

CAREER PROFILE

JOB DESCRIPTION

Real estate salespersons help clients buy, sell, and rent properties. They typically do the following:

- Solicit potential clients to buy, sell, and rent properties
- Advise clients on prices, mortgages, market conditions, and related information
- Compare properties to determine a competitive market price
- Generate lists of properties for sale or rent, including details such as location and features
- Promote properties through advertisements, open houses, and listing services
- Take prospective buyers or renters to see properties
- Present purchase offers to sellers for consideration
- Mediate negotiations between buyer and seller
- Ensure that terms of purchase contracts are met
- Prepare documents, such as closing statements, purchase agreements, and leases

PAY

\$ 54,300 on average (\$26.10/hour) as of May 2023

JOB OUTLOOK

3% (as fast as average) 2022-32

EDUCATION/TRAINING

Trainees must: (1) Be 18 years or older, (2) Have a high school diploma or its equivalent, (3) Be free of conviction of a felony or crime or disqualifying offense, and (4) Be sponsored by an Ohio Broker.

EDUCATION/TRAINING (continued)

The 120-hour required training can be completed in two to five months depending on whether a student takes online or in-person classes.

Education requirements include:

- Real Estate Principles and Practices (40 hours)
- Ohio Real Estate Law, including instruction in civil rights, housing discrimination, and desegregation problems (40 hours)
- Real Estate Appraisal (20 hours)
- Real Estate Finance (20 hours)

After completion of pre-licensure education and other requirements, students must submit an application to the Ohio Division of Real Estate and Professional Licensing before scheduling the State and National portions of the Ohio Real Estate Salesperson Exam. A passing score on this exam is 70.

IMPORTANT SKILLS

- **Business skills.** Most real estate sales agents are self-employed; they must be able to manage every aspect of their business, including billing and advertising.
- **Interpersonal skills** to interact with others, such as clients and contractors. They must be respectful and dependable.
- **Organizational skills** to manage time for planning and prioritizing work.
- **Problem-solving skills** to address concerns relating to a property as well as mediate negotiations between a seller and a buyer.
- **Self-motivation** including an ability to work independently.

TRAINING PROGRAMS

CUYAHOGA COMMUNITY COLLEGE

Cleveland

Tri-C offers online, self-paced, self-study courses through their Corporate College. There are options to work with a coach if desired.

www.tri-c.edu/corporatecollege/professional-development/pre-licensure-real-estate-courses.html

TRAINING PROGRAMS *(continued)*

LAKELAND COMMUNITY COLLEGE

Kirtland

Real Estate Salesperson Certificate. Can be completed in one semester or spread out over more time. An online option is available.

www.lakelandcc.edu/web/about/real-estate-departments

LORAIN COMMUNITY COLLEGE

Elyria

Real Estate Salesperson Certificate. Can be completed in one semester or spread out over more time. An online option is available.

www.lorainccc.edu/business-programs/real-estate/

Other Virtual Training Options. (This is not an all-inclusive listing.)

THE CE SHOP THROUGH DAVIS COLLEGE

120-Hour Ohio Salesperson Real Estate License Packages

www.theceshop.com/real-estate

HONDROS COLLEGE

Courses include self-paced online courses, instructor-led Livestream, or students can choose a combination of both.

www.hondros.com/programs/real-estate-salesperson/real-estate-education

Other Pre-License Course Locations from ohio Realtors.org

www.ohiorealtors.org/pre-license-course-locations/

ADDITIONAL RESOURCES

More information can be found at Ohio Department of Commerce, Division of Real Estate and Professional Licensing

<https://com.ohio.gov/home>