



CAREER PATH  
**Business, Management & Technology**

CAREER CLUSTER  
**Marketing, Sales & Service**

CAREER PATHWAY  
**Professional Sales and Marketing**



# REAL ESTATE SALES AGENT

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. Include agents who represent buyer.

### Knowledge and Skills Needed for this Career

In addition to courses required for high school graduation, essential skills and knowledge needed for a career as a real estate sales agent are reinforced by taking rigorous and relevant courses, as well as participating in work-based experiences and student organization activities.

*(See the Sample Personal Plan of Study for suggested coursework, activities, and knowledge and skills to pursue in preparation of an occupation in this Career Cluster.)*

### Education Requirements

| Occupation                      | Percent of Missouri employees aged 25 to 44 in the occupation whose highest level of educational attainment is: |              |                         |
|---------------------------------|---|--------------|-------------------------|
|                                 | High School or Less   | Some College | Bachelor Degree or More |
| Real estate sales agents        | 17.9%   | 37.4%        | 44.7%                   |
| Other Sales and Related Workers | 28.2%   | 31.9%        | 39.9%                   |
| Sales and Related               | 31.8%   | 32.1%        | 36.0%                   |

Most Common Educational/Training Level: Postsecondary vocational award  
 Apprenticeships are available for more than 240 occupations. Visit [www.oa.doleta.gov/bat.cfm](http://www.oa.doleta.gov/bat.cfm)  
 Note: Be sure to learn whether your occupation has a specific requirement for education or licensing.

### National and State Wage Information

| Location      | Pay Period | 2007     |          |               |
|---------------|------------|----------|----------|---------------|
|               |            | Entry*   | Median   | Experienced** |
| United States | Hourly     | \$13.32  | \$19.52  | \$31.27       |
|               | Yearly     | \$27,700 | \$40,600 | \$65,000      |
| Missouri      | Hourly     | \$11.90  | \$16.17  | \$27.47       |
|               | Yearly     | \$24,800 | \$33,600 | \$57,100      |

Based on (\*) lower 25% and (\*\*) upper 25% percentile of wages

### National and State Employment Trends

| Real Estate Sales Agent | Employment |         | Percent Change | Job Openings* |
|-------------------------|------------|---------|----------------|---------------|
|                         | 2006       | 2016    |                |               |
| United States           | 432,300    | 478,100 | + 11%          | 11,500        |
| Missouri                | 5,950      | 7,020   | + 18%          | 230           |

\*The estimate for Job Openings includes both turnover that results from people who leave the occupation (e.g. quit, retire, death) and new jobs that are created.

### Educational Opportunities

*Note: This list may not be all inclusive. For more information about Missouri schools and programs, visit [www.dhe.mo.gov](http://www.dhe.mo.gov)*

**Drury University**  
 Springfield, MO  
 (417) 873-7879  
[www.drury.edu](http://www.drury.edu)

**Saint Louis Community College - Florissant Valley**  
 Saint Louis, MO  
 (314) 513-4200  
[www.stlcc.edu](http://www.stlcc.edu)

**Saint Louis Community College - Meramec**  
 Kirkwood, MO  
 (314) 984-7500  
[www.stlcc.edu](http://www.stlcc.edu)



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ELEMENTARY AND SECONDARY  
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