

Real-Estate Careers and Texas Boundaries



NAME _____

DATE _____

PERIOD _____

Four Roles, Four Different Boundaries

Current Irving ISD public information names **Real Estate Marketing** at MacArthur in the **School of Business and Entrepreneurship**. That pathway is an option to investigate, not a promise of admission, license completion, or employment.

CAREER	MAIN WORK PRODUCT	PREPARATION OR REGULATOR BOUNDARY	COMPENSATION PATTERN
Real Estate Sales Agent	Helps clients buy, sell, or rent property; prepares and manages transaction work under a broker	TREC Sales Agent license; broker sponsorship is required for active practice	Often commission-based; agreements, splits, expenses, taxes, timing, and closings vary
Real Estate Broker	May manage a real-estate business and sponsor Sales Agents	Additional Texas education, experience, and licensing requirements	May earn through brokerage business and transactions; not a fixed guaranteed amount
Property Appraiser or Assessor	Develops a property-value estimate	Texas appraiser credentials are handled through TALCB; a Sales Agent license is not an appraisal credential	Pay pattern depends on role and employer; do not infer it from Sales Agent pay
Property Manager	Manages specified property operations, leasing, rent, records, or communication	Duties matter. Some paid showing, leasing, or rent-control activities require a TREC license	May be salary, fee, or another arrangement; one pattern does not fit every job

Language help: work product = producto de trabajo | regulator = agencia reguladora | license = licencia | compensation = compensacion | verify = verificar

Complete thought: **A [career] may [work product], but must [boundary].**

One role boundary I can explain:

Compare, Decide, Verify

Two careers I compared: _____ and _____

EVIDENCE JOB	CAREER 1	CAREER 2
Work product		
Preparation or regulator		
Compensation pattern		
One fact still missing		

Which role will you investigate next? Use two differences from the table.

Complete thought: **I would investigate [role] because [difference 1] and [difference 2].**

One official-source question I still need answered:

Source choices: TREC for Sales Agent/Broker/property-management duties; TALCB for appraiser credentials; Irving ISD for the current high-school pathway; BLS for dated national work/pay/outlook evidence.