

# Careers in the Real World



## Real Estate Agent



Real estate agents or real estate brokers sell houses, buildings, and land owned by others. Real estate agents work with buyers, to help them find the right property. They also work with sellers to market, show, and sell property. Real estate agents or brokers earn a commission based on the sale price of the property.

### Some of the duties include:

- Research the real estate market to
- Determine a fair price for property
- Create brochures and sales flyers
- Set up advertisements
- Bring buyers to 'show' the property for sale



# Real Estate Agent

## Check It!

What do you think this career is about? Check off the spaces below and fill in your answers! Learn more at [www.vacareerview.org](http://www.vacareerview.org) or use other career resource books and web sites.



School Subjects needed: 1. What does someone with this career do? (Description)

- Math
- History
- Writing
- Reading
- Science
- Art
- Music
- Physical Education
- Health
- Foreign Language
- Computer Science
- Business Classes
- Government

2. Name some of the daily job responsibilities. (Duties)

Attributes needed:

- Honesty
- Dependable
- Caring
- Patient
- Independent
- Shows Initiative
- Punctual
- Creative
- Motivated
- Responsible

Works with:

- Tools
- Computers
- Numbers
- Adults
- Kids
- Teens
- Animals
- Machines
- Vehicles
- Music
- Art Supplies
- Food
- Money
- Heavy Equipment

Places they could work:

- City
- Country
- Foreign Countries
- Beach
- Mountains
- Mall
- School
- Medical Center
- Park
- Theatre
- Forest
- College

What hours do you think someone with this job would work?

- Days
- Nights
- Weekends
- Mon-Friday
- Part Time
- Full Time  
(33+ hours per week)

Skills needed:

- Teamwork
- Problem Solving
- Organization
- Communication
- Leadership
- Computers
- Writing
- Math
- Reading

# Real World Stats

# Real Estate Agent

Go to [www.vacareerview.org](http://www.vacareerview.org) to fill out the information below or use other career resource books and websites.



Career Family: \_\_\_\_\_

Description:

Education needed:

- \_\_\_ No High School Diploma
- \_\_\_ High School Diploma
- \_\_\_ On the job training
- \_\_\_ Certification
- \_\_\_ Career and Technical Training
- \_\_\_ Apprenticeship
- \_\_\_ 2 year Associate Degree
- \_\_\_ 4 year Bachelor's Degree
- \_\_\_ Master's Degree
- \_\_\_ Doctorate Degree
- \_\_\_ Other

Duties:

Average salary per year:



\_\_\_\_\_  
\_\_\_\_\_

Job projections: (check one)

\_\_\_ increasing



\_\_\_ decreasing



\_\_\_ staying the same



Special Requirements:

(check it out on [www.vaview.org](http://www.vaview.org))

\_\_\_ None listed

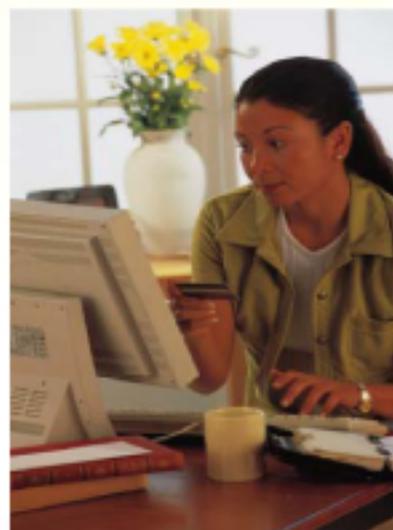
\_\_\_ You must meet the following requirements:

# Careers in the Real World

# Real Estate Agent



Write about a typical day for a real estate agent. Include the time to start work and when work ends, people to interact with, tasks to be completed, and possible problems that may arise during the typical day. Go to [www.vacareerview.org](http://www.vacareerview.org) to learn more.



### Research...call...visit.

A major part of a real estate agent's career is to advertise and market the properties to be sold. Part of creating the marketing brochure or flyer is to visit the property and get the following information. Use the work sheet below to get the specifications you would need to market a property. Get the information from your own home or from someone else's home with permission. Take along your measuring tape and get started!

## Home information

Type of property:

House       Duplex (multi family home)  
 Apartment     Town house  
 Mobile Home    Other

Street Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

County/ City \_\_\_\_\_

Lot Size \_\_\_\_\_ Year Built \_\_\_\_\_

Style of Home  One Story  Two Story  Three Story

Style of Home \_\_\_\_\_

Exterior Finish \_\_\_\_\_

Roofing \_\_\_\_\_

Basement  No  Yes  finished  unfinished

Describe: \_\_\_\_\_

Flooring:  Carpet  Hardwood  Tile  Linoleum

Heating:  Heat Pump  Gas  Wood

Water Heater:  Electric  Gas

Water source:  Well  City/ County water

Garage/ Carport:  No  Yes  Attached  Unattached  
 1 car  2 car  3 Car or more

Land Description: \_\_\_\_\_

\_\_\_\_\_

Appearance: \_\_\_\_\_

\_\_\_\_\_

Fireplace:  yes  no  1  2  3 or more

Appliances:  Stove  Refrigerator  Dishwasher

Built in Microwave  Trash Disposal  Dryer Hookup

Washer Hookup  Central Vacuum  Water Softener

Other \_\_\_\_\_



Interior Features:

Walls  Drywall  Plaster  Other: \_\_\_\_\_

Ceiling Fans  Yes  No

Walk -in closets  Yes  No

Vaulted Ceiling  Yes  No

Ceiling height :  8 feet  9 feet  Other

Extra Storage:  Yes  No

Custom Cabinets:  Yes  No

Other: \_\_\_\_\_

\_\_\_\_\_

Exterior Features:

Deck:  Yes  No Sidewalks  Yes  No

Porch:  Yes  No Garden  Yes  No

Private Yard:  Yes  No

Fence:  Yes  No (type) \_\_\_\_\_

Driveway:  Paved  Stones  Other

Patio:  Yes  No (type) \_\_\_\_\_

A major part of a real estate agent's career is to advertise and market the properties to be sold. Other agents have access to this information through the MLS ( Multiple Listing Service) data base. Real estate agents must enter the data in an MLS listing. This listing is a database of all properties that are for sale by real estate companies. Agents must also create brochures, flyers, and /or fact sheets to advertise the property and give buyers specific information about the property. Use the work sheet below to get the specifications you would need to market a property. Use the information from your own place you live or from someone else's home with permission. Take along your measuring tape and get started!

## Home information

List rooms, dimensions, and location

M- Main level

U-Upper level

L- Lower level

B-Basement

Kitchen: \_\_\_\_\_

Living Room: \_\_\_\_\_

Dining Room: \_\_\_\_\_

Family Room: \_\_\_\_\_

Study/Office: \_\_\_\_\_

Laundry Room: \_\_\_\_\_

Recreation Room: \_\_\_\_\_

Play Room: \_\_\_\_\_

Baths: (list full or half) and dimensions

Full - tub and/or shower

Half: Toilet and sink only no tub or shower

#1 \_\_\_\_\_

#2 \_\_\_\_\_

#3 \_\_\_\_\_

#4 \_\_\_\_\_

Bedrooms: specify walk in closets

#1 \_\_\_\_\_

#2 \_\_\_\_\_

#3 \_\_\_\_\_

#4 \_\_\_\_\_

#5 \_\_\_\_\_

Garage: \_\_\_\_\_

Basement: \_\_\_\_\_



**Select 3 rooms or areas in the home or on the property to highlight. Use descriptive words that appeal to buyers.**

See the examples below:

- Spacious Kitchen with custom oak cabinets, ceramic tile, breakfast nook, double sink, deluxe fixtures, built in microwave and gas range.*
- Master suite features hard wood floors, a view of the mountains, four large windows, and two walk in closets.*
- Family room has vaulted ceilings, french doors to open onto spacious deck, great view, hard wood floors, and surround sound speaker system.*

Select 3 rooms and describe them below. Highlight areas such as vaulted ceilings, walk in closets, view, new paint, floor type, special windows, new carpet, etc.

Room 1: \_\_\_\_\_

Description: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Room 2: \_\_\_\_\_

Description: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Room 3: \_\_\_\_\_

Description: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

## Careers in the Real World

*-Real Estate agents represent either buyers or sellers.  
-Buyers call real estate agents to find out what types of homes are for sale in a specific location, price range and style. Agents that represent buyers take them to tour properties.*

*-Sellers depend on real estate agents to advertise and market their property in order to sell it to the buyers. Real estate agents that represent sellers, visit the property for sale, take measurements and offer tips to the seller to improve the chances of selling the property.*

## Real Estate Agent

**Some suggestions a real estate agent may tell a seller are listed below. These are also things that buyers notice when they visit a home. If you were selling your home, check off the items that you would need to complete below.**

### Inside:

1. \_\_\_ Thin out closets to make the closets appear bigger.  
Remove extra clothes, boxes, clutter, etc.
2. \_\_\_ Keep beds made.
3. \_\_\_ Keep floors free of toys, papers, books, shoes, clothes, and other items.
4. \_\_\_ Cut down on excess furniture, toys, boxes, etc. to make rooms appear more spacious.
5. \_\_\_ Keep bathrooms clean and clutter free.
6. \_\_\_ Vacuum and mop floors and carpets.
7. \_\_\_ Keep kitchen sinks and counters clean and free of dishes, clutter, and other items.
8. \_\_\_ Keep tables clear. (No books, change, pencils, etc.)
9. \_\_\_ Take out trash regularly in all rooms.
10. \_\_\_ Select a space to keep indoor pets while buyers are touring the house.
11. \_\_\_ Paint and repair holes in walls from nails, etc.



### Outside:

1. \_\_\_ Keep grass cut.
2. \_\_\_ Keep porches and decks swept and clutter free.
3. \_\_\_ Add flowers to a flower bed or pots.
4. \_\_\_ Repair damaged fences, sidewalks, etc.
5. \_\_\_ Clean windows.
6. \_\_\_ Paint and repair any exterior damage.
7. \_\_\_ Keep yard free of toys, trash, bikes, etc.
8. \_\_\_ Clean up messes from outdoor pets.
9. \_\_\_ Pull weeds regularly.
10. \_\_\_ Pressure wash exterior of home if needed including patios, sidewalks, decks, steps, porches, etc.

Careers in  
the  
Real  
World

Part of a travel agent's responsibilities include advertising for the seller. Real estate agents want to let others know that the property is for sale. Use the home information guide on the previous page to create a flyer. You will be creating a flyer on 8.5 x11 paper. Some examples of real estate flyers are shown on below and on the following page.

Real Estate  
Agent

## House for Sale



123 Brock Street  
Bellevue, WA 60522

**Call Jay Adams – (000) 555-0123**

Provide a  
picture of  
the home.

List address of the  
home for sale, realtor  
name, company, and  
realtor number.

List features and  
facts here including:  
Outside features,  
Inside features,  
etc.

### *Features and Facts*

- ◆ Built in 1991
- ◆ .47 acre lot
- ◆ Brick foundation
- ◆ Vaulted ceiling
- ◆ Open dining area
- ◆ Ample closet space
- ◆ Floored attic for storage
- ◆ Atrium doors to deck
- ◆ Tiled fireplace
- ◆ Wood pile
- ◆ Aluminum gutters
- ◆ Fiberglass shingles
- ◆ Central heating
- ◆ Dishwasher and range
- ◆ Double pane windows
- ◆ Municipal water/sewer

- ◆ Convenient washer/dryer
- ◆ Energy-efficient electric water heater
- ◆ Deadbolts on all entrances
- ◆ Large master bedroom suite
- ◆ Ceiling fans in all rooms
- ◆ Built-in microwave
- ◆ Disposal unit
- ◆ Attached garage with door opener
- ◆ Shelves in garage
- ◆ Quiet street
- ◆ Private backyard
- ◆ Separate dining room
- ◆ 3 bedrooms

### *Room Sizes*

- ◆ Family room - 16'3" x 16'1"
- ◆ Dining room - 12' x 9'6"
- ◆ Kitchen - 9'9" x 9'5"
- ◆ Master bedroom - 12'1" x 11'11"
- ◆ Bedroom - 12'1" x 11'11"
- ◆ Bedroom - 11'11" x 11'11"
- ◆ Total = 1293 sq. feet

### *Schools*

- ◆ School of Fine Art
- ◆ Graphic Design Institute

### *Costs*

- ◆ Asking price: \$226,500
- ◆ Property taxes: \$1,811
- ◆ Utilities: \$150/months

List rooms with  
dimensions or  
feature 3 major  
areas in the home  
to describe.

Include schools that  
are in the area.

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Real Estate  
Agent



6 Bedroom, 4.5 bath, Game Room, Etc.

For more information please  
call agent. He'll be happy  
to answer your questions.

\$2.5 Million

5,000 sq. ft. spacious single family home.



Selling Agent's Name:  
William Smith

wk: (123) 456 7890 · cell: (123) 456 7895

Realtors 'R' Us

Address Line 1, Address Line 2, Address Line 3, Address Line 4  
Tel: (123) 456 7890, Cell: (123) 456 7895, Fax: (123) 456 7899  
name@company.com · www.company.com  
Company Slogan or Motto

Use the template below, or create your own to develop a flyer. Remember to list your name as the real estate agent, and include a picture of the property. Pictures can be added in digital format, taped, or drawn for the purposes of this project.

**House for Sale**

[Large empty rectangular box for property picture]

[Small empty rectangular box for price]

[Wide empty horizontal box for contact information]

[Three empty vertical rectangular boxes for additional details]

Careers in the  
Real World

Do the  
Math



Real  
Estate  
Agent

## Show me the money!!!!

-Listing agent: Earns 3% of the sale price. If the listing agent is also the one who sells the house, they may only take 5% of the total sale price.

-Selling Agent: Earns 3% of the sale price

-Real Estate Office: The commission is always shared, typically 50/50, between the office of the listing agent and the selling agent. The commission is shared to pay for the advertising, support staff, office space, etc.

-Top real estate agents may only pay the office 25% of commission.

Source: [http://www.mortgagenewsdaily.com/6132005\\_Become\\_Real\\_Estate\\_Agent.asp](http://www.mortgagenewsdaily.com/6132005_Become_Real_Estate_Agent.asp)

Now, check out the figures below to discover how much you really earn as a real estate agent.

1. John Sellers sells a house for \$250,00. He is also the listing agent and charges 5% total for both the sale and listing. His office takes 50% of his commission. How much will he make from the sale?

2. Carol Taylor sells a house for \$375,000. John Sellers is the listing agent. Carol is a very successful real estate agent and only pays her office 25% of her commission. John must pay 50% of his commission. How much will each make from the sale?

3. Tim Turner sells property for \$175,000. He also listed the property and charges the sellers 6% for listing and selling. He worked about 6 hours on advertising and collecting information. Tim spent approximately 15 hours showing buyers the property and 2 hours meeting with the sellers. How much commission will Tim make if his office takes 50%? How much per hour did Tim earn based on his final commission?



# Careers in the Real World



## What Do you think?

1. Are you interested in this career? Yes    No    Maybe

2. What do you think is the best thing about this career?

3. What do you think is the worst thing about this career?

4. What is the most important thing this career does for others?

5. What parts of this career match your interests, hobbies, strengths, and or goals?

Real Estate  
Agent

# Careers in the Real World

## Real Estate Agent



Virginia Standards of Learning met by this activity series:

### Grade 6:

English: 6.3, 6.5, 6.6

Math: 6.1, 6.4

### Grade 7:

English: 7.1, 7.4, 7.6, 7.7, 7.8, 7.9,

Math: 7.1, 7.2, 7.4, 7.5, 7.6

### Grade 8:

English: 8.1, 8.2, 8.6, 8.7, 8.8,

Math: 8.1, 8.3

### Grade 9:

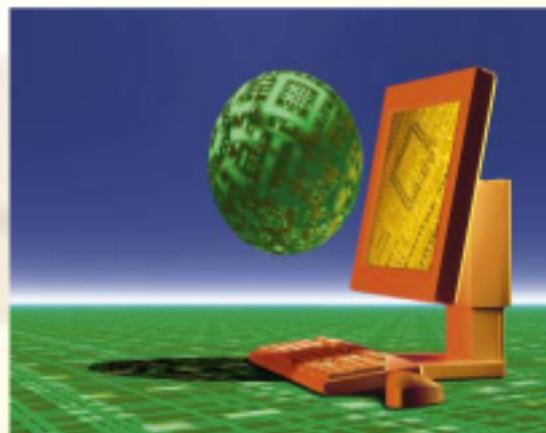
English: \*9.2, 9.4, 9.6, 9.7, 9.9

### Computer Technology Grades 6 - 8

C/T 6.8.1, C/T 6-8.3, C/T 6-8.5, C/T 6-8.6, C/T 6-8.7,

### Computer Technology Grades 9-12

C/T 9-12.3, C/T 9-12.6, C/T 9-12.7, C/T 9-12.8,



### Virginia Standards of Counseling Programs:

#### Career Development: Grades 6- 8

- MC1. Identify the relationship of course content, educational achievement, and career choices,
- MC2. Identify personal preferences, skills, and interests that influence career choices and success
- MC3. Understand the effect of career choices on the quality of life
- MC4. Understand the behaviors such as punctuality, courtesy, proper dress and language, and hard work are essential to success in the job market,
- MC5. Demonstrate understanding of the education and training needed to achieve career goals,
- MC6. Demonstrate employability skills such as individual initiative, teamwork, problem solving, organization, and communication
- MC7. Use skills to locate, evaluate, and interpret career and educational information

#### Personal/Social Development:

- MP7. Understand how character traits, interests, and abilities, and achievement relate to attaining personal, educational, and career goals.

# Careers in the Real World

## Real Estate Agent



Virginia Standards of Learning met by this activity series: (Ctd.)

### Career Development: Grades 9-12

- HC1. Understand the value of ethical standards and behaviors in education and the workplace,
- HC2. Understand how changing economic and social needs influence employment trends and future training,
- HC3. Understand how work and leisure interests can help to achieve personal success and satisfaction,
- HC8. Demonstrate skills involved in locating, using, and interpreting a variety of career and educational resources, including the Internet
- HC10. Demonstrate knowledge of the current job market trends, and
- HC11. Apply decision making skills to career planning.

### History and Social Science Standards of Learning:

#### Civics and Economics:

- CE9. The student will demonstrate knowledge of how economic decisions are made in the marketplace by:
  - a) applying concepts of scarcity, resources, choice, opportunity cost, price incentives, supply and demand, production, and consumption;
  - c) describing the characteristics of the United States economy, including free markets, private property, profit, and competition,
- CE12. The student will demonstrate knowledge of career opportunities by:
  - a) identifying talents, interests, and aspirations that influence career choice;
  - b) identifying attitudes and behaviors that strengthen the individual work ethic and promote career success,
  - c) identifying skills and education that careers require;
  - d) examining the impact of technological change on career opportunities



#### \*More learning and exploring ideas include:

1. Interview a real estate agent.
2. Visit a real estate agent's open house.
3. Identify different real estate agencies in your community.
4. Research the types of homes for sale throughout your community. Compare size, price, location, etc.
5. Go to [www.vacareerview.org](http://www.vacareerview.org) to learn more about real estate agents and brokers.
6. Identify the skills, talents, and interests you have that correspond to being a real estate broker.

*Do the math* activity answers: 1. \$6250, 2. John \$5625, Carol \$8437.50, 3. Tim makes \$228.26 per hour. His commission is \$5250 and his office receives \$5250.