

Job title

Real Estate Agent

General overview

Real estate agents act as representatives for clients that are planning to purchase or sell their homes. Real estate agents can also work with apartments, commercial and land. Real estate agents are important in promoting sales and Real estate agents handle job such as marketing properties, organizing open houses and easing the transition for their clients. They act as person of negotiation with potential buyers or sellers in settlement details (Residential Real Estate Sales Agent Job Description, 2014).

Job duties and responsibilities

Real agents have numerous responsibilities, when it comes to helping clients buy and sell their homes. First they must interview their potential clients. Real estate agents then organize possible sale listings in their respective neighborhoods. Real estate agents also help their clients advertise and establish an asking price of their homes. Once a client's home is on the market real estate agents are responsible for conducting open houses which allow potential buyers a chance to view the home. (National Occupational Classification , 2013)

Real estate agents are also responsible to secure construction on possible homes. Real estate agents may also work on homes prior to them even being built. Real estate agents sometimes find undeveloped areas and assess their market value. Much of real estate agents responsibilities rely on their knowledge of their market and area around them. Real estate agents are responsible for conducting research of their area. Research may include collecting data of the demographics. Real estate agents are also responsible for helping clients trying to sell their homes advice on how to market and make their homes presentable (My Plan, 2014).

Typical workday

Real estate agents don't often have a typical work day. There is a mix of outdoor and indoor work. Indoor work includes contacting possible clients and on conduction research. Indoor also includes attending meeting and networking events. Real estate agents often conduct meetings in their communities to share information with other real estate agents. Locating listings and rising communities is also a large part of a real estate agents day. On slow days, real estate agents are encouraged to remain close with their clients and update them possible changes in buying or selling their home. Real estate agents are constantly on the go. Much of their work also has to do with a face place lifestyle When the outdoor work includes traveling to different homes and move from one home to another. Although, much is dependent on the clients (Evans, 2000).

Educational requirements and other qualifications

To become a real estate agent a minimum of a secondary schooling is required. Following schooling completion of train courses and provincial licensing employment is required (National Occupational Classification , 2013). Following courses real estate agents need to become a member of the Canadian Real Estate Association. The courses teach real estate agents about the rules and regulations of the profession. Courses cost between \$2,000 and \$3,000 with possible extra cost when applying for license (Tattire, 2011).

Related skills, interests, and abilities

There are many times of personal characteristic and skills that a real estate agent cannot obtain through school. An important skill to have for real estate agents is the ability to resolve conflicts with others. Clients may have complaints of the homes or be very specific in their needs. The ability to keep calm and remain professional is an important skill to have. Along the lines of negotiation, the ability to influence others is a key to have as a real estate agent. Real estate agents often need the power of persuasion to make their clients understand the positive of possible homes. Social skills and maintaining impersonal relationships are also involved for a real estate agent. Real estate agents find themselves interaction with possible clients on a daily basis. Organization is a very key trait to have as a real estate agent. The fast pace lifestyle of a real estate agents calls for many meetings and appointments with potential buyers. Staying organized allows real estate agents to not miss any conference calls or open houses (My Plan, 2014)

Relevance of Psychology undergraduate degree

Many skills that a real estate agent used are related to motivational psychology. The understanding of human behavior is key in the field of real estate. Understanding the individual's incentives allows a real estate agent to better help an individual find what they are looking for. Much of a real estate job is understanding the drives and needs of an individual. Real estate agents that can understand why a client wants to move or sell their house has a better understand of what to stay away from when looking for a new house. Such theories such as intrinsic vs extrinsic motivations can be implied when finding what is best for a client. If a client is moving due to extrinsic values such as a new job opportunity, a real estate agent would probably take more of an understanding when dealing with that client (Cherry, 2014). Understanding human behaviors also ties in with personality psychology and understand what type of personality a client is may benefit in negotiation (Cherry, The Big Five Personality Dimensions, 2014).

Salary potential

Real estate agents annual income varies anywhere between \$20,000 to well over \$50,000. The large amount of variance is due to the fact that only 53.2% of real estate agents in Canada are full time. Real estate agents often have other occupations and help buy and sell homes as a second income. The average overall income for a real estate agent in Canada is 45,157 (Real Estate Agents and Salespersons, 2013).

Job outlook

There is a current demand for real estate agents due to fluctuations in the real estate market. In the 1900s real agents have little to no demand due to the competition of real estate brokerages services instead of private real estate agents. The power of electronic commutation allows real estate agents to know work at their own hours and contact their clients privately (Real Estate Agents and Salespersons, 2013)

To apply

In Ontario, to be a registered real estate agent courses need to be taken at the Ontario Real Estate Association College. After completing two years of education, potential real estate agents need to submit an application of registration to the Real Estate Council of Ontario within 12 months of completion (How to become a registrant, 2011).

To know more

To obtain more information of real estate agents please visit: <http://www.orea.com/>

References

Cherry, K. (2014). *The Big Five Personality Dimensions*. Retrieved from About education:

<http://psychology.about.com/od/personalitydevelopment/a/bigfive.htm>

Cherry, K. (2014). *What Is Motivation?* . Retrieved from About Education:

<http://psychology.about.com/od/mindex/g/motivation-definition.htm>

Evans, B. (2000, April 11). *What do agents do all day?* Retrieved from Realty Times:

http://realtytimes.com/agentnews/agentadvice1/item/20473-20000412_realtor2

How to become a registrant. (2011, June 1). Retrieved from RECO:

<http://www.reco.on.ca/section-professional/tc-311/sc-228.html>

My Plan. (2014, January 8). Retrieved from Real Estate Agent Overview:

<http://www.myplan.com/careers/real-estate-sales-agents/description-41-9022.00.html>

National Occupational Classification . (2013, 12 15). Retrieved from Human Resources and

Skill Development Canada:

<http://www30.rhdcc.gc.ca/CNP/English/NOC/2006/Profile.aspx?val=0&val1=6232>

Real Estate Agents and Salespersons. (2013, September 3). Retrieved from Service Canada:

http://www.servicecanada.gc.ca/eng/qc/job_futures/statistics/6232.shtml

Residential Real Estate Sales Agent Job Description. (2014). Retrieved from America Job

Exchange: <http://www.americasjobexchange.com/residential-real-estate-sales-agent-job-description>

Tattire, J. (2011, December 16). *How to become a real estate agent in Canada*. Retrieved from Career Bear: <http://careerbear.com/realtor/article/how-to-become-a-real-estate-agent-in-canada>