



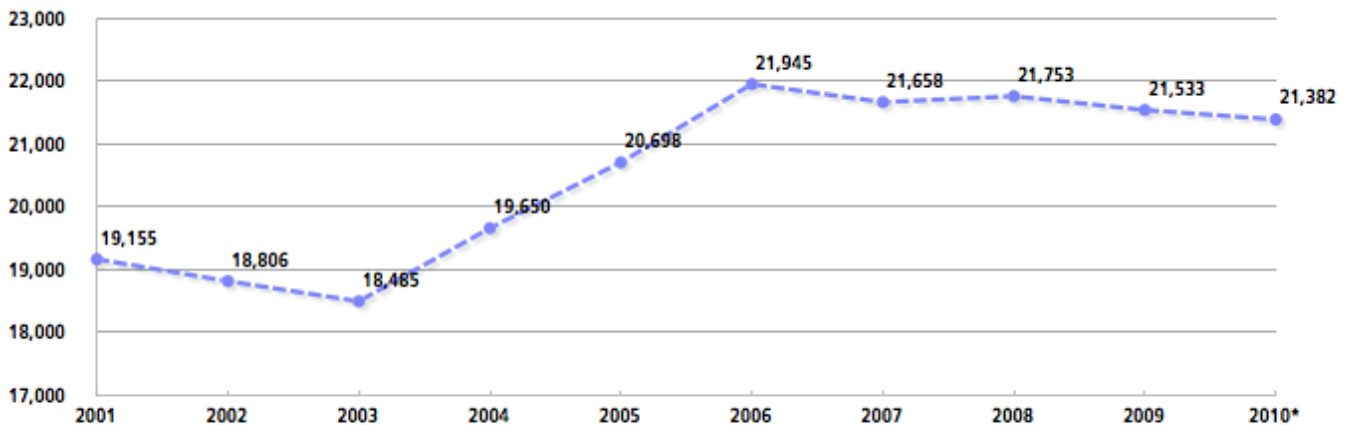
Real Estate and Rental and Leasing Industry

Real estate is among the mid-ranking industries in Boston, making up 3.3% of total employment in Boston in 2010. This ranks real estate 10th among the 20 major industry sectors identified by the Bureau of Labor Statistics (BLS)¹. The real estate industry includes business activities such as rental and leasing services, lessors of nonfinancial intangible assets, and other activities related to real estate. About one-fifth of employment in this wide-ranging industry is found in auto, equipment and other rentals and leasing outside of real estate.

Employment

Today, Boston's real estate industry employs over 21,000 people. Overall, the industry has grown by 2,000 employees since 2001; however, employment has virtually stagnated since 2006. This industry was almost unnoticeably affected by the 2008 economic recession. The real estate industry only lost 400 jobs since 2008.

Number of Real Estate, Rental, and Leasing Jobs



Source: Massachusetts Department of Workforce Development, US Bureau of Economic Analysis, Boston Redevelopment Authority (BRA) Research Division Analysis.

*2010 employment data is a preliminary estimate based on 2010 annual data from DWD and 2009 BEA data.

The largest occupations in the real estate industry in Boston include maintenance and repair workers; counter and rental clerks; office clerks; and property, real estate, and community association managers. Below is a list of the top ten real estate occupations in Boston by employment. These ten occupations make up approximately 51% of the real estate industry.

Top Ten Real Estate, Rental, and Leasing Occupations by Employment

<u>Job Title:</u>	<u>Total</u>
Maintenance and Repair Workers, General.....	2,041
Counter and Rental Clerks.....	1,648
Office Clerks, General	1,365
Property, Real Estate, and Community Association Managers.....	1,239
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	951
Bookkeeping, Accounting, and Auditing Clerks	693
Customer Service Representatives	685
Executive Secretaries and Administrative Assistants	590
Secretaries, Except Legal, Medical, and Executive.....	460
Appraisers and Assessors of Real Estate	443

Source: Labor Market Assessment Tool 2.0, (BRA) Research Division Analysis.

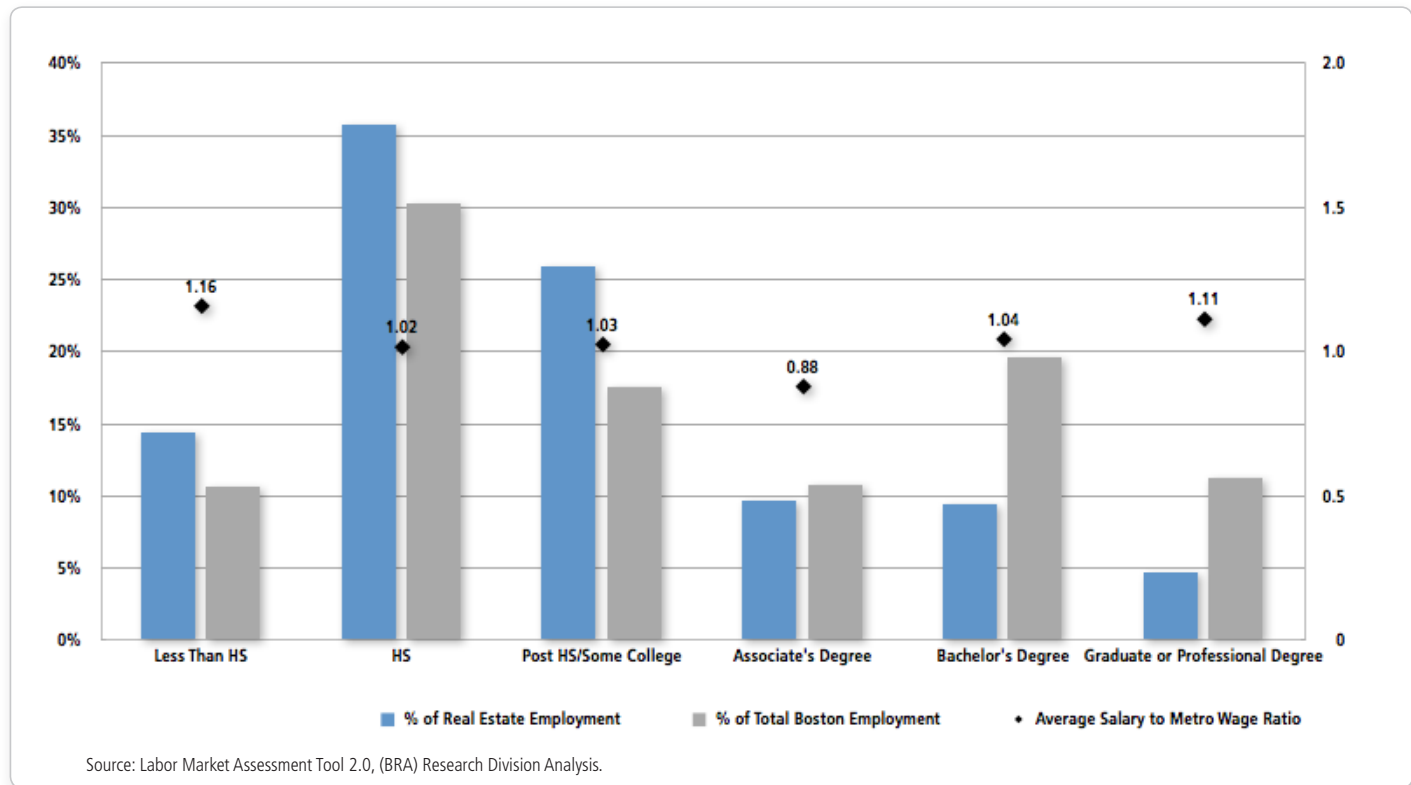
Major Employers in Real Estate

The city's largest employers in the real estate industry include Jones Lang LaSalle, the Beal Companies, CB Richard Ellis, Lincoln Properties, and Colliers, Meredith, and Grew. Real estate and rental and leasing establishments are scattered across the city, in particular their concentrations are in Downtown, Back Bay, and the South End. The attached map depicts the real estate establishments by size in Boston.

Education, Skill Requirements, and Wages

Overall, the educational requirements for the real estate industry are modest. Close to 75% of jobs in real estate require some college or less. This is higher than Boston as a whole, where approximately 58% of jobs require some college or less. The Industry-to-Metro wage ratio shows how wages by educational requirement look different between an industry and the Metro Boston average for the same education level. In general, the average wages for jobs in real estate are similar to all jobs in the region by educational requirement.

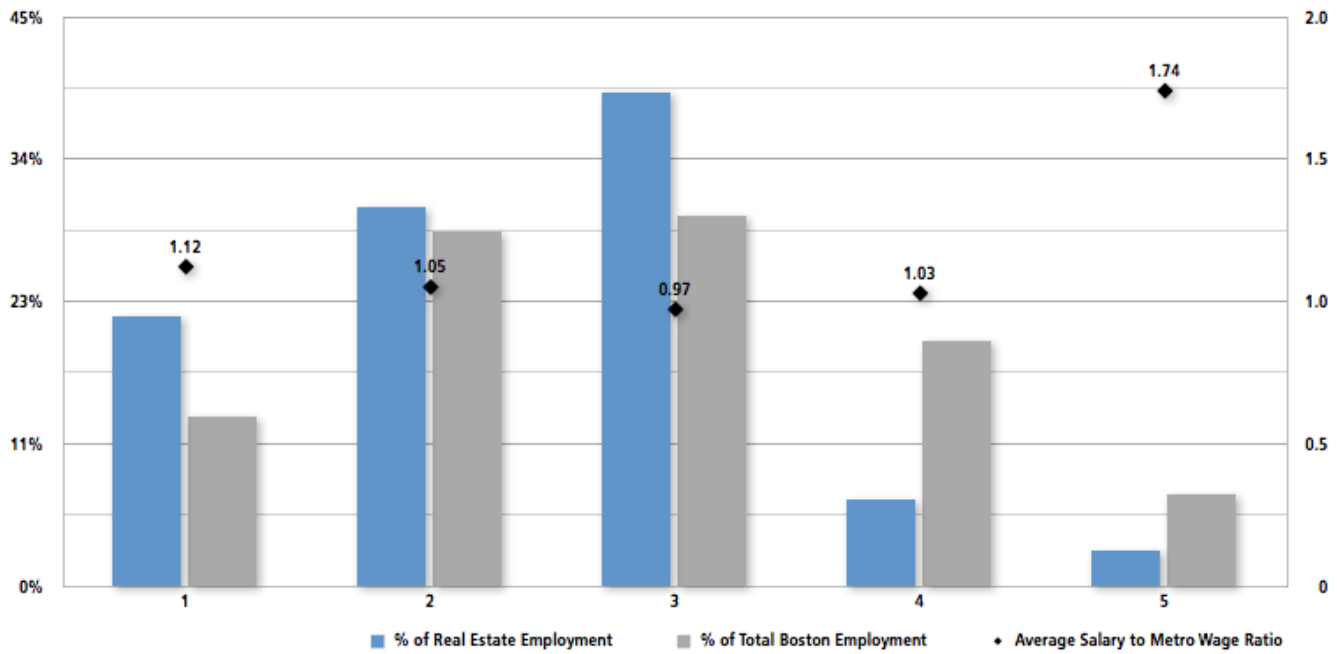
Education Requirements and Wages



The Boston Redevelopment Authority’s Labor Market Assessment Tool (LMAT)² also has different measures for job training, called job zones. The lower the job zone number, the less training, education, and previous work experience needed to perform the job. Overall, 91% of jobs in real estate are in job zones 1, 2, and 3. These indicate the industry overall requires modest skills. Most occupations in real estate require some preparation, such as a high school diploma and previous real estate-related skills.

2. For more detailed information on LMAT, please see *Introducing the Labor Market Assessment Tool-Boston Redevelopment Authority Research Division-publication 613*.
 LINK: <http://www.bostonredevelopmentauthority.org/PDF/ResearchPublications/LMAT%20Introduction.pdf>

Job Zones and Wages

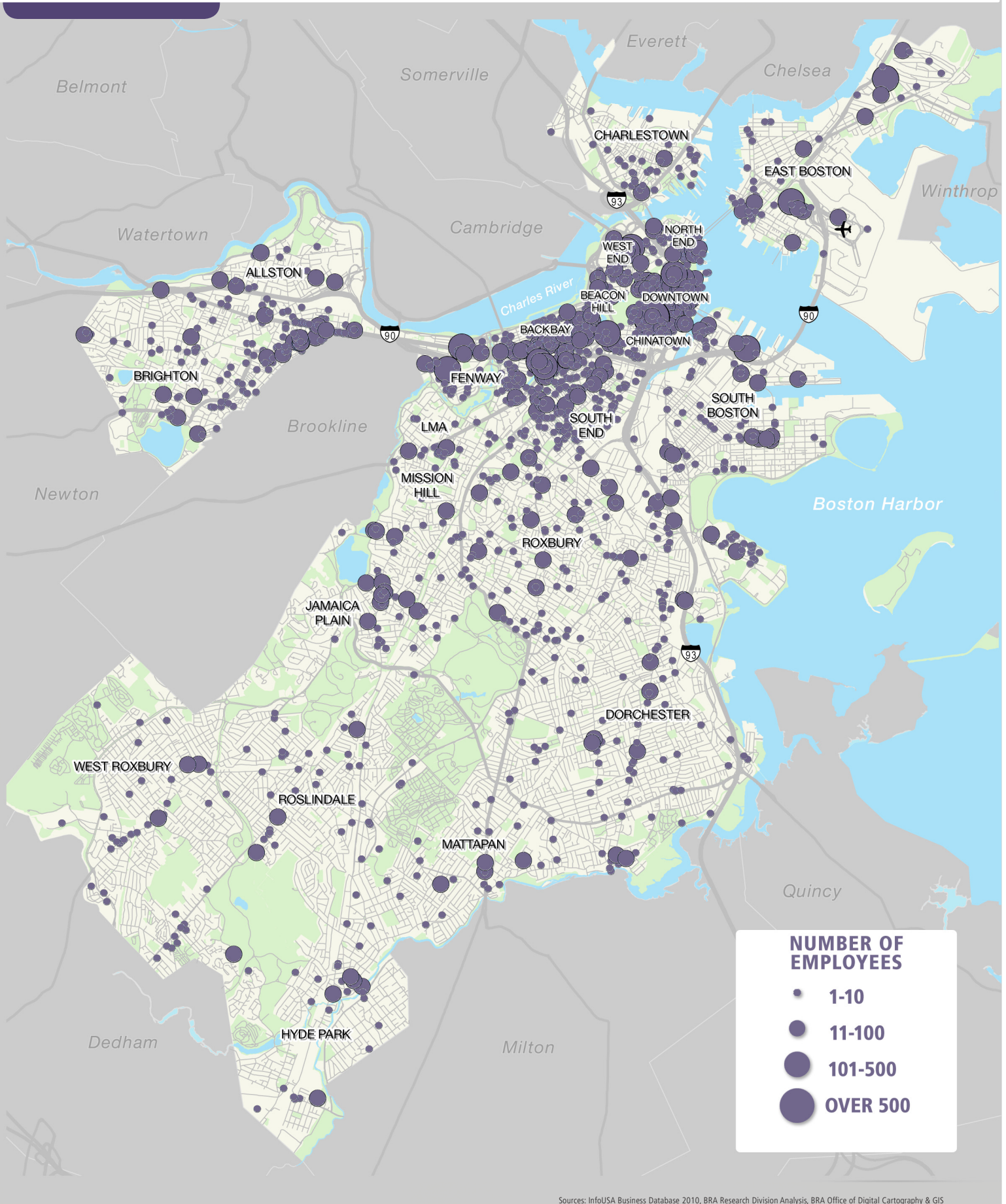


Source: Labor Market Assessment Tool 2.0, (BRA) Research Division Analysis.

Sector Trends

A location quotient (LQ) is used to assess the degree of regional specialization in an industry as compared to the national average. An LQ of "1" indicates that an industry is concentrated in a region's economy in a proportion similar to the US overall. An LQ over "1" indicates that the industry is an area of concentration for the region. With a location quotient of 0.75, the real estate industry accounts for a smaller proportion of total jobs in Boston than at the national level.

In the coming years, employment in the real estate industry in Boston is not expected to change a great deal. Using New England Economic Partnership (NEEP) projections, we estimate the real estate industry to grow by approximately 2.2 %—or 465 jobs—by 2015³. This change would account for 1.0% of the city's total employment change during the 5-year period.



Sources: InfoUSA Business Database 2010, BRA Research Division Analysis, BRA Office of Digital Cartography & GIS

City of Boston - Industry Profiles

Rank Industry:	# OF EMPLOYEES	CHANGE IN JOBS 2001-2010	% OF TOTAL EMPLOYMENT	LOCATION QUOTIENT	AVERAGE WAGES	JOBS ADDED BY 2015
1. Health Care and Social Assistance Industry	122,532	26,390	18.5%	1.67	\$67,333	13,117
2. Public Administration	78,354	(11,619)	11.8%	0.84	\$66,111	2,911
<i>State Government</i>	39,185	12,474	5.9%	1.95	-	1,456
<i>Local Government</i>	22,983	(19,428)	3.5%	0.42	-	854
<i>Federal Government</i>	16,184	1,354	2.4%	1.48	-	601
3. Finance and Insurance Industry	78,407	(5,993)	11.8%	2.28	\$170,624	1,695
4. Professional, Scientific and Technical Services Industry	73,897	1,692	11.2%	1.62	\$108,504	7,550
5. Educational Services Industry	50,247	6,585	7.6%	3.28	\$64,627	5,376
6. Accommodation and Food Services Industry	49,577	6,143	7.5%	1.06	\$25,956	4,622
7. Administrative and Support and Waste Management Remediation Services Industry	32,124	(7,675)	4.9%	1.01	\$46,005	3,286
8. Retail Trade Industry	30,477	(360)	4.6%	0.45	\$30,664	655
9. Other Services (except Public Administration)	29,279	2,967	4.4%	0.89	\$37,933	1,264
10. Real Estate and Rental and Leasing Industry	21,382	2,227	3.2%	0.75	\$80,999	465
11. Transportation and Warehousing Industry	18,537	(5,893)	2.8%	0.88	\$49,115	(426)
12. Information Industry	16,407	(5,844)	2.5%	1.28	\$88,463	1,583
13. Arts, Entertainment, and Recreation Industry	14,712	2,452	2.2%	1.00	\$79,502	1,383
14. Construction Industry	13,864	(5,794)	2.1%	0.41	\$90,825	28
15. Manufacturing Industry	9,545	(8,596)	1.4%	0.20	\$73,448	175
16. Wholesale Trade Industry	9,256	(1,672)	1.4%	0.41	\$79,231	283
17. Management of Companies and Enterprises	6,243	(4,022)	0.9%	0.86	\$122,906	643
18. Utilities Industry	2,441	(249)	0.4%	-	\$102,170	63
19. Agriculture, Forestry, Fishing and Hunting and Mining	180	(1)	0.0%	-	\$51,720	26
Total	657,461	(9,262)	99.3%	-	\$78,375	47,610

- Projections for 2010-2015 are based upon the New England Economic Partnership (NEEP) May 2011 forecast.
- 2010 employment data is a preliminary estimate based on 2010 annual data from DWD and 2009 BEA data.
- Because of low employment, Agriculture and Mining were combined for this table.

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