

Real Estate Sales Agents (41-9022)

Occupation description: 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. Includes agents who represent buyer.

Employment and Job Openings

	Employment			Average annual openings		
	2016 estimate	2026 projection	Percent change	Labor force exits	Occupation transfers	Total
Alaska	192	198	3.1	10	8	19
United States	348,800	369,000	5.8	18,400	14,000	34,420

Job outlook

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

2019 Wages ?

	Mean Wage	Wage by Percentile				
	Mean	10th	25th	Median	75th	90th
United States	29.83	11.98	16.16	23.53	36.22	53.75
Alaska	38.15	27.21	31.83	36.83	44.36	50.89
Anchorage/Mat-Su Area	37.94	26.90	31.13	37.01	44.24	51.21

Labor Force Indicators

2016 Worker Characteristics

Total workers	Nonresident workers	Percent nonresident	Percent age 45 plus	Percent age 50 plus
174	14	8.0	36.4	27.9

2016 Potential Supply

Qualified but working in another occupation	20
Currently employed in a lower paid occupation	12
UI claimants previously working in occupation	9

2016 ALEXsys Employment Data

Number of registrants	216
Number of job position postings	3
Ratio of registrants to job position postings	72.0

Alaska Licensing Information

Real Estate Licenses – [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: None

On-the-job training: Moderate-term on-the-job training

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	

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	

	Degree
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Alaska Association of Realtors (Anchorage)

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	

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	
Working With Real Estate Investors: Understanding Investor Strategies	

Degree

Alaska Craftsman Home Program (Anchorage)

Energy Conversations for New Construction Marketing	
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Degree

Alaska Housing Finance Corporation (Anchorage)

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)

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

Degree

Real Estate Associate Learning Systems for Alaskans (Anchorage)

Contract Law as it pertains to Documents Used in Real Estate #17507	
Ethical Situations #17505	
Landlord Tenant Act - Basics for All Licensees #2995	
Real Estate - Broker Supervision Requirements & Record Keeping #1027	
Real Estate - Broker Upgrade	
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 2018 Renewal (correspondence)	

Real Estate - Eight Required Hours 2020 Renewal (correspondence)	
Real Estate - Foreclosures, Short Sales, REO's & Auctions (correspondence #2711)	
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 Inspections & Disclosures #17508	
Real Estate - Property Management & Managing Risk 6 ECE (correspondence #2203)	
Real Estate - Sales Contracts for the RE Professional (correspondence #2542)	
Real Estate - Situational Ethics #16177	
Real Estate - Title Insurance Policies (correspondence #2078)	
Real Estate - Trust Accounting Procedures #1029	
Real Estate - Twelve Elective Hours (correspondence)	
Real Estate - Twenty Hours 2018 License Reinstatement (correspondence)	
Real Estate - Twenty Hours 2020 License Renewal (correspondence)	
Risk Management #17509	
Understanding & Working With Title Reports, Encroachments & Easements #17506	
Understanding 1031 Tax Free Exchanges (correspondence #2999)	

	Degree
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	