

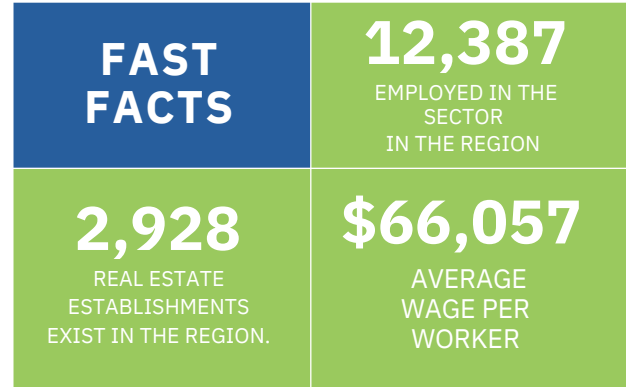
The real estate market expands as the region's population grows

Due to the region's climate, attractions and affordable cost of living, people are moving to the region – this makes Northeast Florida a continuous hot spot for real estate.

Annual demand has overall trended upward. 3,637 jobs have been added to the region's economy in the last decade, making this region more competitive than others in the nation.

According to JobsEQ, strong entrepreneurial activity is also seen in this industry, as 2,809 are self-employed.

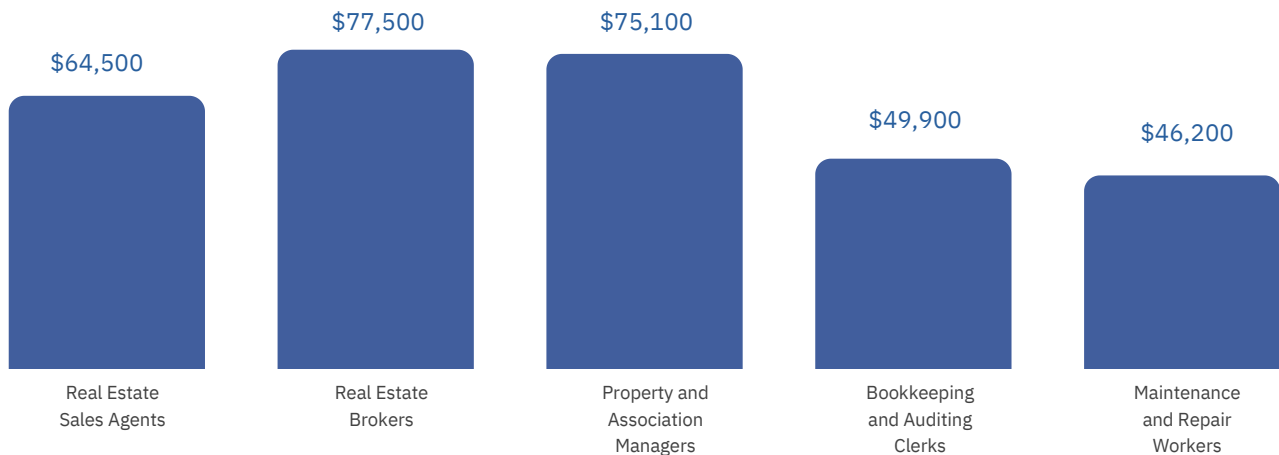
Opportunities exist in subsets of the industry including: Offices of Real Estate Agents and Brokers, Residential and Nonresidential Property Managers, Offices of Real Estate Appraisers, and Lessors of other real estate property, such as self-storage facilities. For example, an average positive annual change of 5.3 percent in the last decade has been seen for Residential Property Managers.



TOP INDUSTRY EMPLOYER JOB POSTINGS (2024)

Company
Allied Universal
CBRE
JLL
DLP Capital
Highmark Residential

AVERAGE WAGES



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

- Edward Waters University
- Florida State College at Jacksonville
- Jacksonville University
- Keiser University
- St. Johns River State College
- University of North Florida

Graduate Level

- Business Administration, MBA ●●●
- Management, Master of Science ●

ADVANCED DEGREE

- **General and Operations Managers** (Avg. Annual Wage: \$121,800)

Bachelor Level

- Business Management, BBA ●
- Finance, Bachelor of Business Admin. (BBA) ●●●
- Business Administration, BS ●
- Accounting, BS or BA ●●

4-YEAR DEGREE

- **Bookkeeping and Auditing Clerks** (Avg. Annual Wage: \$49,900)
- **Real Estate Sales Agents** (\$64,500)
- **Property Managers** (\$75,100)

Associate Level

- Business Administration ●●
- Accounting Technology ●●

2-YEAR DEGREE

- **Real Estate Brokers** (Avg. Annual Wage: \$77,500)
- **Real Estate Sales Agents** (\$64,500)
- **Bookkeeping and Auditing Clerks** (\$49,900)

Certificate Level

- HVAC Career Certificate ●
- Electricity (Construction) Career Certificate ●
- Welding Technology ●
- Real Estate Sales Associate License Department of Business & Professional Regulation (DBPR)
- Real Estate Broker Associate License (DBPR)

1 YEAR (OR LESS) CERTIFICATE

- **Real Estate Brokers** (Avg. Annual Wage: \$77,500)
- **Real Estate Sales Agents** (\$64,500)
- **Maintenance and Repair Workers** (\$46,200)

Entry Point

- High school students enrolled in related CTE academies or curriculum

HIGH SCHOOL DIPLOMA

- **Office Support** (\$43,400)

Academic Career Planning Awareness & Support, Workforce Advising, Faculty Mentoring
On-the-job Training Hours, Internships, Related Work Experience

Select Regional Employers Real Estate and Construction Related



ARCO Design/Build+*

Auld & White Constructors+*

Baker Design Build+

Balfour Beatty Construction

Batson-Cook Company+

Berkshire Hathaway Home Services

FL Network+*

Brasfield & Gorrie, LLC+*

CBRE+*

Corner Lot+*

Colliers International NEFL+*

CP Group

Danis Construction+*

Evans General Contractors*

Greenpointe Holdings+*

Haskell+*

JLL

Live Oak Contracting*

Marand Builders+*

Merritt Properties+*

MW Builders+*

NAI Hallmark+*

North Florida Land Trust+

Phoenix Realty Group+

RS&H+*

Stellar+*

Summit Contracting Group,
Inc.*

Town of Nocatee - Davis Family
Office+*

Vantrust Real Estate*

Watson Commercial Realty*

*JAXUSA Partnership Investor/ +JAX Chamber 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 12,000 are employed in real estate occupations in the region according to JobsEQ data.**

Northeast Florida is one of the country's **hottest real estate markets**, so the region is constantly on the lookout for people who are looking to build an exciting career in real estate.

JAXUSA TALENT DEVELOPMENT

Dr. Anna Lebesch, Senior Vice President
(904)366-6651 or alebesch@jaxusa.org

Julie Hindall, Senior Director
(904) 366-6637 or jhindall@jaxusa.org

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.

