A photograph of three business professionals in a meeting. A man in a light blue button-down shirt is in the center, looking down at a tablet held by a woman on the right. A woman on the left is also looking at the tablet. The background is blurred, showing other people in a professional setting.

3 Occupations in 5 California Counties

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What is Lightcast Data?

Lightcast 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, resumé, and job postings to give you a complete view of the workforce.

Lightcast 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

3 Occupations

11-9141 Property, Real Estate, and Community
Association Managers

41-9021 Real Estate Brokers

41-9022 Real Estate Sales Agents

5 Counties

6001 Alameda County, CA

6013 Contra Costa County, CA

6075 San Francisco County, CA

6081 San Mateo County, CA

6085 Santa Clara County, CA

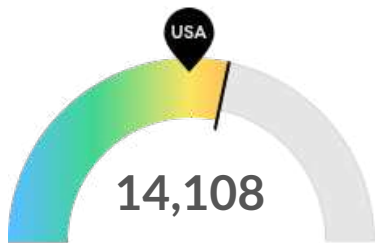
Class of Worker

QCEW Employees

The information in this report pertains to the chosen occupations and geographical areas.

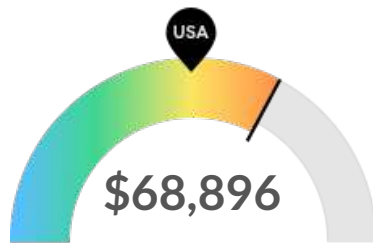
Executive Summary

Aggressive Job Posting Demand Over a Deep Supply of Regional Jobs



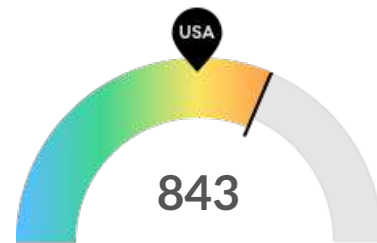
Jobs (2022)

Your area is a hotspot for this kind of job. The national average for an area this size is 11,700* employees, while there are 14,108 here.



Compensation

Earnings are high in your area. The national median salary for your occupations is \$57,338, compared to \$68,896 here.



Job Posting Demand

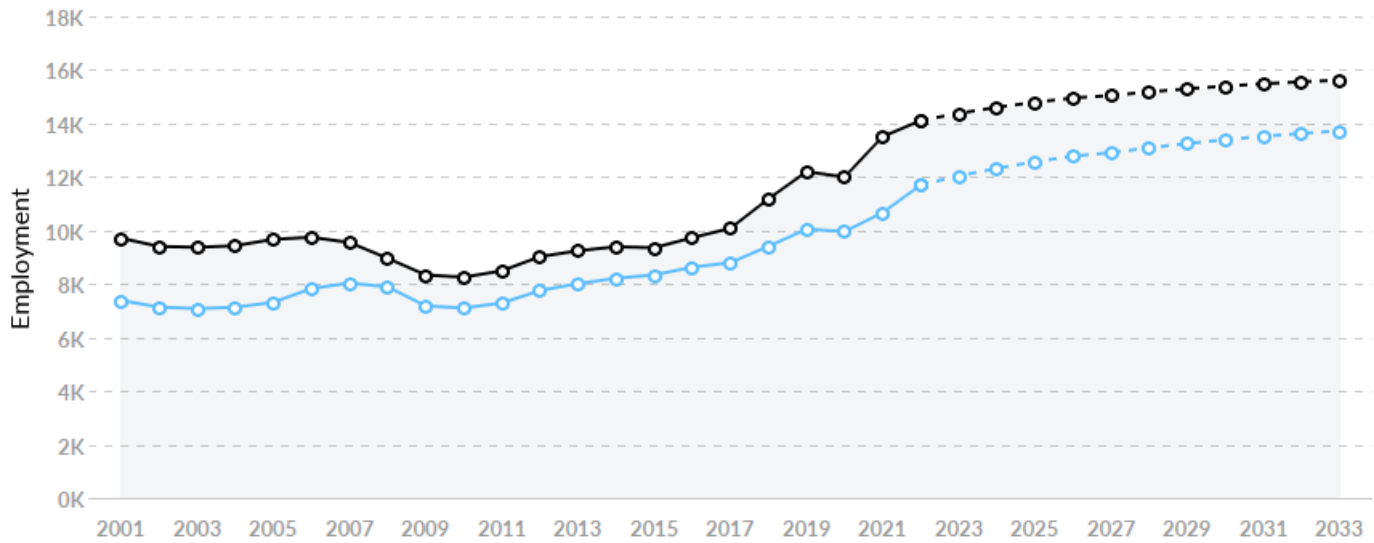
Job posting activity is high in your area. The national average for an area this size is 589* job postings/mo, while there are 843 here.

*National average values are derived by taking the national value for your occupations and scaling it down to account for the difference in overall workforce size between the nation and your area. 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 11,700* jobs, while there are 14,108 here. This higher than average supply of jobs may make it easier for workers in this field to find employment in your area.



Region	2022 Jobs	2029 Jobs	Change	% Change
● 5 California Counties	14,108	15,294	1,187	8.4%
● National Average	11,700	13,248	1,548	13.2%

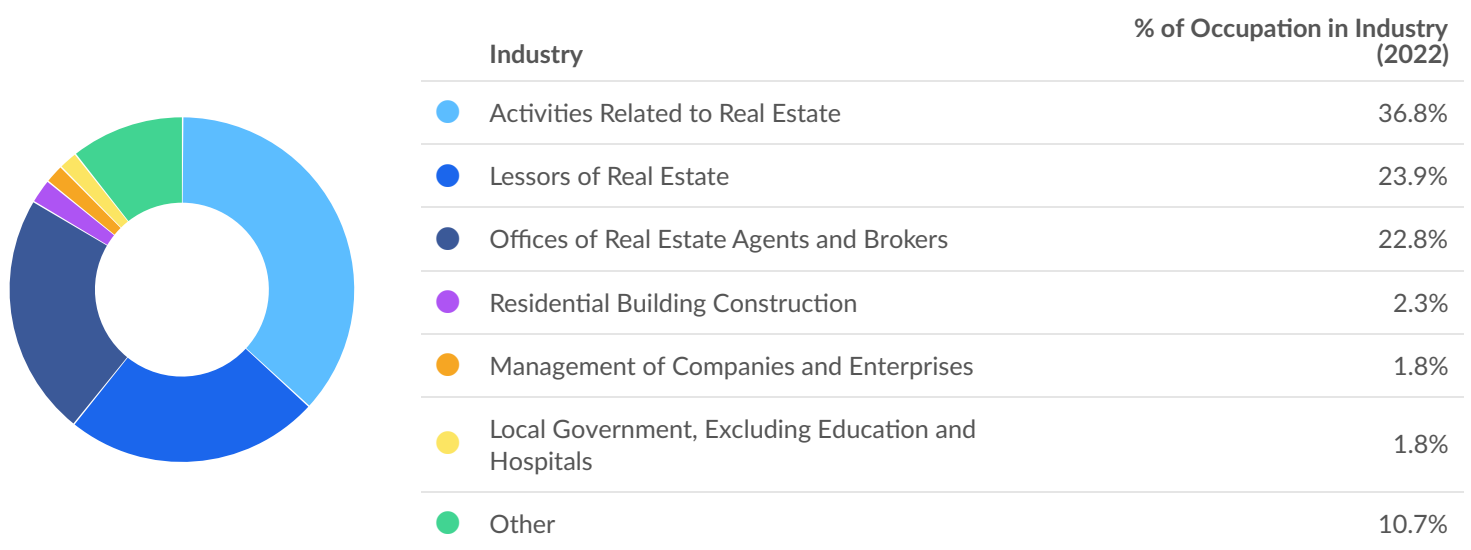
*National average values are derived by taking the national value for your occupations and scaling it down to account for the difference in overall workforce size between the nation and your area. In other words, the values represent the national average adjusted for region size.

Regional Breakdown



County	2022 Jobs
San Francisco County, CA	4,069
Santa Clara County, CA	3,936
Alameda County, CA	2,565
Contra Costa County, CA	2,008
San Mateo County, CA	1,529

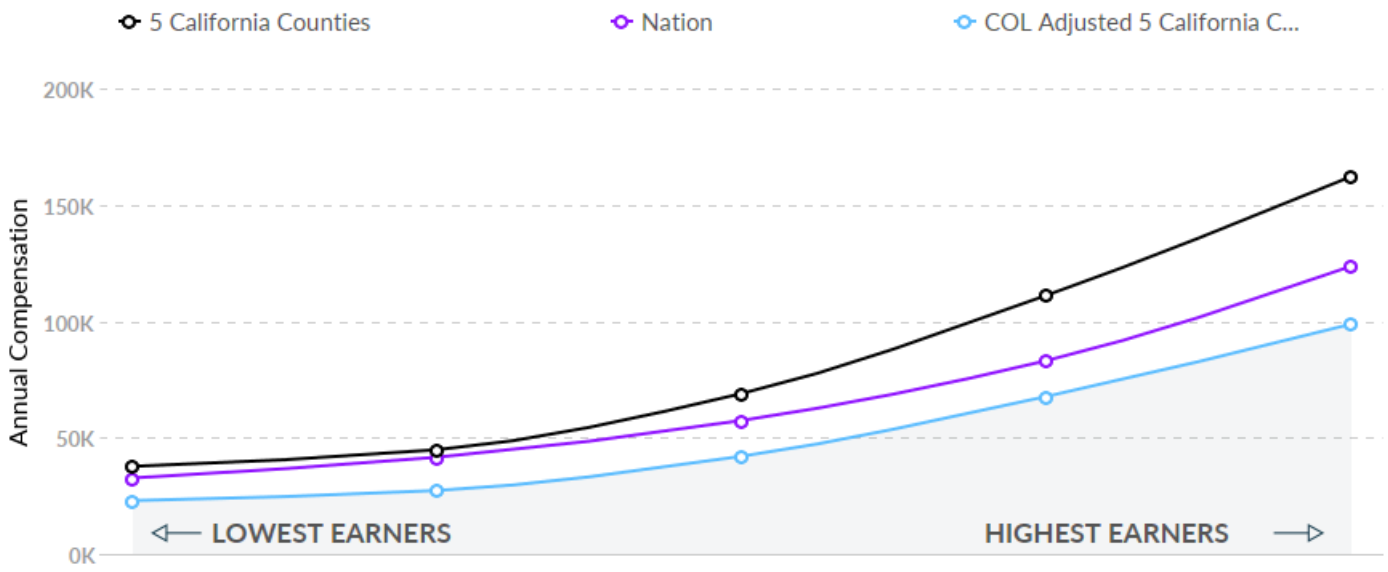
Most Jobs are Found in the Activities Related to Real Estate Industry Sector



Compensation

Regional Compensation Is 20% Higher Than National Compensation

For your occupations, the 2022 median wage in your area is \$68,896, while the national median wage is \$57,338.



Job Posting Activity



16,014 Unique Job Postings

The number of unique postings for this job from Jan 2022 to Jul 2023.



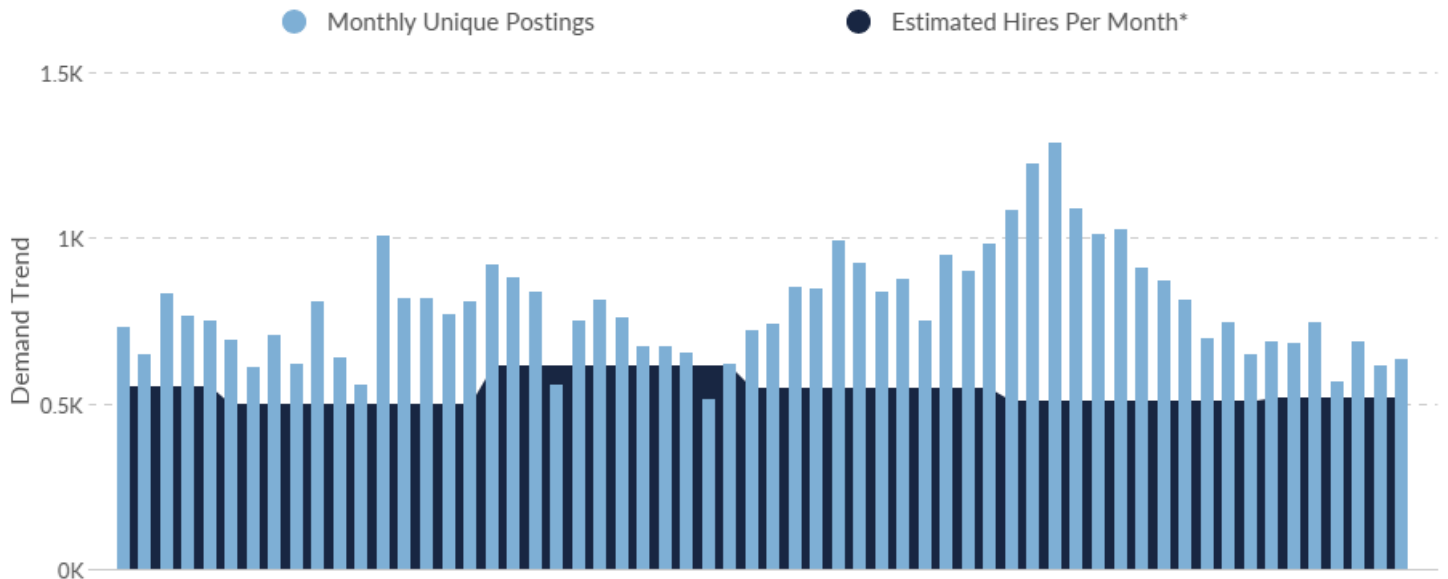
2,181 Employers Competing

All employers in the region who posted for this job from Jan 2022 to Jul 2023.























32 Day Median Duration

Posting duration is 2 days longer than what's typical in the region.



Occupation	Avg Monthly Postings (Jan 2022 - Jul 2023)	Avg Monthly Hires (Jan 2022 - Jul 2023)
Property, Real Estate, and Community Association Managers	413	329
Real Estate Sales Agents	418	129
Real Estate Brokers	12	55

*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. Lightcast hires are calculated using a combination of Lightcast jobs data, information on separation rates from the Bureau of Labor Statistics (BLS), and industry-based hires data from the Census Bureau.

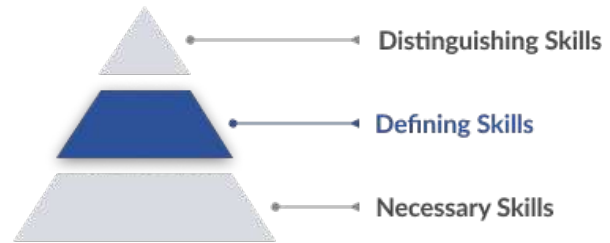
Top Companies	Unique Postings	Top Job Titles	Unique Postings
Greystar	851 	Real Estate Agents	1,239 
Robert Half	390 	Leasing Consultants	1,220 
Intero Real	327 	Property Managers	1,082 
Cushman & Wakefield	324 	Community Managers	977 
Keller Williams Realty	277 	Assistant Property Managers	705 
John Stewart Company	264 	Leasing Professionals	557 
Fpi Management	239 	Assistant Community Managers	410 
Intersolutions	192 	Property Administrators	311 
Woodmont Real Estate Services	184 	Leasing Agents	266 
Sares Regis Operating Company...	175 	Multifamily Project Managers	184 

Top Distinguishing Skills by Demand

Not enough data to display Distinguishing Skills for this occupation.

Top Defining Skills by Demand

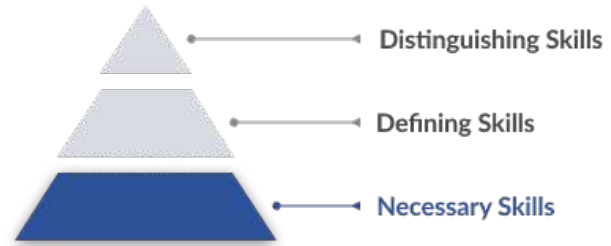
An occupation's Defining Skills represent the day-to-day tasks and responsibilities of the job. An employee needs these skills to qualify for and perform successfully in this occupation.



Skill	Salary Boosting	Job Postings Requesting
Property Management	✓	5,644
Marketing	✗	4,840
Valid Driver's License	✗	2,941
Sales Prospecting	✗	2,938
Yardi (Property Management Software)	✓	2,935
Real Estate Salesperson License	✗	2,501
Property Inspection	✗	1,049
Real Estate Sales	✓	789
Evictions	✗	653

Top Necessary Skills by Demand

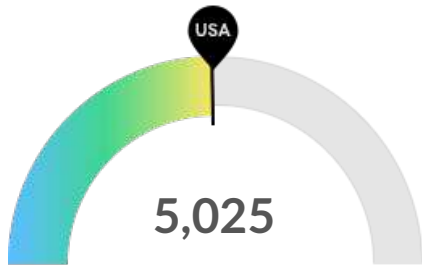
An occupation's Necessary Skills are the specialized skills required for that job and relevant across other similar jobs. An employee needs these skills as building blocks to perform the more complex Defining Skills.



Skill	Salary Boosting	Job Postings Requesting
Property Management	✓	5,644
Valid Driver's License	✗	2,941
Sales Prospecting	✗	2,938
Real Estate Salesperson License	✗	2,501
Accounting	✗	2,358
Financial Statements	✗	1,624
Invoicing	✗	1,494
Deposit Accounts	✗	1,266
Selling Techniques	✗	1,051
Auditing	✗	1,041

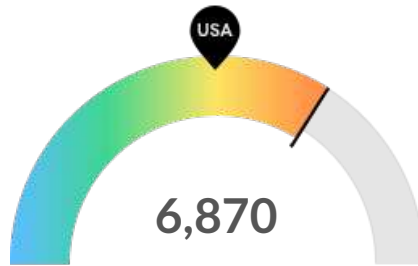
Demographics

Retirement Risk Is About Average, While Overall Diversity Is High



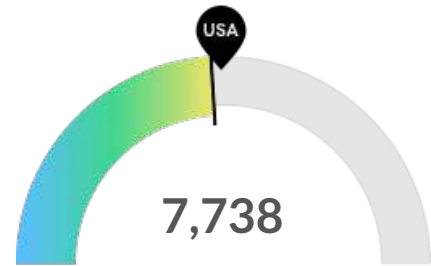
Retiring Soon

Retirement risk is about average in your area. The national average for an area this size is 5,101* employees 55 or older, while there are 5,025 here.



Racial Diversity

Racial diversity is high in your area. The national average for an area this size is 4,179* racially diverse employees, while there are 6,870 here.

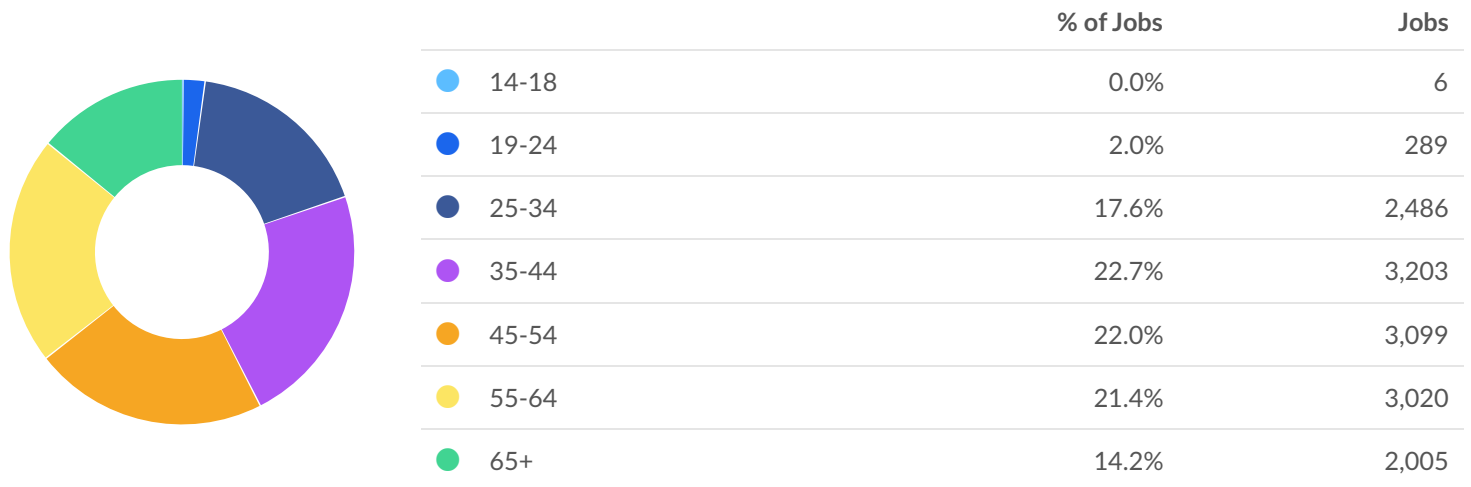


Gender Diversity

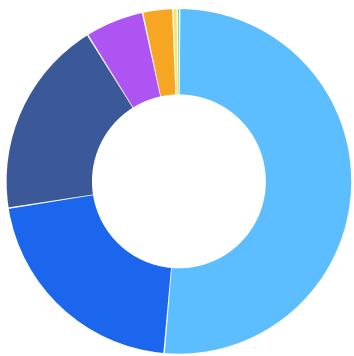
Gender diversity is about average in your area. The national average for an area this size is 8,174* female employees, while there are 7,738 here.

*National average values are derived by taking the national value for your occupations and scaling it down to account for the difference in overall workforce size between the nation and your area. In other words, the values represent the national average adjusted for region size.

Occupation Age Breakdown



Occupation Race/Ethnicity Breakdown



	% of Jobs	Jobs
● White	51.3%	7,238
● Hispanic or Latino	21.1%	2,983
● Asian	18.6%	2,625
● Black or African American	5.5%	775
● Two or More Races	2.8%	397
● Native Hawaiian or Other Pacific Islander	0.4%	60
● American Indian or Alaska Native	0.2%	30

Occupation Gender Breakdown



	% of Jobs	Jobs
● Males	45.2%	6,370
● Females	54.8%	7,738

Occupational Programs



8 Programs

Of the programs that can train for this job, 8 have produced completions in the last 5 years.



9,185 Completions (2021)

The completions from all regional institutions for all degree types.



2,492 Openings (2021)

The average number of openings for an occupation in the region is 735.

CIP Code	Top Programs	Completions (2021)
24.0101	Liberal Arts and Sciences/Liberal Studies	8,587
52.0801	Finance, General	325
52.1501	Real Estate	137
52.1801	Sales, Distribution, and Marketing Operations, General	84
24.0199	Liberal Arts and Sciences, General Studies and Humanities, ...	45
24.0102	General Studies	6
30.0000	Multi-/Interdisciplinary Studies, General	1

Top Schools	Completions (2021)	
Chabot College	955	
Los Medanos College	843	
West Valley College	678	
Foothill College	629	
Contra Costa College	588	
Diablo Valley College	573	
City College of San Francisco	536	
San Jose City College	444	
Berkeley City College	423	
Gavilan College	413	

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

Lightcast 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.