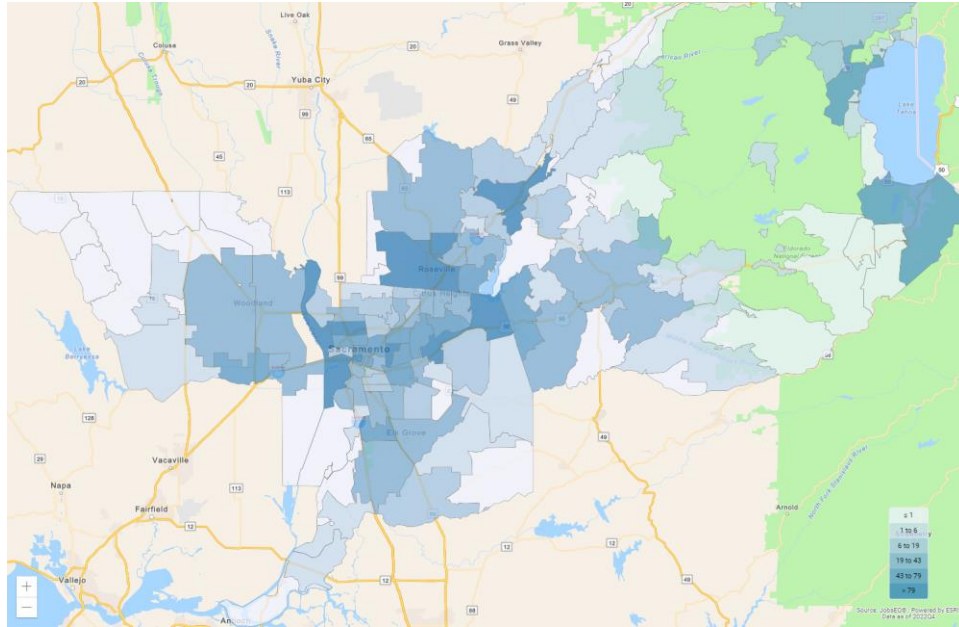
Top ZCTAs by Place of Work for Property, Real Estate, and Community Association Managers, 2022Q4

Region	Employment
ZCTA 95661	232
ZCTA 95814	229
ZCTA 95825	210
ZCTA 95678	206
ZCTA 95630	179
ZCTA 95747	136
ZCTA 95603	115
ZCTA 95670	103
ZCTA 95834	97
ZCTA 95691	86
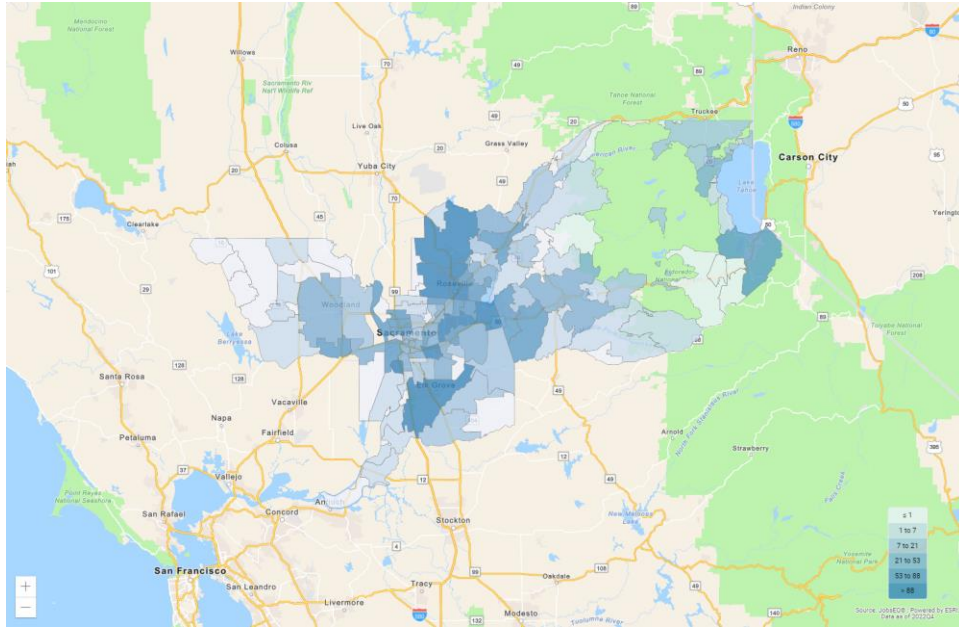
Top ZCTAs by Place of Residence for Property, Real Estate, and Community Association Managers, 2022Q4

Region	Employment
ZCTA 95747	232
ZCTA 95678	148
ZCTA 95630	132
ZCTA 95765	123
ZCTA 95661	110
ZCTA 95758	107
ZCTA 95608	102
ZCTA 95757	100
ZCTA 95831	97
ZCTA 95628	97

💡 "Place of work" employment is based upon the location of employers for these workers. "Place of residence" data refers to the home locations of the workforce, which is typically the preferred data set to use when calculating labor availability within a drive-time or radius of a potential worksite.

Sacramento-Roseville-Folsom, CA MSA Regional Map

Data Notes

- Occupation employment by default indicates employment by place of work. Occupation employment is as of 2022Q4 and is based on industry employment and local staffing patterns calculated by Chmura and utilizing BLS OEWS data. Employment forecasts are modeled by Chmura and are consistent with BLS national-level 10-year forecasts. Wages by occupation are as of 2022Q4, utilizing BLS OEWS data, imputed and brought forward by Chmura. Entry-level and experienced wages are derived from these source data, computed by Chmura.
- Industry employment is as of 2022Q4 and is based upon BLS QCEW data, imputed by Chmura where necessary, and supplemented by additional sources including Census ZBP data.
- Education and training requirements are from the BLS. Educational attainment mix and other occupation demographics data are modeled by Chmura for 2022Q4 using regional occupation employment from JobsEQ, ZCTA-level demographics data from the Census Bureau, and national occupation-demographics patterns from the BLS.
- Postsecondary awards are per the NCES and are for the 2020-2021 academic year. Any programs shown are linked with the occupation(s) being analyzed via the program-occupation crosswalk, which may not be comprehensive. Any programs shown reflect only data reported to the NCES; reporting is required of all Title IV schools. Training providers that do not report data to the NCES are not reflected.
- 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.
- For skill and certification gaps, openings and candidates are based upon regional occupation demand (growth plus separations) and the percent of skill demand and supply. Skill demand mix data are per a one-year sample of RTI data; skill supply data are estimated using a five-year sample of resumes data; both data sets compiled as of August 2021. Data may be based, at least in part, on data from broader geographies; see the Skill Gaps analytic export for more details.
- Occupation gaps are modeled by Chmura, indicating long-term potential supply and demand mismatches in a region due, in part, to job demand and labor pool dyanamics, including educational attainment and projected growth.
- Occupation employment by place of residence is as of 2022Q4 and modeled by Chmura based upon occuaption employment by place of work and commuting patterns. Commuting patterns are derived from source data from the Census Bureau, occupation-specific commuting tendancies, and updated to reflect more recent population and employment estimates.
- Figures may not sum due to rounding.

Region Definition

Sacramento-Roseville-Folsom, CA MSA is defined as the following counties:

El Dorado County, California	Sacramento County, California
Placer County, California	Yolo County, California

FAQ

What is (LQ) location quotient?

Location quotient is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an industry (or occupation) 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 annual demand?

Annual demand is a of the sum of the annual projected growth demand and 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. Growth demand is the increase or decrease of jobs expected due to expansion or contraction of the overall number of jobs.