

Real Estate Sales Agents

41-9022.00



Description: 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.

Other Resources:

[ONET Link](#)

[MyNextMove Link](#)

Sample of Reported Job Titles: Real Estate Agent, Real Estate Salesperson, Realtor

Job Zone

Title: 3 - Medium Preparation Needed

Education: Require training in vocational schools, related on-the-job experience, or an associate's degree.

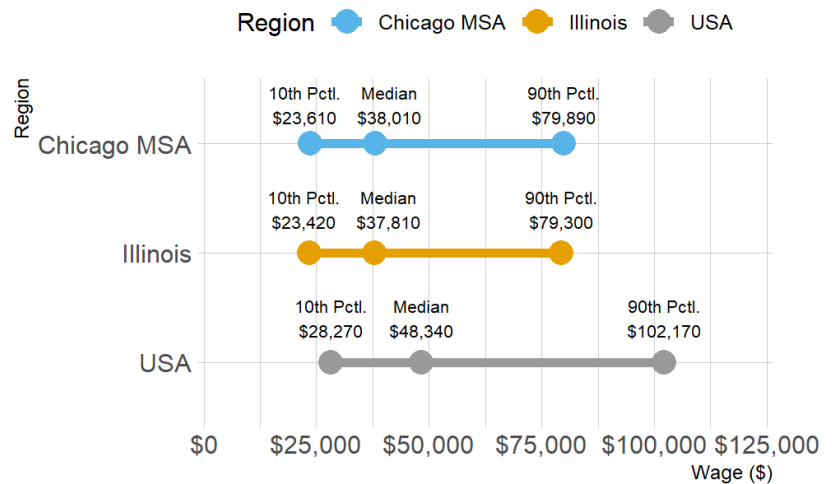
Experience: Previous work-related skill, knowledge, or experience is required.

Training: One or two years of training involving both on-the-job experience and informal training with experienced workers needed. A recognized apprenticeship program may be associated with these occupations.

Core Certifications: Certified New Home Marketing Professional, Certified New Home Sales Professional, Professional Housing Consultant

Hot Technologies: Adobe Systems Adobe Acrobat, Facebook, Geographic information system GIS software, Google Docs, Google Drive, Intuit QuickBooks, LinkedIn

Region	Employment	Location Quotient	Median Wage
Chicago MSA	3,430	0.65	\$38,010
Illinois	4,390	0.63	\$37,810
USA	175,920	—	\$48,340



Top 5 Core Tasks According to Current Job Holders	Frequency	Importance (out of 100)
Present purchase offers to sellers for consideration.	More than weekly	97
Prepare documents such as representation contracts, purchase agreements, closing statements, deeds, and leases.	Daily	97
Act as an intermediary in negotiations between buyers and sellers, generally representing one or the other.	Daily	96
Confer with escrow companies, lenders, home inspectors, and pest control operators to ensure that terms and conditions of purchase agreements are met before closing dates.	Daily	94
Generate lists of properties that are compatible with buyers' needs and financial resources.	Several times daily	94