

The real estate market expands as the region's population grows

Northeast Florida continues as a hot spot for real estate. People are moving to the region to enjoy the climate, amenities and reasonable cost of living.

Annual demand has overall trended upward. **2,652 jobs** have been added to the region's economy in the last decade, making this industry more competitive than others in the nation.

According to JobsEQ, strong entrepreneurial activity is also seen in this industry, as **1,953 are self-employed**. Typically, this is an indicator of a growing industry.

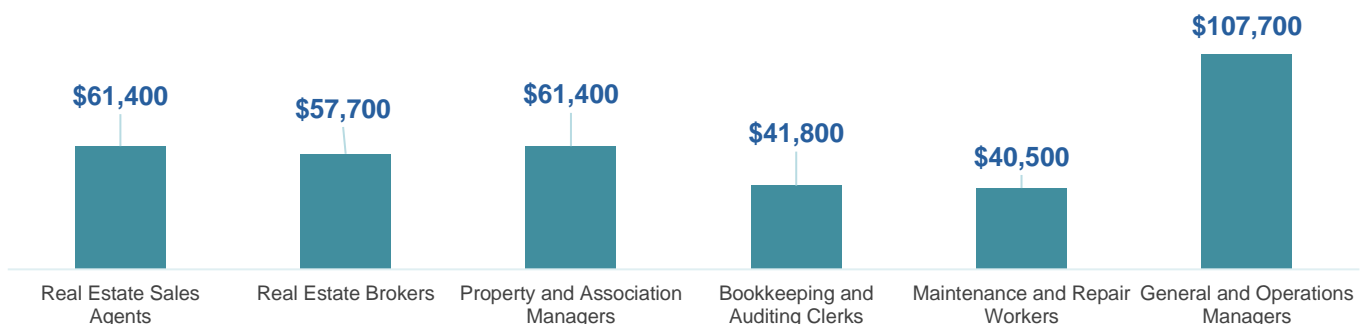
Opportunities exist in subsets of the industry, including: Offices of Real Estate Agents and Brokers, Residential and Nonresidential Property Managers, Offices of Real Estate Appraisers, and Lessors of other real estate property, such as self-storage facilities. For example, an average positive annual change of **9.1 percent in the last decade has been seen for Residential Property Managers**.

FAST FACTS	10,065 EMPLOYED IN THE SECTOR IN THE REGION
2,218 REAL ESTATE ESTABLISHMENTS EXIST IN THE REGION.	\$51,952 AVERAGE WAGE PER WORKER*

TOP INDUSTRY EMPLOYER JOB POSTINGS (2020)

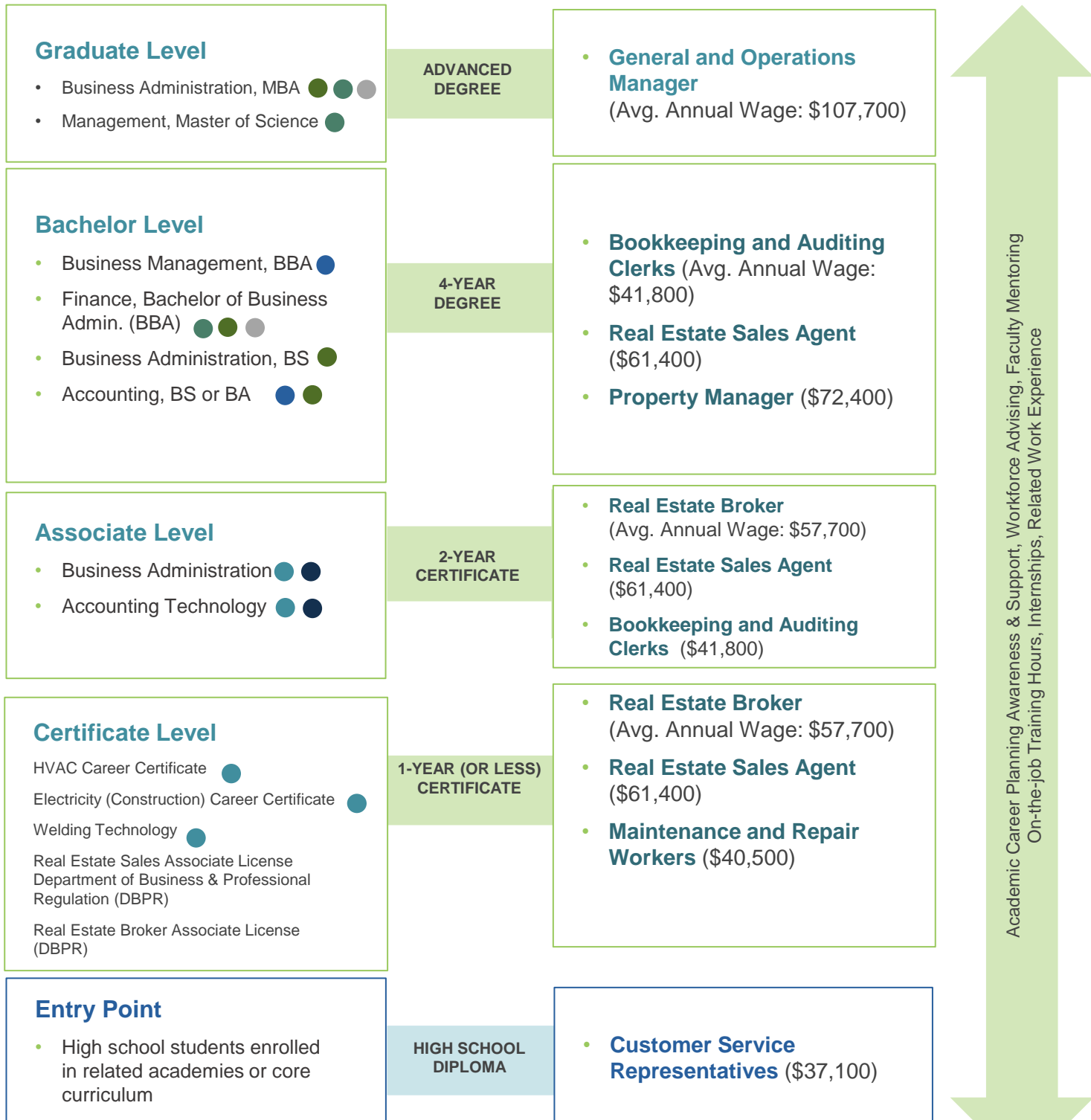
Company
Madison
Watson
Weichert
Madison Alley, Inc.
Keller Williams

AVERAGE WAGES & EMPLOYMENT



Real Estate Career Pathway

TALENT PIPELINE	2 Real Estate and Broker Licenses can be obtained in the State of Florida.	6 Regional colleges & degree or certificate programs with applicable concentrations	<ul style="list-style-type: none"> ● Edward Waters College ● Florida State College at Jacksonville ● Jacksonville University ● Keiser University ● St. Johns River State College ● University of North Florida
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DATA PROVIDED BY JOBSEQ 2021, ONET.ORG, BLS.GOV AND SALARY.COM This represents a sampling of programs currently being offered. Curriculum is subject to change.

Select Regional Employers Real Estate and Construction Related



ARCO Design/Build+*
Auld & White Constructors+*
Batson-Cook Company +*
Berkshire Hathaway HomeServices--FL Network+*
Brasfield & Gorrie, LLC+*
CBRE+*

Crocker Partners+*
Colliers International NEFL +*
Cushman & Wakefield+*
Danis Construction +*
GreenPointe Holdings+*
Foresight Construction +*

Haskell +*
JLL+*
Live Oak Contracting +*
NAI Hallmark+*
North Florida Land Trust +*
Phoenix Realty Group+*
Prime Realty+*

Summit Contracting Group, Inc. +*
Town of Nocatee—Davis Family Office+*
Van Trust Real Estate +*
+JAX Chamber member
*JAXUSA Partnership Investor

Real Estate Offers Career Opportunities

Real estate can be broken into subsets such as residential, commercial, and relocation specialist based on the area of interest and the types of clients an individual wishes to serve. All jobs require an initial training course that prepares individuals for the Sales Associate Exam that is offered in several formats, such as seven days in class, two nights per week for eight weeks, or online. Passing the Department of Business and Professional Regulation exam allows one to earn the initial Real Estate Sales Associate license. The same process is followed to obtain the Real Estate Broker Sales Associate license. **Over 10,000 are employed in real estate occupations in the region according to JobsEQ data.** Roles include:

Residential Property Managers	Bookkeeping/Auditing Clerks
Appraisers	Offices of Agents and Brokers
Brokers	Real Estate Sales Agents

Real estate is a long-term career option, as the region's population expands two percent yearly. According to new Census data, Jacksonville had the 15th largest population growth in the country in the past decade including In-migration.

Earn Up is powered by JAXUSA Partnership, the private, nonprofit division of JAX Chamber that is Jacksonville's regional economic development initiative overseeing the efforts of the seven counties of Northeast Florida. Earn Up also works closely with CareerSource Northeast Florida to ensure that employers have the best assistance or any pertinent workforce needs. For more information, please contact:

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