

# REAL ESTATE, FINANCE & INSURANCE (REFI)

## DELAWARE COUNTY WIA



## For Today...

| REQUIRES SHORT OR MODERATE-TERM ON-THE-JOB TRAINING | AVERAGE ANNUAL WAGE | AVERAGE ANNUAL OPENINGS |
|---|---------------------|-------------------------|
| Customer Service Representatives                    | \$36,140            | 116                     |
| Office Clerks, General                              | \$32,540            | 112                     |
| Tellers   | \$26,020            | 47                      |
| Bookkeeping, Accounting & Auditing Clerks           | \$41,460            | 43                      |
| Bill & Account Collectors                           | \$41,210            | 39                      |

## ...Tomorrow...

| REQUIRES LONG-TERM TRAINING, POSTSECONDARY AWARD AND/OR ASSOCIATE DEGREE | AVERAGE ANNUAL WAGE | AVERAGE ANNUAL OPENINGS |
|--|---------------------|-------------------------|
| Maintenance & Repair Workers, General                                    | \$39,300            | 49                      |
| Claims Adjusters, Examiners & Investigators                              | \$60,080            | 20                      |
| Executive Secretaries & Executive Administrative Assistants              | \$52,390            | 14                      |
| Real Estate Sales Agents   | \$62,480            | 11                      |
| Property, Real Estate & Community Association Managers                   | \$88,460            | 7                       |

## ...and the Future

| REQUIRES A BACHELOR'S DEGREE OR HIGHER                    | AVERAGE ANNUAL WAGE | AVERAGE ANNUAL OPENINGS |
|---|---------------------|-------------------------|
| Accountants & Auditors                                    | \$77,550            | 103                     |
| Financial Analysts  | \$86,520            | 17                      |
| Securities, Commodities & Financial Services Sales Agents | \$78,250            | 17                      |
| Insurance Underwriters                                    | \$79,510            | 7                       |
| Loan Officers   | \$66,890            | 6                       |



**pennsylvania**  
DEPARTMENT OF LABOR & INDUSTRY  
CENTER FOR WORKFORCE INFORMATION & ANALYSIS

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For detailed information on these careers, or to learn about others, please visit [www.pacareercoach.pa.gov](http://www.pacareercoach.pa.gov)

Occupations selected based on an analysis of the area's industry employment and staffing patterns.  
Average Annual Wages represent May 2013 cross-industry wages for the area.  
Average Annual Openings are all cross-industry and come from the 2012-2022 employment projections for the area.

REAL ESTATE FINANCE