

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. **According to JobsEQ, strong entrepreneurial activity is also seen in this industry, as 2,620 are self-employed.**

Annual demand has overall trended upward. **3,580 real estate jobs have been added to the region's economy in the last decade, which outpaces the nation's growth and makes our region more competitive.**

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, **the number of Residential Property Managers has increased by 4.7% in the last decade.**

The occupations shown below represent a cross-section of entry-, mid- and executive-level positions.

FAST FACTS

3,300 real estate establishments in the region

Nearly 16,210 employed in Real Estate in JAX

\$71,275 average wage per worker

SELECT EMPLOYERS IN THE REGION


BERKSHIRE HATHAWAY
HomeServices
500 employees


stellar
TAKING SOLUTIONS FURTHER
710 employees


HASKELL
760 employees

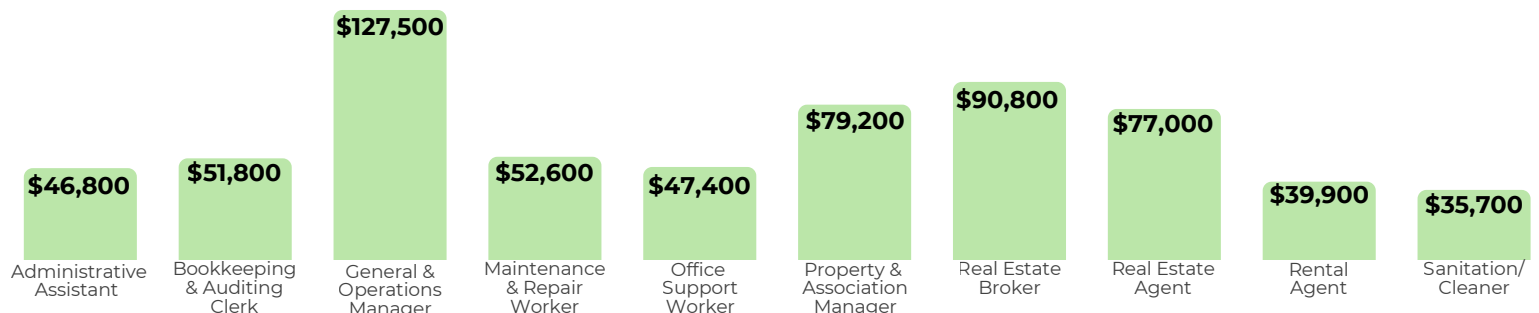
BRASFIELD & GORRIE
70 employees

Regency Centers.
230 employees

CBRE
80 employees

AVERAGE WAGES

Entry-Senior Level



Source: JobsEQ, 2026

Talent Pipeline

Regional colleges & degree/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
- Flagler College
- University of Florida (Graduate Campus)

Graduate Level

- Business/General Administration (MBA or DBA)
- Management (MS)

ADVANCED DEGREE

- General & Operations Manager **(\$127,500)**

Bachelor Level

- Business Administration/Management (BA, BS or BBA)
- Finance or Accounting (BA, BS or BBA)

4-YEAR DEGREE

- Bookkeeping & Auditing Clerk **(\$51,800)**
- Property Manager **(\$79,200)**
- Real Estate Sales Agent **(\$77,000)**

Associate Level

- Accounting or Accounting Technology (AS)
- Business Administration (AA or AS)

2-YEAR DEGREE

- Bookkeeping & Auditing Clerk **(\$51,800)**
- Real Estate Broker **(\$90,800)**
- Real Estate Sales Agent **(\$77,000)**

Certificate Level

- Electricity
- Heating, Ventilation, Air Conditioning/Refrigeration (HVAC)
- Home Staging Specialist
- Welding Technology
- Real Estate Sales Associate License
- Department of Business & Professional Regulation (DBPR*)

1 YEAR (OR LESS) CERTIFICATE

- Maintenance & Repair Worker **(\$52,600)**
- Real Estate Broker **(\$90,800)**
- Real Estate Sales Agent **(\$77,000)**

Real Estate & Broker Licenses available in the State of Florida.

Entry Point

- High school students enrolled in any related Career and Technical Education (CTE) academies or curriculum. This also includes certification opportunities.

HIGH SCHOOL DIPLOMA

- Office Support **(\$47,400)**

DATA PROVIDED BY JOBSEQ 2026, ONET.ORG, BLS.GOV AND INDEED.COM
This represents a sampling of programs currently being offered. Curriculum is subject to change.

SELECT REGIONAL EMPLOYERS

ARCO Design/Build+*
Auld & White Constructors+*
Baker Design Build+*
Balfour Beatty Construction
Batson-Cook Construction+
Berkshire Hathaway Home
Services - FL Network+*
Brasfield & Gorrie, LLC+*
CBRE+*
Cerris Builders+*
Colliers International NEFL+*

Corner Lot Development+
CP Group
Danis Construction+
England-Thims & Miller+*
Evans General Contractors*
GreenPointe Holdings+*
Haskell+*
JLL
Live Oak Contracting*
Marand Builders+*

Merritt Properties+*
NAI Hallmark+*
North Florida LandTrust+*
Perry McCall Construction, Inc.
Prosser*
RS&H+*
Stellar+*
Summit Contracting*
Superior Construction+
Tetrattech+
WGI

*JAXUSA Partnership Investor/ +JAX Chamber Member

To view full list of investors, visit jaxusa.org.

BUSINESS IS BOOMING IN THE JACKSONVILLE REGION:

REAL ESTATE OFFERS CAREER OPPORTUNITIES IN MULTIPLE SUB-SECTORS

Real estate can be broken into three different sub-sectors: residential, commercial and relocation specialist. All careers in this industry require an initial training course that prepares individuals for the Sales Associate Exam that is offered in several formats. Passing the Department of Business and Professional Regulation exam allows one to earn the initial Real Estate Sales Associate license, and then the Real Estate Sales Associate license thereafter. Here's a breakdown of each sub-sector and what is entailed:

Residential Real Estate is primarily for housing families and individuals. Properties include houses, apartments and condominiums. This sub-sector can require more hands-on management due to frequent tenant turnover.

Commercial Real Estate is used by businesses for operations and income generation. Properties include offices, retail spaces and industrial buildings.

Relocation Real Estate is a specialized niche that is dedicated to assisting individuals or businesses with the process of moving locations. This sub-sector can include residential and commercial clients.



JAXUSA TALENT DEVELOPMENT

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