

A woman with blonde hair, wearing a floral patterned top and dark pants, is shaking hands with a man in a dark suit and tie. The man is holding a brown folder. They are standing in a bright, modern interior space with large windows and a wooden floor. The background shows a glass door leading outside to a green lawn.

Real Estate Sales Agents in San Diego-Chula Vista-Carlsbad, CA

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What is Emsi Data?

Emsi data is a hybrid dataset derived from official government sources such as the US Census Bureau, Bureau of Economic Analysis, and Bureau of Labor Statistics. Leveraging the unique strengths of each source, our data modeling team creates an authoritative dataset that captures more than 99% of all workers in the United States. This core offering is then enriched with data from online social profiles, resumés, and job postings to give you a complete view of the workforce.

Emsi data is frequently cited in major publications such as *The Atlantic*, *Forbes*, *Harvard Business Review*, *The New York Times*, *The Wall Street Journal*, and *USA Today*.



Report Parameters

1 Occupation

41-9022 Real Estate Sales Agents

1 MSA

41740 San Diego-Chula Vista-Carlsbad, CA

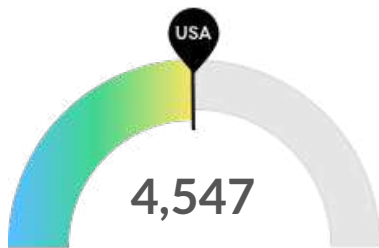
Class of Worker

QCEW Employees, Non-QCEW Employees, and Self-Employed

The information in this report pertains to the chosen occupation and geographical area.

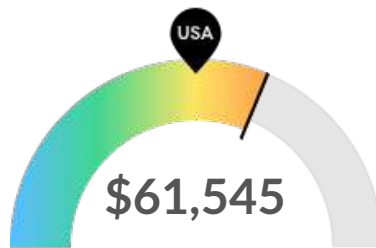
Executive Summary

Average Job Posting Demand Over an Average Supply of Regional Jobs



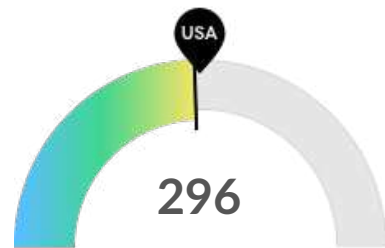
Jobs (2020)

San Diego-Chula Vista-Carlsbad, CA is about average for this kind of job. The national average for an area this size is 4,582* employees, while there are 4,547 here.



Compensation

Earnings are high in San Diego-Chula Vista-Carlsbad, CA. The national median salary for Real Estate Sales Agents is \$49,678, compared to \$61,545 here.



Job Posting Demand

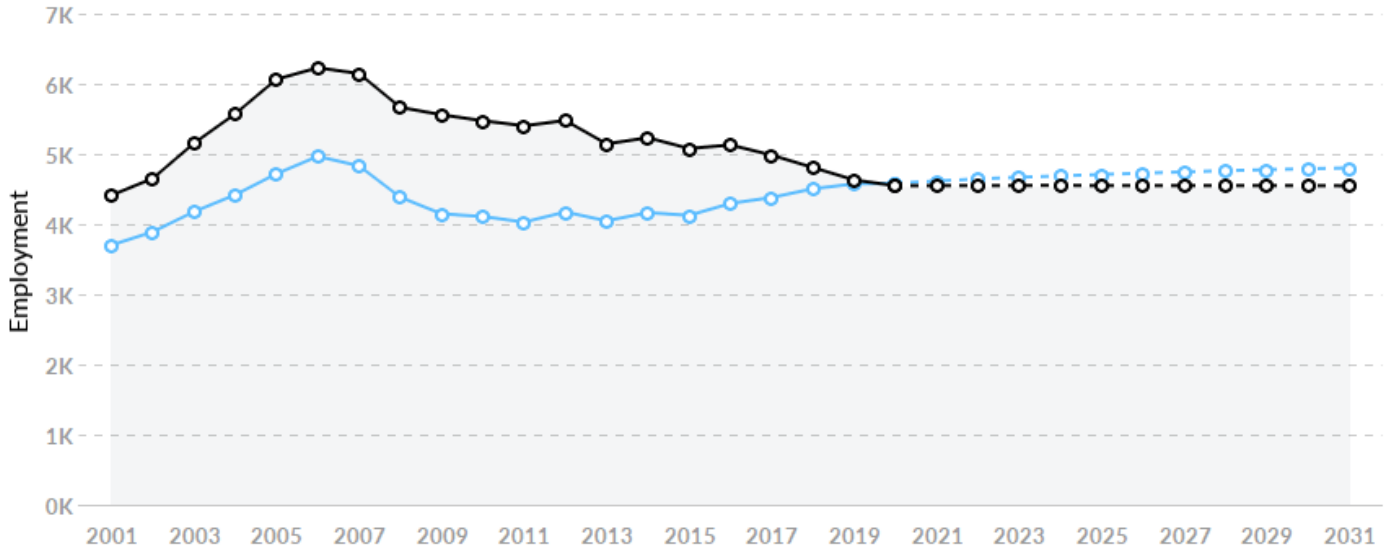
Job posting activity is about average in San Diego-Chula Vista-Carlsbad, CA. The national average for an area this size is 304* job postings/mo, while there are 296 here.

*National average values are derived by taking the national value for Real Estate Sales Agents and scaling it down to account for the difference in overall workforce size between the nation and San Diego-Chula Vista-Carlsbad, CA. In other words, the values represent the national average adjusted for region size.

Jobs

Regional Employment Is About Equal to the National Average

An average area of this size typically has 4,582* jobs, while there are 4,547 here.



Region	2020 Jobs	2026 Jobs	Change	% Change
● San Diego-Chula Vista-Carlsbad, CA	4,547	4,549	2	0.0%
● National Average	4,582	4,727	145	3.2%

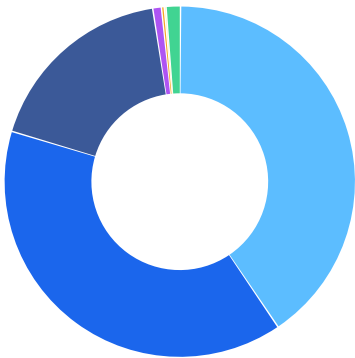
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Regional Breakdown



County	2020 Jobs
San Diego County, CA	4,547

Most Jobs are Found in the Offices of Real Estate Agents and Brokers Industry Sector

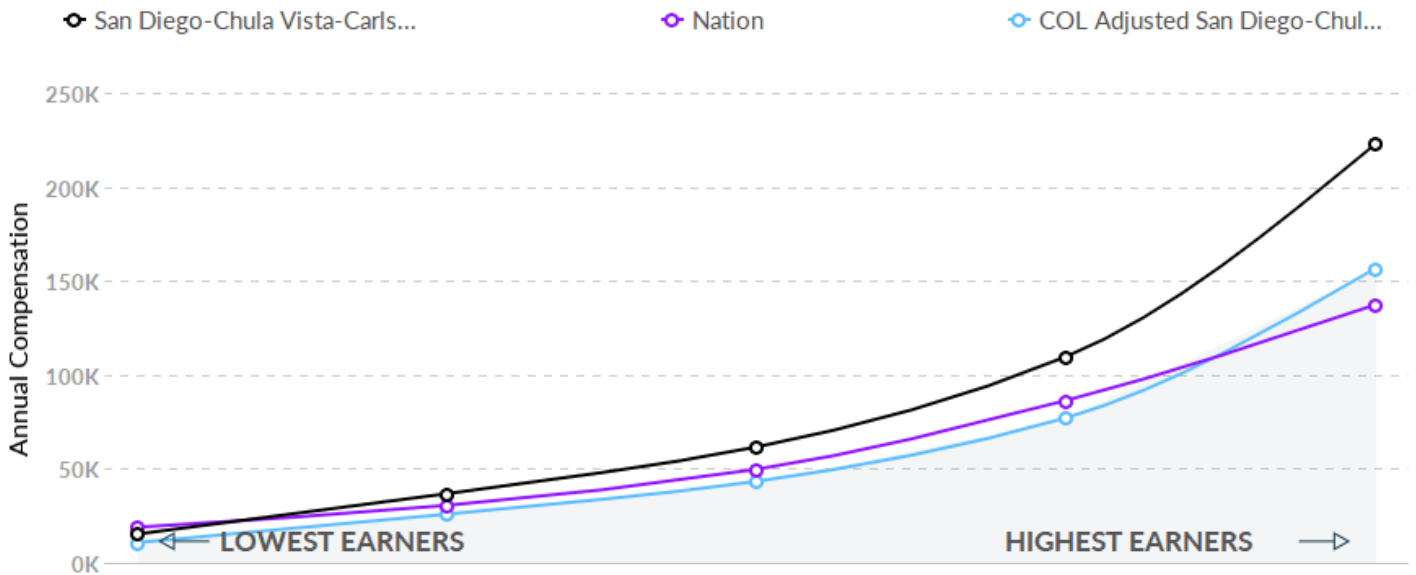


Industry	% of Occupation in Industry (2020)
Offices of Real Estate Agents and Brokers	40.5%
Lessors of Real Estate	39.1%
Activities Related to Real Estate	17.9%
Residential Building Construction	0.8%
Federal Government, Civilian	0.3%
Land Subdivision	0.2%
Other	1.3%

Compensation

Regional Compensation Is 24% Higher Than National Compensation

For Real Estate Sales Agents, the 2020 median wage in San Diego-Chula Vista-Carlsbad, CA is \$61,545, while the national median wage is \$49,678.



Job Posting Activity



2,372 Unique Job Postings

The number of unique postings for this job from Jan 2020 to Sep 2021.



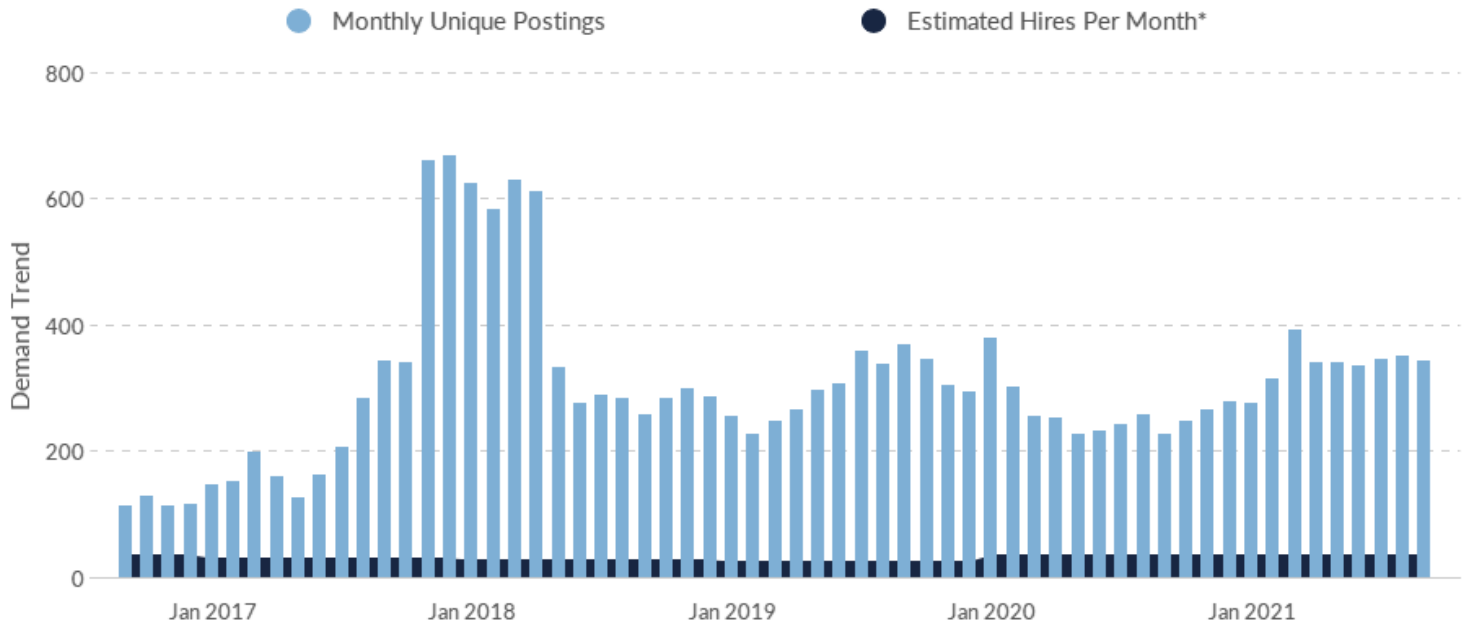
320 Employers Competing

All employers in the region who posted for this job from Jan 2020 to Sep 2021.






32 Day Median Duration


Posting duration is 1 day longer than what's typical in the region.



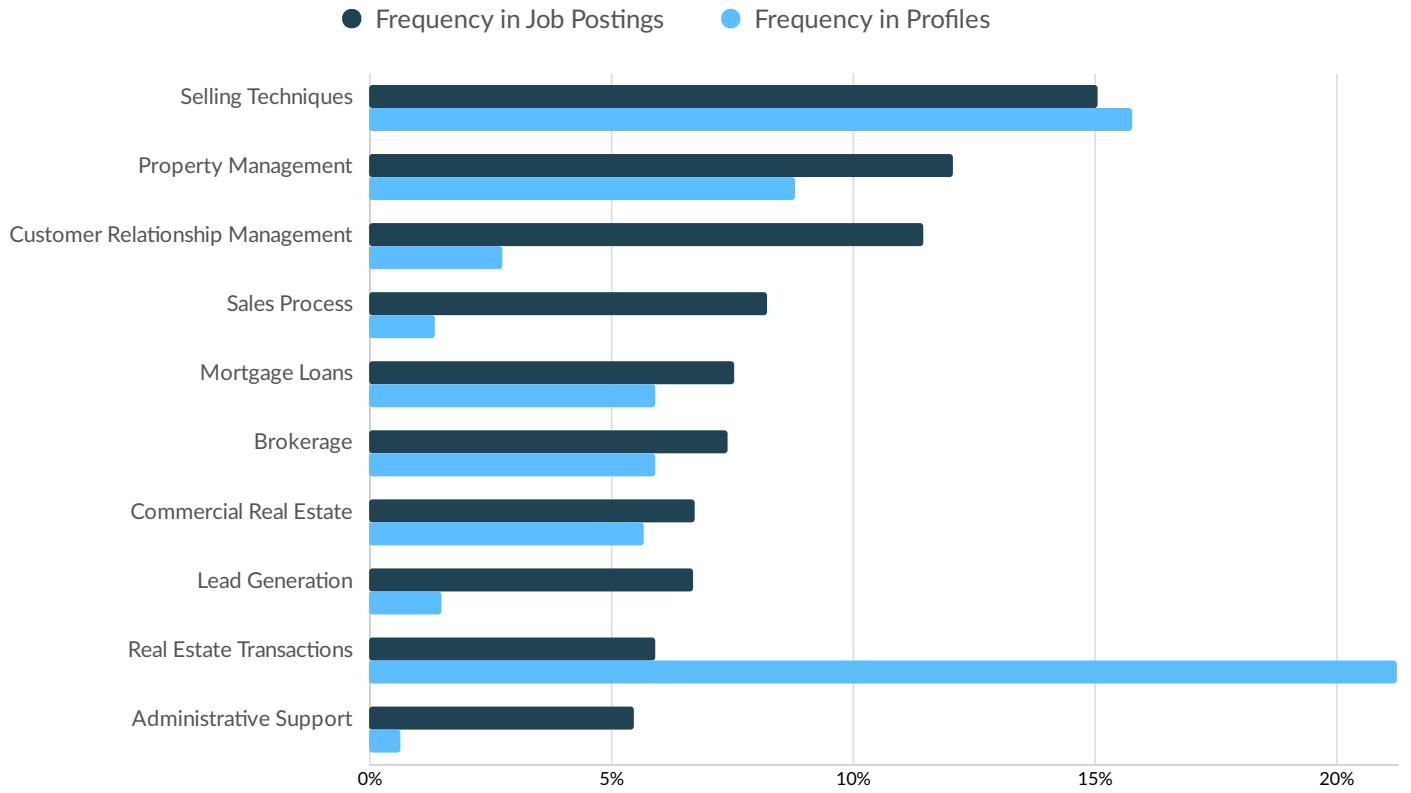
Occupation	Avg Monthly Postings (Jan 2020 - Sep 2021)	Avg Monthly Hires (Jan 2020 - Sep 2021)
Real Estate Sales Agents	296	37

*A hire is reported by the Quarterly Workforce Indicators when an individual's Social Security Number appears on a company's payroll and was not there the quarter before. Emsi hires are calculated using a combination of Emsi jobs data, information on separation rates from the Bureau of Labor Statistics (BLS), and industry-based hires data from the Census Bureau.

Top Companies	Unique Postings
Keller Williams Realty, Inc.	108 
Coldwell Banker Real Estate LLC	55 
Redfin	49 
Fairfield Residential LLC	40 
Platinum Realty	29 
Realty Holdings Corp.	23 
Keller Williams San Diego Metro	20 
Networth Realty of Denver	20 
The Aguilar Group Inc	20 
Career Strategies Inc.	19 

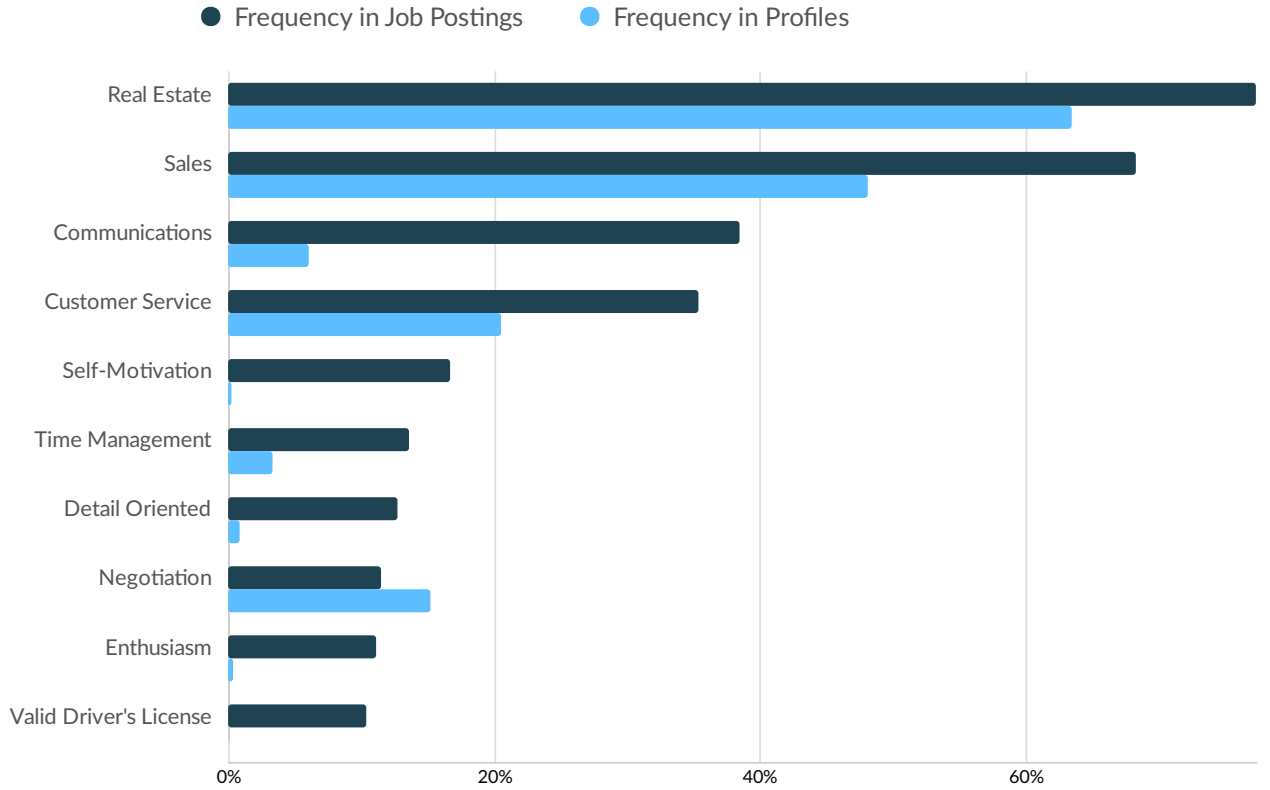
Top Job Titles	Unique Postings
Real Estate Agents	283 
Leasing Consultants	247 
Real Estate Buyer's Agents	85 
Licensed Real Estate Agents	72 
Licensed Real Estate Sales Agen...	65 
Leasing Agents	61 
Real Estate Specialists	51 
Real Estate Sales Buyers Agents	47 
Apartment Leasing Consultants	42 
Commercial Real Estate Agents	37 

Top Hard Skills



Skills	Postings	% of Total Postings	Profiles	% of Total Profiles
Selling Techniques	357	15%	2,082	16%
Property Management	286	12%	1,162	9%
Customer Relationship Management	272	11%	364	3%
Sales Process	195	8%	181	1%
Mortgage Loans	179	8%	781	6%
Brokerage	176	7%	783	6%
Commercial Real Estate	160	7%	749	6%
Lead Generation	159	7%	197	1%
Real Estate Transactions	140	6%	2,806	21%
Administrative Support	130	5%	85	1%

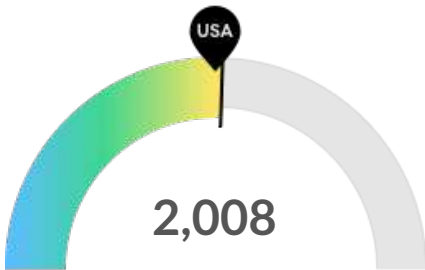
Top Common Skills



Skills	Postings	% of Total Postings	Profiles	% of Total Profiles
Real Estate	1,834	77%	8,385	63%
Sales	1,620	68%	6,348	48%
Communications	913	38%	797	6%
Customer Service	839	35%	2,704	20%
Self-Motivation	395	17%	27	0%
Time Management	323	14%	433	3%
Detail Oriented	302	13%	120	1%
Negotiation	273	12%	2,012	15%
Enthusiasm	265	11%	47	0%
Valid Driver's License	246	10%	0	0%

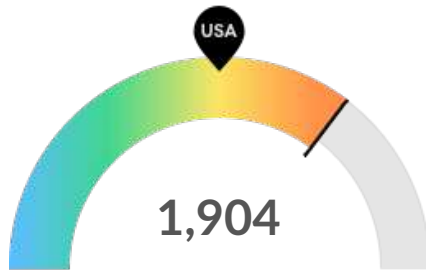
Demographics

Retirement Risk Is About Average, While Overall Diversity Is High



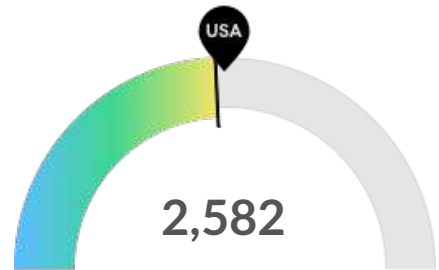
Retiring Soon

Retirement risk is about average in San Diego-Chula Vista-Carlsbad, CA. The national average for an area this size is 1,947* employees 55 or older, while there are 2,008 here.



Racial Diversity

Racial diversity is high in San Diego-Chula Vista-Carlsbad, CA. The national average for an area this size is 1,076* racially diverse employees, while there are 1,904 here.

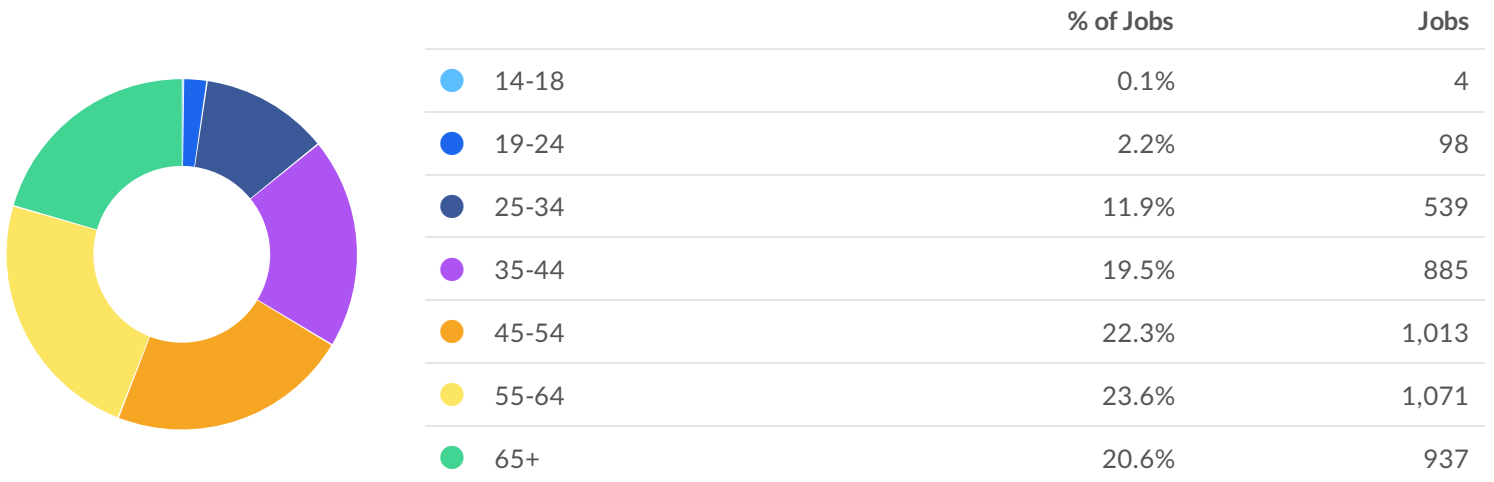


Gender Diversity

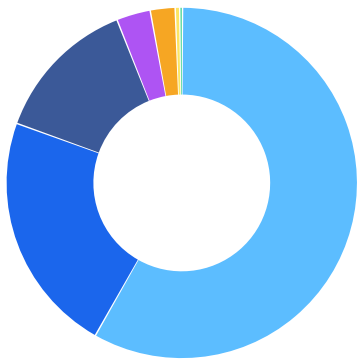
Gender diversity is about average in San Diego-Chula Vista-Carlsbad, CA. The national average for an area this size is 2,691* female employees, while there are 2,582 here.

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Occupation Age Breakdown

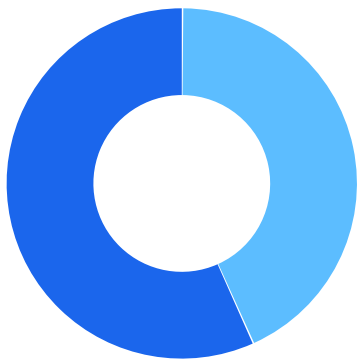


Occupation Race/Ethnicity Breakdown



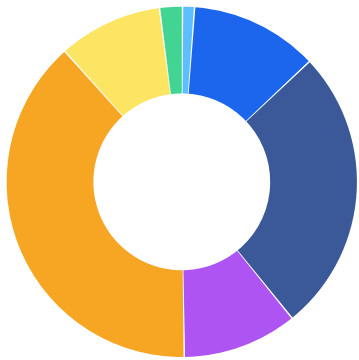
	% of Jobs	Jobs
● White	58.1%	2,643
● Hispanic or Latino	22.3%	1,014
● Asian	13.5%	612
● Black or African American	3.1%	142
● Two or More Races	2.3%	104
● American Indian or Alaska Native	0.4%	19
● Native Hawaiian or Other Pacific Islander	0.3%	12








Occupation Gender Breakdown



	% of Jobs	Jobs
● Males	43.2%	1,965
● Females	56.8%	2,584

National Educational Attainment



	% of Jobs
 Less than high school diploma	1.1%
 High school diploma or equivalent	11.8%
 Some college, no degree	26.2%
 Associate's degree	10.6%
 Bachelor's degree	38.6%
 Master's degree	9.6%
 Doctoral or professional degree	2.1%

Occupational Programs



8 Programs

Of the programs that can train for this job, 8 have produced completions in the last 5 years.



7,954 Completions (2020)

The completions from all regional institutions for all degree types.



403 Openings (2020)

The average number of openings for an occupation in the region is 247.

CIP Code	Top Programs	Completions (2020)
24.0101	Liberal Arts and Sciences/Liberal Studies	7,166
52.0801	Finance, General	358
52.1501	Real Estate	211
24.0102	General Studies	126
30.0000	Multi-/Interdisciplinary Studies, General	46
52.1801	Sales, Distribution, and Marketing Operations, General	28
04.1001	Real Estate Development	17
24.0199	Liberal Arts and Sciences, General Studies and Humanities, ...	2

Top Schools	Completions (2020)	
MiraCosta College	1,825	
Grossmont College	1,774	
Palomar College	1,364	
Southwestern College	681	
University of San Diego	323	
Cuyamaca College	318	
San Diego Mesa College	292	
San Diego City College	277	
San Diego Miramar College	264	
San Diego State University	220	

Appendix A

Real Estate Sales Agents (SOC 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.

Sample of Reported Job Titles:

- Realtor
- Real Estate Agent
- Real Estate Salesperson
- Sales Agent
- Realtor Associate
- Residence Leasing Agent
- Building Consultant
- Right-of-Way Buyer
- Right-of-Way Agent
- Real Estate Sales Agent

Related O*NET Occupation:

Real Estate Sales Agents (41-9022.00)