

Real Estate Brokers (41-9021)

Occupation description: Operate real estate office, or work for commercial real estate firm, overseeing real estate transactions. Other duties usually include selling real estate or renting properties and arranging loans.

Employment and Job Openings

| | Employment | | | Average annual openings | | |
|----------------------|---------------|-----------------|----------------|-------------------------|----------------------|-------|
| | 2016 estimate | 2026 projection | Percent change | Labor force exits | Occupation transfers | Total |
| Alaska | 42 | 42 | 0.0 | 2 | 2 | 4 |
| United States | 95,300 | 100,000 | 4.9 | 5,000 | 3,800 | 9,270 |

Job outlook

Alaska: Alaska's employment growth is low with low employment opportunities. [Read more.](#)

2018 Wages

| | Mean Wage | Wage by Percentile | | | | |
|------------------------------|-----------|--------------------|-------|--------|-------|-------|
| | Mean | 10th | 25th | Median | 75th | 90th |
| United States | 37.95 | 10.94 | 17.59 | 27.99 | 44.61 | 78.63 |
| Alaska | 35.73 | 26.99 | 32.56 | 35.22 | 38.49 | 40.72 |
| Anchorage/Mat-Su Area | 35.75 | 26.80 | 33.09 | 35.43 | 38.36 | 40.31 |

Labor Force Indicators

2016 Worker Characteristics

| Total workers | Nonresident workers | Percent nonresident | Percent age 45 plus | Percent age 50 plus |
|---------------|---------------------|---------------------|---------------------|---------------------|
| 40 | 2 | 5.0 | 65.0 | 57.5 |

2016 Potential Supply

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| Qualified but working in another occupation | 3 |
| Currently employed in a lower paid occupation | 3 |
| UI claimants previously working in occupation | 2 |

2016 ALEXsys Employment Data

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| Number of registrants | 37 |
| Number of job position postings | 0 |
| Ratio of registrants to job position postings | 0.0 |

Alaska Licensing Information

Real Estate Broker – [View licensing requirements and number licensed](#)

Typical Entry-level Education, Experience, and/or On-the-job Training

Education: High school diploma or equivalent

Work experience: Less than 5 years

On-the-job training: None

Training Resources

| | Degree |
|--|--------|
| ACH Consulting (Juneau) | |
| Broker/Associate Broker Upgrade Course | |
| e-Base: Pre-Licensing | |
| Fairbanks Post-Licensing for New Licensees | |
| Fairbanks Pre-licensing | |
| Juneau Classroom Post-Licensing for Broker/Associate Brokers | |
| Post-licensing for Brokers/Associate Brokers | |
| Post-licensing for New Licensees | |
| Real Estate Continuing Education | |
| Real Estate License Upgrade | |

| | Degree |
|--|--------|
| Alaska Academy of Real Estate (Anchorage) | |
| Alaska Landlord/Tenant Act – Basics for all Licensees | |
| Alaska Real Estate Consumers Pamphlet | |
| Alaska State Law Course - 6 Hr Pre-License Course | |
| Buyer Broker Contracts, Property Management, Commercial Transactions, Back Up Offers, Addendums and Amendments Conversations | |
| Competitive Market Analysis, Appraisals, and Marketing to Sellers Conversations | |
| Confidentiality Conversations | |
| Consumer Protection | |
| Contingent on Sale or Close Conversations | |
| Contracts and Real Estate License Law | |
| Current Alaska Real Estate Legal & Ethical Issues | |
| Disclosure and Home Inspections Conversations | |
| Earnest Money Conversations | |
| Ethics Conversations | |
| Homeowner and Condominium Conversations | |

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| Internet Loans, Mortgage Fraud and Predatory Lending Practices Conversations | |
| Landlord Tenant Act Conversations | |
| Listing Agreement (Authorization and Exclusive Right to Sell) Conversations | |
| Multiple Offer Conversations | |
| Negotiation Conversations | |
| Pre-Approval and Pre-Qualification Letters, Good Faith Estimates, Loan Types Conversations | |
| Purchase and Sale Agreements and Land Purchase and Sale Agreements | |
| Purchase and Sale Agreements Buyers | |
| Purchase and Sale Seller Agreement Conversations | |
| Real Estate Post-Licensing | |
| Real Estate Pre-License | |
| Settlement Statements, Security Deposit Transfers, Rent Prorations, Seller Net Proceeds, and Good Funds Law Conversations | |
| Showing Properties and Marketing to Buyers Conversations | |
| The Closing Process Conversations | |
| Title Reports, CC&Rs, Resale Certificates, Public Offering Statements, Zoning, Environmental Issues, Survey and Recordkeeping Conversations | |

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| | Degree |
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Alaska Association of Realtors (Anchorage)

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| Advocating for Short Sale Clients | |
| Affordable Housing: Solutions for Homes and Financing | |
| Alaska Electives Package #1 (with Ethics course) | |
| Alaska Electives Package #2 | |
| Alaska Electives Package, Commercial | |
| Alaskan Soils and Environmental Concerns for Realty | |
| Alaskan Soils and Environmental Concers for Realty | |
| Assistance Animals and Fair Housing | |
| Attracting Online consumers: Listings and Syndication | |
| Code of Ethics in Action: Real-Life Applications | |
| Code of Ethics: Good For Your Clients and Your Business | |
| Current Issues and Trends in Real Estate | |
| Did You Serve? Identifying Homebuying Advantages for Veterans | |
| Going Green: The Environmental Movement in Real Estate | |
| Keeping it Honest: Understanding Real Estate and Mortgage Fraud | |
| Marijuana In Real Estate | |
| Marijuana in Real Estate | |
| Marketing, Advertising, and Social Media Compliance | |
| Marketing, Advertising, and Social Media Compliance 3.0 | |
| Personal Safety | |

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| Preparing a Market Analysis: Best Practices | |
| Residential Property Management Essentials | |
| Roadmap to Success - Business Planning for Real Estate Professionals | |
| Sex and Real Estate: Sexual Harasment, Sexual Discrimination, and Fair Housing | |
| Taxes and Real Estate: What You Need to Know | |
| Technology Tools, Trends, and Risk Management | |
| The Fundamentals of Commercial Real Estate | |
| Working With Real Estate Investors: Understanding Investor Strategies | |
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Degree

Alaska Craftsman Home Program (Anchorage)

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| Energy Conversations for New Construction Marketing | |
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Degree

Alaska Housing Finance Corporation (Anchorage)

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| Certified Aging in Place Specialists CAPS Designation | |
| HomeChoice | |
| How to Choose a Contractor | B |
| More than a Mortgage | |
| Underwriting Home Rental Projects | |

Degree

Northern Trust Real Estate Academy (Anchorage)

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| New (Real Estate) Licensee Training | |
| Real Estate Post-Licensing Training | |
| Real Estate Pre-Licensing | |

Degree

Real Estate Associate Learning Systems for Alaskans (Anchorage)

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| Real Estate - 3-4 Hours Continuing Education for License Renewal (classroom) | |
| Real Estate - 6-8 Hours Continuing Education for License Renewal (classroom) | |
| Real Estate - Broker Supervision Requirements & Record Keeping #1027 | |
| Real Estate - Consumer Protection (to include TRID) #16179 | |
| Real Estate - Continuing Education by the Hour (classroom) | |
| Real Estate - Contract Law #16178 | |
| Real Estate - Correspondence Continuing Education by the Hour (correspondence) | |
| Real Estate - Disclosures for the Real Estate Broker #1028 | |
| Real Estate - Eight Required Hours 2016 Renewal (correspondence) | |
| Real Estate - Eight Required Hours 2018 Renewal (correspondence) | |
| Real Estate - Foreclosures, Short Sales, REO's & Auctions (correspondence #2711) | |

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| Real Estate - Forms of Ownership #16181 | |
| Real Estate - Introduction to Commercial Real Estate Sales (correspondence #2387) | |
| Real Estate - Licensee Relationships & Disclosures #16180 | |
| Real Estate - Organizing & Managing a Real Estate Office #1026 (correspondence) | |
| Real Estate - Overview of Real Estate Documents (correspondence #2079) | |
| Real Estate - Paper Trails (correspondence #2211) | |
| Real Estate - Property Disclosures & Inspections #2843 | |
| Real Estate - Property Disclosures - The Real Estate Professionals Guide to Reducing Risk (#2202) | |
| Real Estate - Property Management & Managing Risk 6 ECE (correspondence #2203) | |
| Real Estate - Sales Contracts for the RE Professional (correspondence #2542) | |
| Real Estate - Situational Ethics #16178 | |
| Real Estate - Title Insurance Policies (correspondence #2078) | |
| Real Estate - Trust Accounting Procedures #1029 | |
| Real Estate - Twelve Elective Hours (correspondence) | |
| Real Estate - Twenty Hour Continuing Education for License Renewal (classroom) | |
| Real Estate - Twenty Hours 2016 License Reinstatement (correspondence) | |
| Real Estate - Twenty Hours 2018 License Renewal (correspondence) | |
| Understanding 1031 Tax Free Exchanges (correspondence #2999) | |

| | Degree |
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| Royse & Associates (Anchorage) | |
| Asset Protection | |
| Real Estate Broker Post-License | |
| Real Estate Broker Pre-License | |
| Real Estate Continuing Education Class | |
| Real Estate Continuing Education Class Package | |
| Real Estate Sales Post-License | |
| Real Estate Sales Pre-License | |
| State Law for Alaska | |