

A woman with long, wavy brown hair, wearing a light blue button-down top, is smiling and looking down at a document on a table. A man with short dark hair, wearing a white sweater, is leaning in and looking at the same document. They appear to be in a professional setting, possibly a real estate office, reviewing a contract or listing. The background is a plain, light-colored wall.

Real Estate Brokers and 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

41-9020 Real Estate Brokers and Sales Agents

1 MSA

41740 San Diego-Chula Vista-Carlsbad, CA

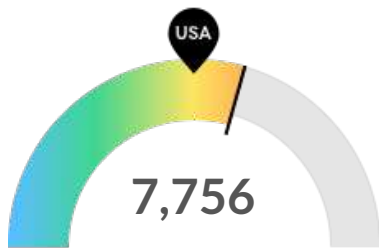
Class of Worker

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

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

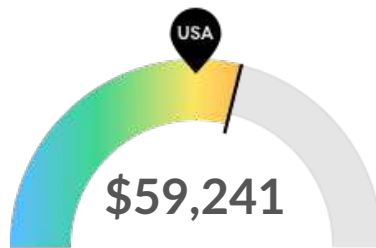
Executive Summary

Aggressive Job Posting Demand Over a Deep Supply of Regional Jobs



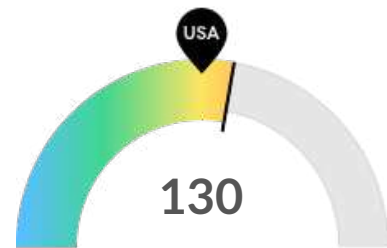
Jobs (2018)

San Diego-Chula Vista-Carlsbad, CA is a hotspot for this kind of job. The national average for an area this size is 6,062* employees, while there are 7,756 here.



Compensation

Earnings are about average in San Diego-Chula Vista-Carlsbad, CA. The national median salary for Real Estate Brokers and Sales Agents is \$50,994, compared to \$59,241 here.



Job Posting Demand

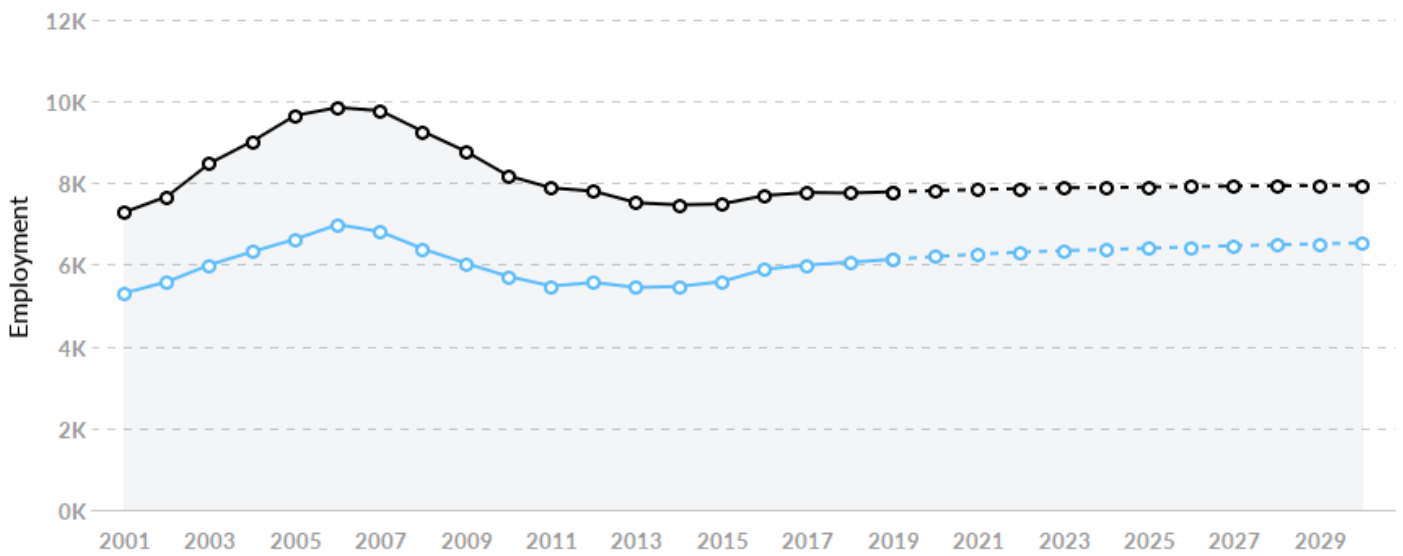
Job posting activity is high in San Diego-Chula Vista-Carlsbad, CA. The national average for an area this size is 111* job postings/mo, while there are 130 here.

*National average values are derived by taking the national value for Real Estate Brokers and 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 Higher Than the National Average

An average area of this size typically has 6,062* jobs, while there are 7,756 here. This higher than average supply of jobs may make it easier for workers in this field to find employment in your area.



Region	2018 Jobs	2028 Jobs	Change	% Change
● San Diego-Chula Vista-Carlsbad, CA	7,756	7,934	178	2.3%
● National Average	6,062	6,490	428	7.1%

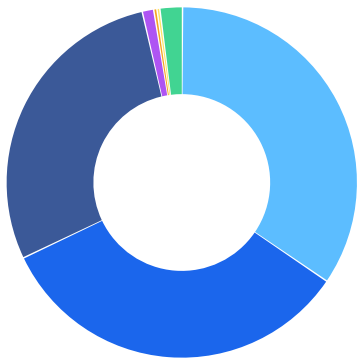
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Regional Breakdown



County	2018 Jobs
San Diego County, CA	7,756

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

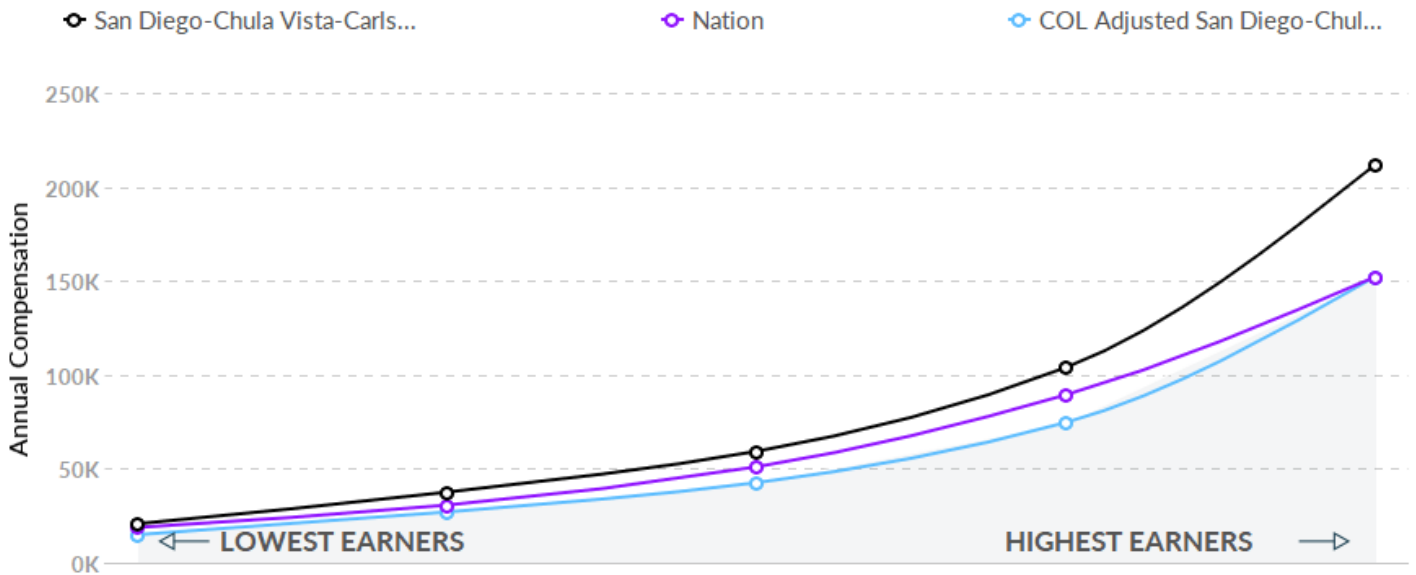


Industry	% of Occupation in Industry (2018)
Offices of Real Estate Agents and Brokers	34.4%
Lessors of Real Estate	33.4%
Activities Related to Real Estate	28.4%
Residential Building Construction	1.1%
Management, Scientific, and Technical Consulting Services	0.3%
Legal Services	0.3%
Other	2.1%

Compensation

Regional Compensation Is 16% Higher Than National Compensation

For Real Estate Brokers and Sales Agents, the 2018 median wage in San Diego-Chula Vista-Carlsbad, CA is \$59,241, while the national median wage is \$50,994.



Job Posting Activity



3,764 Unique Job Postings

The number of unique postings for this job from Jan 2018 to May 2020.



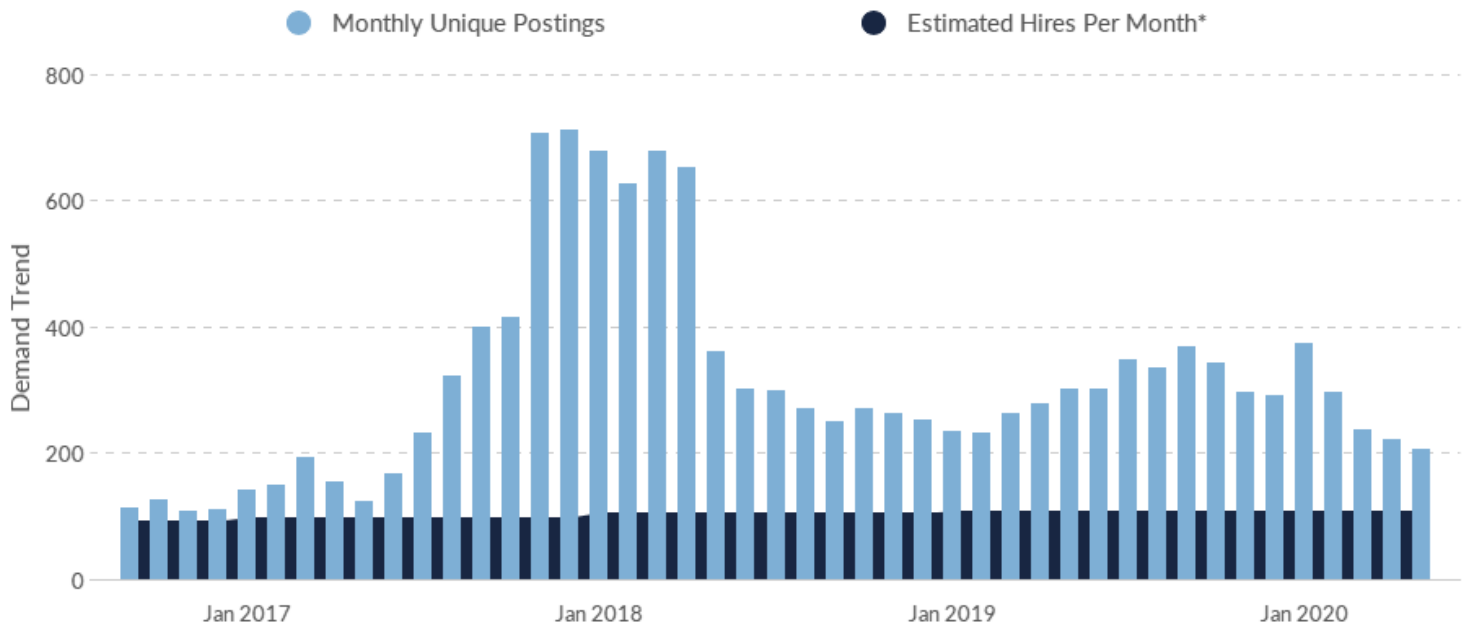
552 Employers Competing

All employers in the region who posted for this job from Jan 2018 to May 2020.



36 Day Median Duration

Posting duration is 3 days longer than what's typical in the region.



Occupation	Avg Monthly Postings (Jan 2018 - May 2020)	Avg Monthly Hires (Jan 2018 - May 2020)
Real Estate Brokers and Sales Agents	340	108

*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.

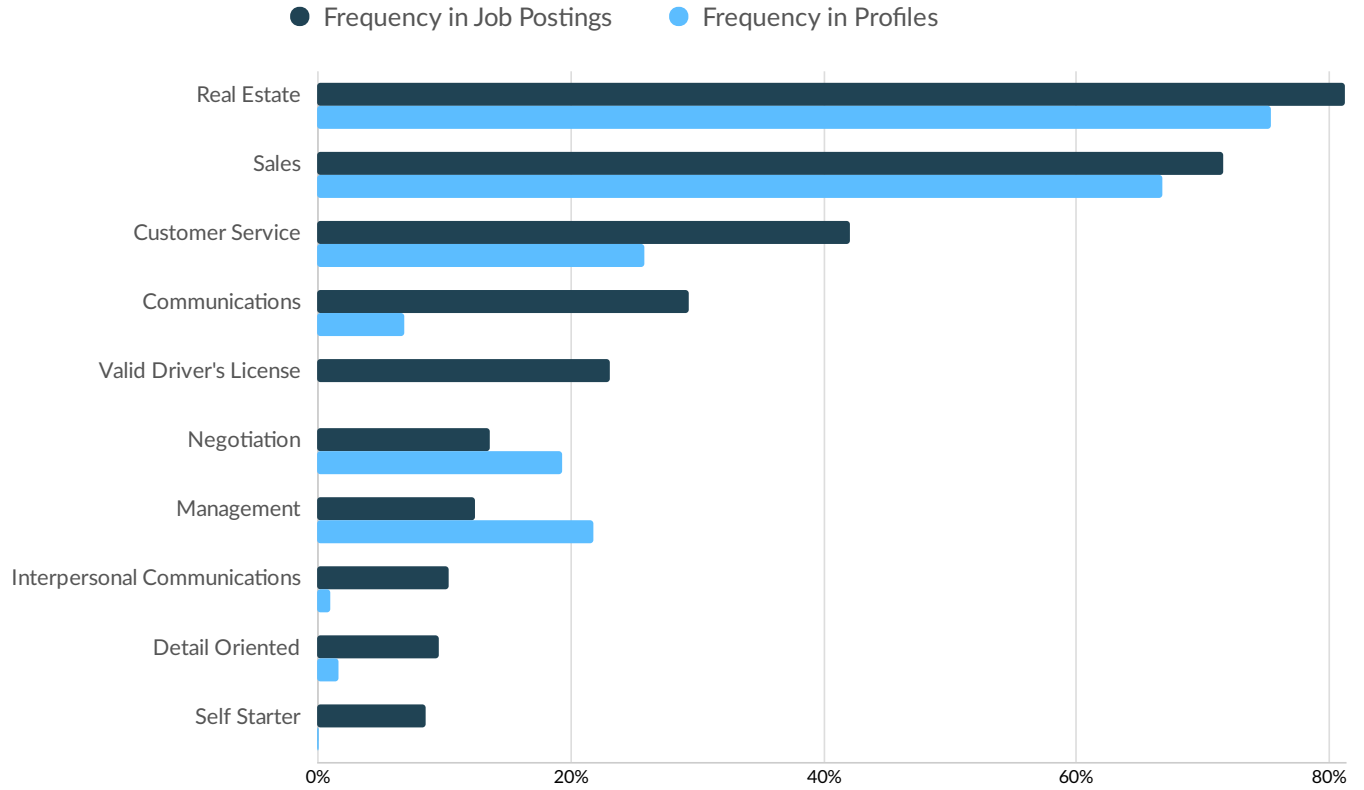
Top Companies	Unique Postings	Top Job Titles	Unique Postings
Zillow Group, Inc.	582	Real Estate Sales Representativ...	1,450
Keller Williams Realty, Inc.	346	Real Estate Agents	808
Coldwell Banker Real Estate LLC	153	Leasing Managers	351
Best Buy Co., Inc.	67	Leasing Consultants	158
D & R Investments	63	Real Estate Appraisers	87
Redfin	53	Real Estate Consultants	75
Bcg Attorney Search	49	Leasing Agents	74
The Aguilar Group Inc	44	Real Estate Managers	70
Coastal Premier Properties, Inc.	36	Sales Representatives	70
Fairfield Residential LLC	34	Sales Associates	62

Top Hard Skills

● Frequency in Job Postings ● Frequency in Profiles

Skills	Postings	% of Total Postings	Profiles	% of Total Profiles
Brokerage	1,477	29%	1,638	9%
Selling Techniques	1,110	22%	3,619	20%
Property Management	594	12%	2,463	14%
Purchasing	474	9%	806	4%
Customer Relationship Management	422	8%	682	4%
Lead Generation	395	8%	286	2%
Sales Process	323	6%	289	2%
Mortgage Loans	262	5%	1,598	9%
Advising	236	5%	68	0%
Yardi (Property Management Software)	224	4%	112	1%

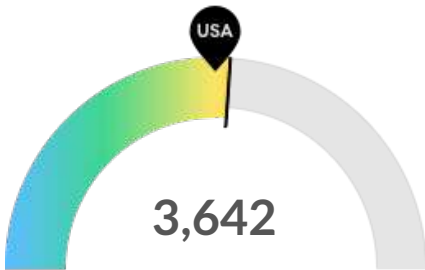
Top Common Skills



Skills	Postings	% of Total Postings	Profiles	% of Total Profiles
Real Estate	4,130	81%	13,631	75%
Sales	3,642	72%	12,089	67%
Customer Service	2,144	42%	4,674	26%
Communications	1,492	29%	1,240	7%
Valid Driver's License	1,173	23%	1	0%
Negotiation	695	14%	3,509	19%
Management	636	13%	3,961	22%
Interpersonal Communications	529	10%	179	1%
Detail Oriented	490	10%	301	2%
Self Starter	437	9%	34	0%

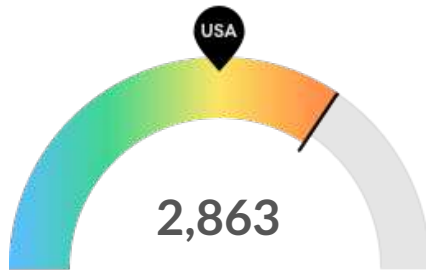
Demographics

Retirement Risk Is About Average, While Overall Diversity Is High



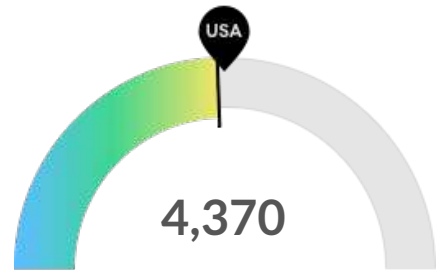
Retiring Soon

Retirement risk is about average in San Diego-Chula Vista-Carlsbad, CA. The national average for an area this size is 3,415* employees 55 or older, while there are 3,642 here.



Racial Diversity

Racial diversity is high in San Diego-Chula Vista-Carlsbad, CA. The national average for an area this size is 1,698* racially diverse employees, while there are 2,863 here.

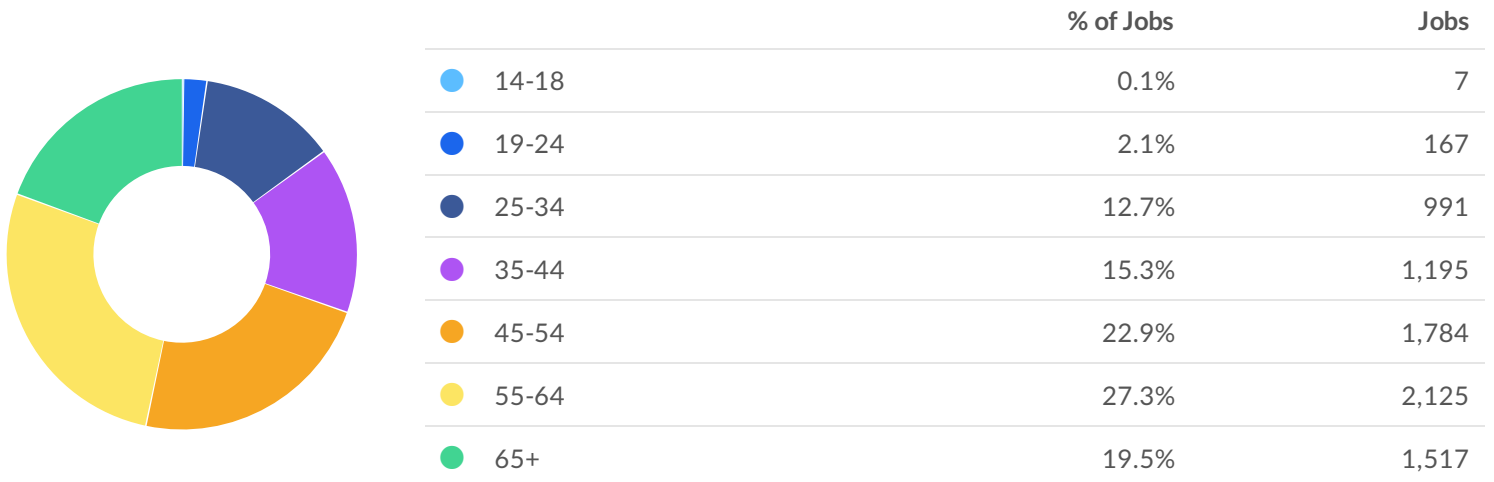


Gender Diversity

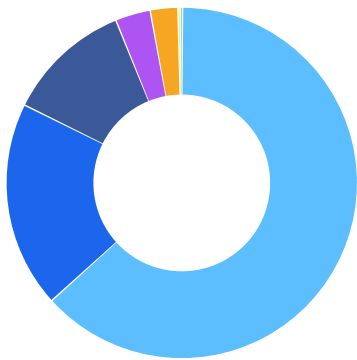
Gender diversity is about average in San Diego-Chula Vista-Carlsbad, CA. The national average for an area this size is 4,516* female employees, while there are 4,370 here.

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Occupation Age Breakdown

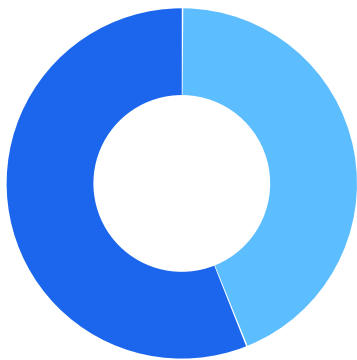


Occupation Race/Ethnicity Breakdown



	% of Jobs	Jobs
White	63.2%	4,922
Hispanic or Latino	19.0%	1,481
Asian	11.5%	899
Black or African American	3.2%	252
Two or More Races	2.5%	198
American Indian or Alaska Native	0.2%	17
Native Hawaiian or Other Pacific Islander	0.2%	16

Occupation Gender Breakdown



	% of Jobs	Jobs
Males	43.9%	3,416
Females	56.1%	4,370

Occupational Programs



1 Program

Of the programs that can train for this job, 1 has produced completions in the last 5 years.



210 Completions (2018)

The completions from all regional institutions for all degree types.



779 Openings (2018)

The average number of openings for an occupation in the region is 288.

CIP Code	Top Programs	Completions (2018)
52.1501	Real Estate	210

Top Schools	Completions (2018)
University of San Diego	55
Ashford University	44
Vista Adult School	34
MiraCosta College	16
Southwestern College	15
Poway Adult School	15
Cuyamaca College	9
Palomar College	9
San Diego City College	7
San Diego Mesa College	6

Appendix A - Data Sources and Calculations

Location Quotient

Location quotient (LQ) is a way of quantifying how concentrated a particular industry, cluster, occupation, or demographic group is in a region as compared to the nation. It can reveal what makes a particular region unique in comparison to the national average.

Occupation Data

Emsi occupation employment data are based on final Emsi industry data and final Emsi staffing patterns. Wage estimates are based on Occupational Employment Statistics (QCEW and Non-QCEW Employees classes of worker) and the American Community Survey (Self-Employed and Extended Proprietors). Occupational wage estimates also affected by county-level Emsi earnings by industry.

Staffing Patterns Data

The staffing pattern data in this report are compiled from several sources using a specialized process. For QCEW and Non-QCEW Employees classes of worker, sources include Occupational Employment Statistics, the National Industry-Occupation Employment Matrix, and the American Community Survey. For the Self-Employed and Extended Proprietors classes of worker, the primary source is the American Community Survey, with a small amount of information from Occupational Employment Statistics.

Cost of Living Data

Emsi cost of living data is based on the Cost of Living Index published quarterly by the Council for Community and Economic Research (C2ER).

Emsi Job Postings

Job postings are collected from various sources and processed/enriched to provide information such as standardized company name, occupation, skills, and geography.

Institution Data

The institution data in this report is taken directly from the national IPEDS database published by the U.S. Department of Education's National Center for Education Statistics.