JOBS**e**Q

Occupation Report

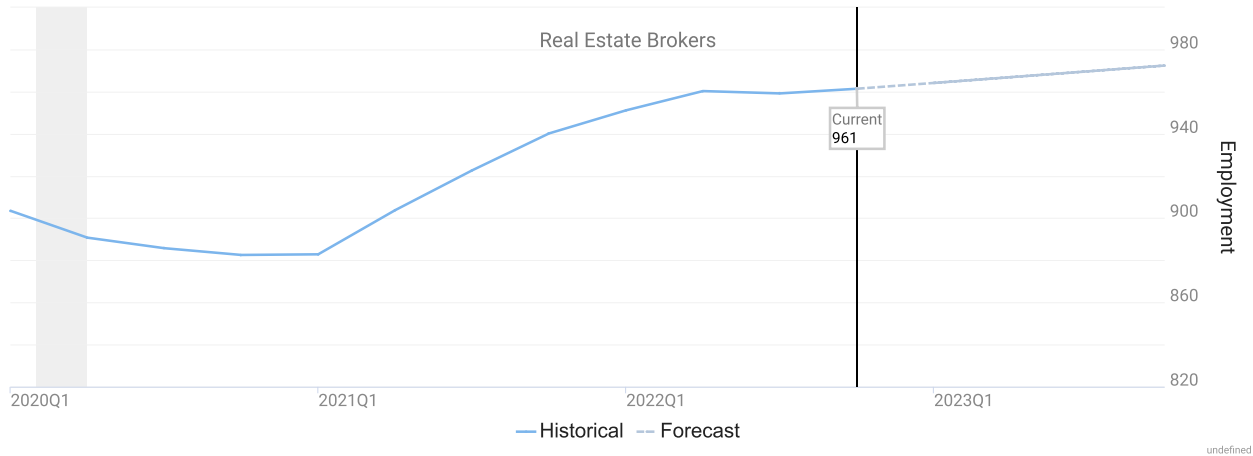# Real Estate Brokers

Sacramento-Roseville-Folsom, CA MSA

Occupation Snapshot

6-Digit Occupation	Empl	Avg Mean Wages	LQ	3-Year Empl Change	Annual Demand	Forecast Ann Growth
Real Estate Brokers	**961**	**$96,800**	**1.15**	**62**	**101**	**1.1%**

💡 "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
Offices of Real Estate Agents and Brokers	42.6%	409	380	29	409
Activities Related to Real Estate	40.2%	387	372	58	430
Lessors of Real Estate	13.3%	128	125	25	150
Residential Building Construction	0.7%	6	6	1	7
Management, Scientific, and Technical Consulting Services	0.5%	5	5	1	6
All Others	2.7%	26	24	2	27

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
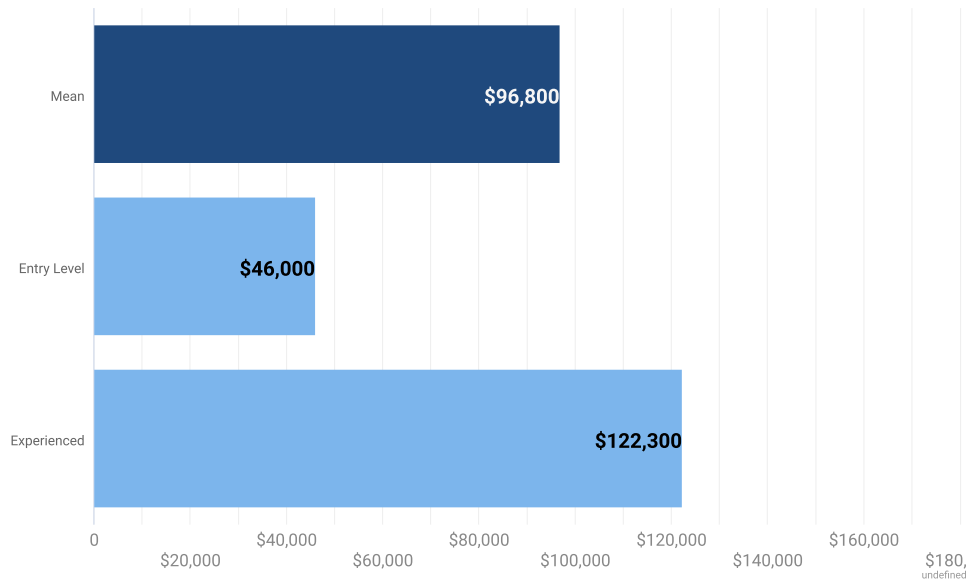
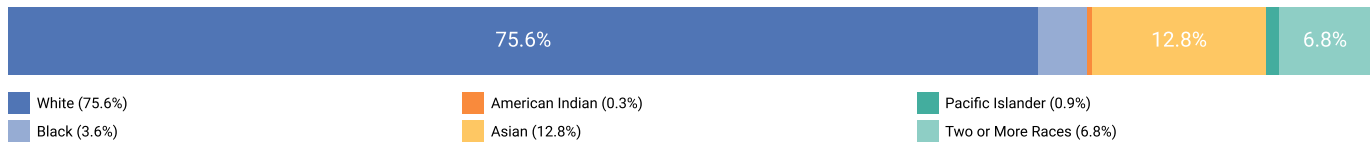| Occupation	Mean	Median	Entry Level	Experienced
Real Estate Brokers	$96,800	$54,300	$46,000	$122,300

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.
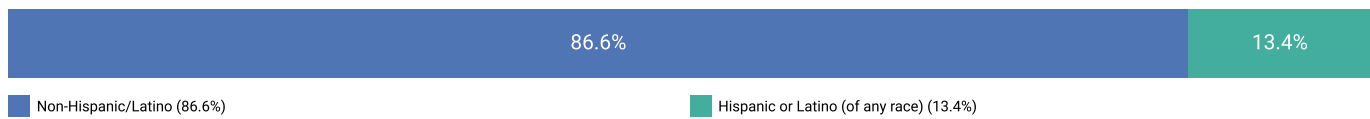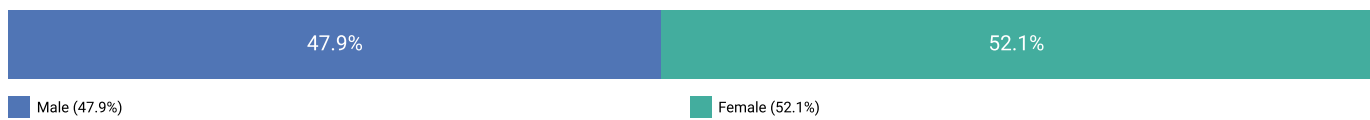
Occupation Demographics

Age

	17.5%	21.7%	24.5%	20.2%	12.2%

- 16 to 19 years (0.3%)
- 20 to 24 years (3.7%)
- 25 to 34 years (17.5%)
- 35 to 44 years (21.7%)
- 45 to 54 years (24.5%)
- 55 to 64 years (20.2%)
- 65 years and over (12.2%)

Race

75.6%		12.8%	6.8%

- White (75.6%)
- Black (3.6%)
- American Indian (0.3%)
- Asian (12.8%)
- Pacific Islander (0.9%)
- Two or More Races (6.8%)

Ethnicity

86.6%	13.4%

- Non-Hispanic/Latino (86.6%)
- Hispanic or Latino (of any race) (13.4%)

Gender

47.9%	52.1%

- Male (47.9%)
- Female (52.1%)

Education and Training Requirements

100.0%

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

Education Profile

Educational Attainment

| 8.0% | 18.7% | 10.8% | 47.8% | 11.4% | |

- < High School (0.7%)
- High School (8.0%)
- Some College (18.7%)
- Two-Year (10.8%)
- Four-Year (47.8%)
- Master's (11.4%)
- PhD (2.6%)
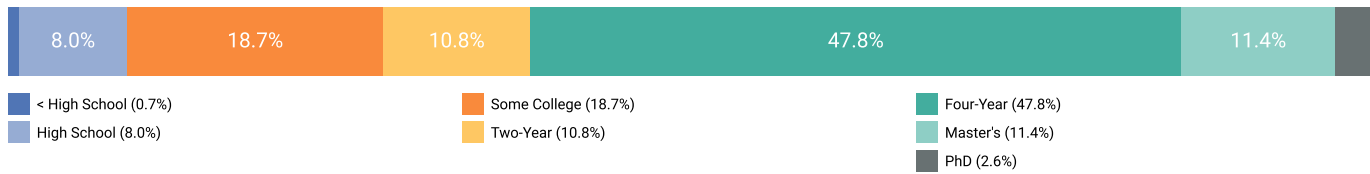
Occupation	Typical Entry-Level Education	Previous Work Experience	Typical On-the-Job Training
Real Estate Brokers	High school diploma or equivalent	Less than 5 years	None

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 Real Estate Brokers

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 Real Estate Brokers. 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
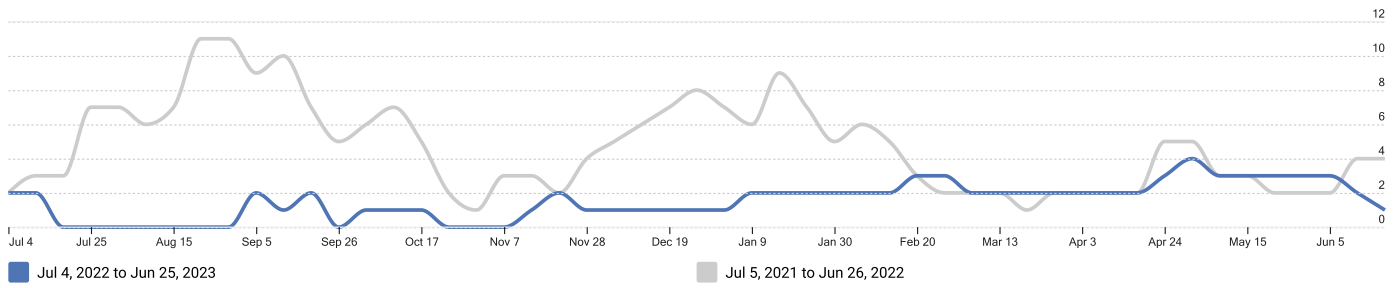
Online job ads are a timely indicator of local demand. Occupation assignments shown below are made by Chmura based upon analysis of job titles and job descriptions. Top employers and listed job requirements are shown on the following pages.

Occupations

SOC	Occupation	Active Job Ads	
41-9021.00	Real Estate Brokers	17	

Locations

Location	Active Job Ads
Sacramento, California	5
Dixon, California	2
Yolo County, California	2
Carmichael, California	1
El Dorado Hills, California	1
El dorado hills, California 95762	1
Galt, California	1
Lincoln, California	1
Sacramento, CA 95834 (Natomas Crossing area)	1
Sacramento, CA, 95864	1

Employers

Employer Name	Active Job Ads
Lyon Real Estate	6
Jobot	2
Keller Williams Capital Valley	2
State of California Department of General Services	2
County of Sacramento - County Wide	1
Cushman & Wakefield	1
Enhanced Transactions	1
Real Estate Team	1
Simple Co. Real Estate	1

Hard Skills

Skill Name	Active Job Ads	
Lead Generation	1	
Microsoft Office	1	
Real Estate	1	
Sales	1	
Vendor Management	1	

Job Titles

Job Title	Active Job Ads	
Realtor	9	
Real Estate Broker Associate	2	
ASSOCIATE REAL ESTATE OFFICER	1	
Commercial Real Estate Brokers	1	
Licensed Real Estate Listing Partner	1	
Real Estate Officer Level I/II	1	
SENIOR REAL ESTATE OFFICER (SPECIALIST)	1	
Transaction Coordinator/Realtor	1	

Education Levels

Minimum Education Level	Active Job Ads	
High school diploma or equivalent	1	
Unspecified/other	16	

Programs

Program Name	Active Job Ads	
Law	2	

Occupation Gaps

Supply Deficit   Supply Surplus

Real Estate Brokers ($96,800)

-4
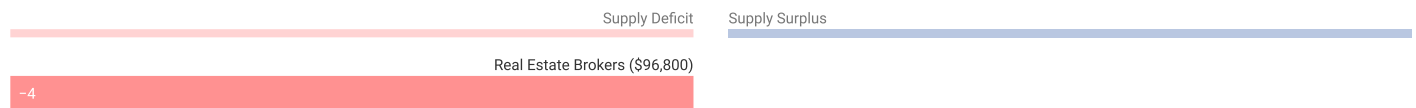
The above are the potential average annual gaps over 10 years. Many variables go into this analysis, but at its core it is based on a forecast comparing occupation demand growth to the local population growth and the projected educational attainment of those residents. When an area, for example, has 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
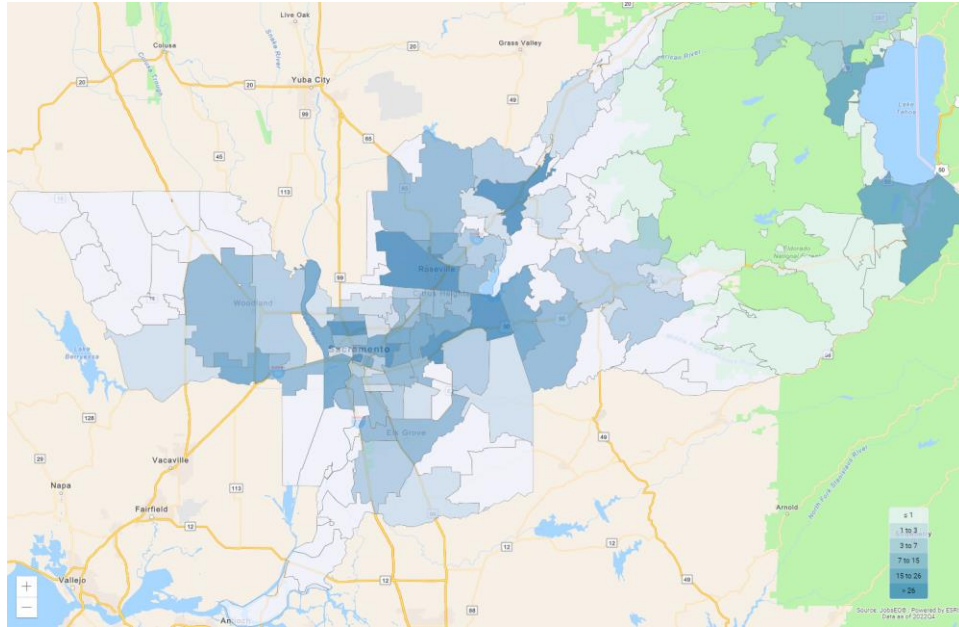
Top ZCTAs by Place of Work for Real Estate Brokers, 2022Q4

Region	Employment
ZCTA 95661	64
ZCTA 95825	60
ZCTA 95678	57
ZCTA 95814	51
ZCTA 95630	51
ZCTA 95747	38
ZCTA 95603	32
ZCTA 95670	28
ZCTA 95834	27
ZCTA 95691	24
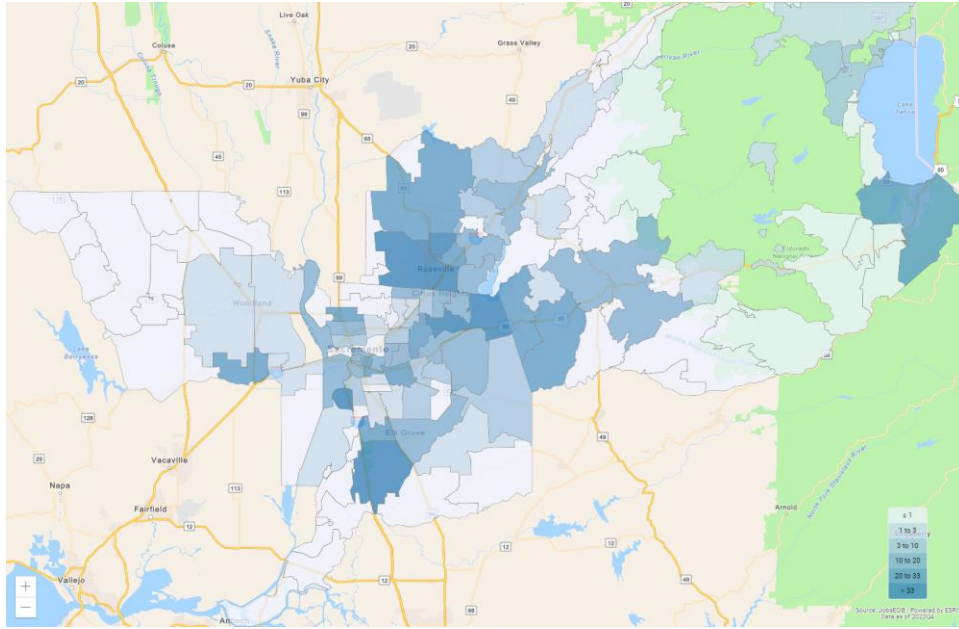
Top ZCTAs by Place of Residence for Real Estate Brokers, 2022Q4

Region	Employment
ZCTA 95747	83
ZCTA 95630	47
ZCTA 95678	46
ZCTA 95765	45
ZCTA 95831	40
ZCTA 95661	39
ZCTA 95757	37
ZCTA 95628	34
ZCTA 95648	31
ZCTA 95762	31

"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
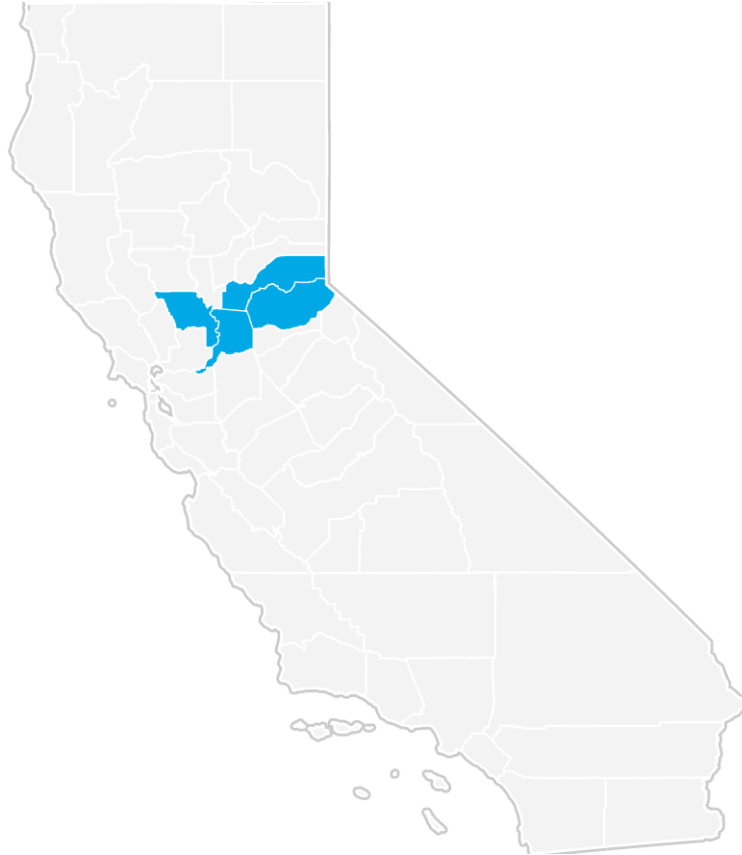
Data Notes

- 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.