

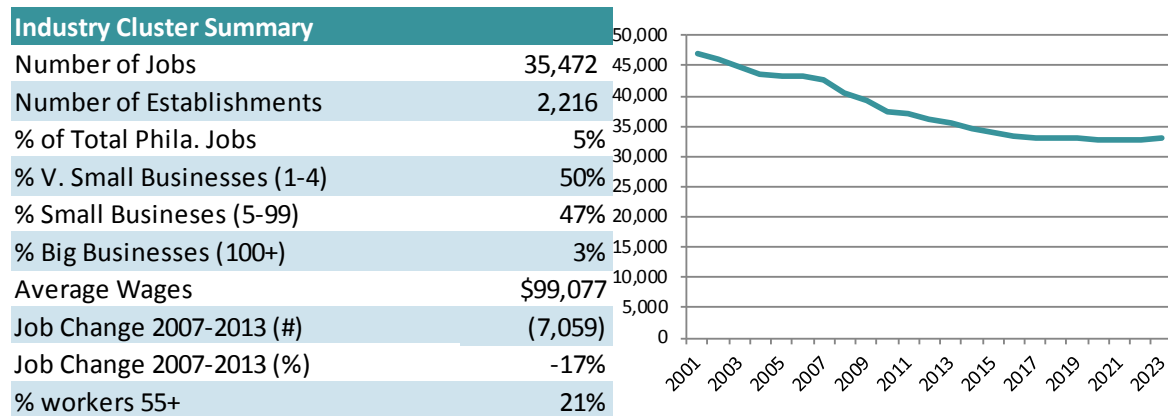
Industry Profiles – Real Estate, Finance & Insurance

The Real Estate, Finance & Insurance cluster contains all industries related to the purchase and sale of tangible and non-tangible assets. Included in the cluster are banks, consumer lending, commodity contracts brokerage, direct property & casualty insurers, residential property managers and credit bureaus¹.

This report presents an overview of employment trends. We examine how Real Estate, Finance & Insurance has changed since 2007, the year before the Great Recession had an impact. Then, we examine the composition of the industry cluster by size of businesses and highlight clusters with the largest share of smaller businesses. The section on workers demographics shows the composition of industry clusters by gender, age, and education. Finally, we look at the major occupations that support industry clusters.

- Real Estate, Finance & Insurance is the fifth largest industry cluster in Philadelphia and accounted for 5 percent of jobs in 2013. The cluster lost 17 percent of jobs since 2007.

SUMMARY OF REAL ESTATE, FINANCE & INSURANCE INDUSTRY CLUSTER IN PHILADELPHIA



Source: Philadelphia Works analysis of the QCEW Employees & Non-QCEW Employees - EMSI 2013.4 Class of Worker data

% CHANGE IN EMPLOYMENT IN REAL ESTATE, FINANCE & INSURANCE IN PHILADELPHIA VS. PA AND U.S. AND VS. ALL INDUSTRIES



Source: Philadelphia Works analysis of the QCEW Employees & Non-QCEW Employees - EMSI 2013.4 Class of Worker data

Industry Highlights

- Among top industries in the cluster, Commercial Banking; Securities Brokerage; Insurance Agencies and Brokerages and Lessors of Residential Buildings and Dwellings; and Offices of Certified Public Accountants declined most since 2007.
- Third Party Administration of Insurance and Pension Funds; Credit Unions; and Monetary Authorities – Central bank grew at a higher rate compared to other industries in the cluster.
- The difference between expected change (determined from the national trends) and actual change can be seen as competitive effect –growth or decline attributed to local factors. Several of the declining industries lost a higher percentage of jobs compared to similar industries in the U.S.
- Real Estate, Finance & Insurance paid wages higher compared to all other industry clusters in Philadelphia. Wages in some industries, such as Securities Brokerage and Direct Property and Casualty Insurance Carriers were nearly 3 to 5 times the average wage in Philadelphia.

TOP INDUSTRIES IN REAL ESTATE, FINANCE & INSURANCE IN PHILADELPHIA

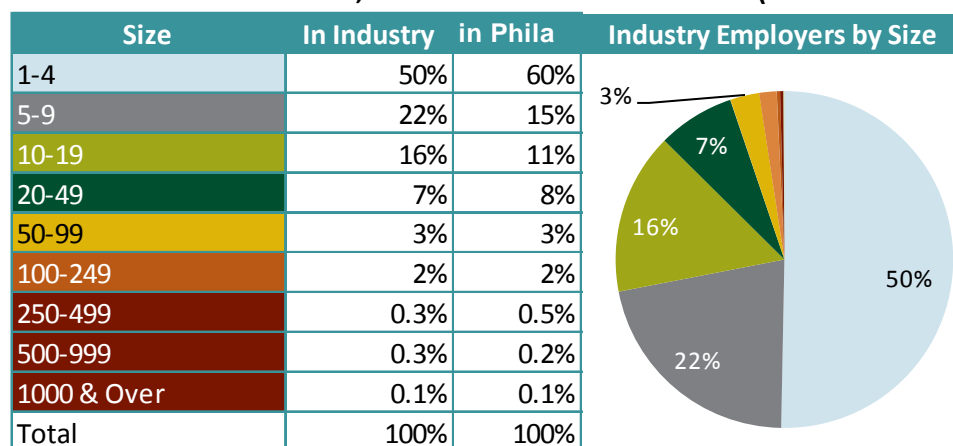
| Industry | Jobs 2013 | % Change 2007-2013 | Change | Expected Change | Competitive Effect | Wages |
|---|-----------|--------------------|---------|-----------------|--------------------|-----------|
| Commercial Banking | 6,308 | ▼ -28.2% | (2,476) | (282) | (2,193) | \$75,019 |
| Offices of Certified Public Accountants | 3,904 | ▼ -11.8% | (521) | 95 | (617) | \$98,817 |
| Direct Property and Casualty Insurance Carriers | 2,417 | ▬ 5.0% | 114 | (64) | 178 | \$150,845 |
| Lessors of Residential Buildings and Dwellings | 2,210 | ▼ -11.2% | (279) | (86) | (194) | \$39,020 |
| Insurance Agencies and Brokerages | 2,122 | ▼ -16.9% | (432) | 206 | (637) | \$106,799 |
| Third Party Administration of Insurance and Pension Funds | 1,754 | ▲ 52.4% | 603 | 174 | 429 | \$86,893 |
| Other Insurance Funds | 1,552 | ▼ -10.2% | (176) | (17) | (158) | \$111,509 |
| Residential Property Managers | 1,359 | ▬ 2.1% | 28 | 219 | (190) | \$44,626 |
| Credit Unions | 1,304 | ▲ 20.5% | 222 | 55 | 167 | \$46,605 |
| Offices of Real Estate Agents and Brokers | 1,263 | ▼ -13.8% | (203) | (296) | 93 | \$78,929 |
| Monetary Authorities-Central Bank | 1,190 | ▲ 19.5% | 194 | (215) | 408 | \$87,063 |
| Securities Brokerage | 1,135 | ▼ -48.0% | (1,047) | (207) | (840) | \$235,998 |

Source: Philadelphia Works analysis of the QCEW Employees & Non-QCEW Employees - EMSI 2013.4 Class of Worker data

Employers in Real Estate, Finance & Insurance

- Over 2,200 businesses make up Real Estate, Finance & Insurance industry cluster. “Very small businesses” businesses (1-4 employees) represent 50 percent of establishments in the cluster. “Small businesses” (5-99 employees) make up 47 percent of employers in the cluster.

EMPLOYERS IN REAL ESTATE, FINANCE & INSURANCE BY SIZE (PERCENT OF TOTAL EMPLOYERS)



Source: PA Employer Database 2013

TOP EMPLOYERS IN REAL ESTATE, FINANCE & INSURANCE

| | |
|------------------------------------|-------------------------------------|
| ACE AMERICAN INSURANCE COMPANY | RADIAN GUARANTY INC |
| PRICEWATERHOUSECOOPERS LLP | ABERDEEN ASSET MANAGEMENT INC |
| CIGNA HEALTH MANAGEMENT INC | ACE AMERICAN INSURANCE COMPANY |
| ERNST & YOUNG US LLP | AMERICAN HERITAGE FCU |
| FEDERAL RESERVE BANK OF PHILA | BDO USA LLP |
| JANNEY MONTGOMERY SCOTT LLC | BOARD OF PENSIONS - PRESBY'N CHURCH |
| PNC BANK NA | CAMPUS APARTMENTS LLC |
| WELLS FARGO BANK NA | CIGNA CORPORATION |
| BENEFICIAL MUTUAL SAVINGS BANK | CITIZENS BANK OF PENNSYLVANIA |
| DELAWARE INVESTMENT ADVISERS | COMPSERVICES INC |
| DELOITTE & TOUCHE LLP | DELAWARE INVESTMENT ADVISERS |
| GRANT THORNTON LLP | DELOITTE SERVICES LP |
| PEAT MARWICK MITCHELL & CO | DELOITTE TAX LLP |
| FEDERAL INSURANCE CO | PUBLIC FINANCIAL MANAGEMENT INC |
| FEDERAL NATIONAL MORTGAGE ASSN | REPUBLIC FIRST BANK |
| FIRSTTRUST SAVINGS BANK | ROOSEVELT INC |
| GLENMEDE TRUST COMPANY N A | THE GRAHAM COMPANY |
| GUY CARPENTER & COMPANY INC | BRANDYWINE GLOBAL INVESTMENT MANAGE |
| LEGION INSURANCE COMPANY | WILLIAM PENN ANNEX |
| LINCOLN NATIONAL LIFE INSURANCE CO | BANK OF NEW YORK MELLON |
| MARSH & MCLENNAN COMPANIES INC | MBNA INSTITUTIONAL PA SERVICES LLC |
| PA COMPENSATION RATING BUREAU | TD BANKNORTH NA |
| PA LUMBERMENS MUTUAL INSURANCE CO | WELLS FARGO BANK NA |
| PHILADELPHIA FEDERAL CREDIT UNION | WILLIAM H MERCER-MEIDINGER |
| PHILADELPHIA POLICE & FIRE FCU | ZURICH AMERICAN INSURANCE COMPANY |
| PREIT SERVICES LLC | |

Source: PA Employer Database 2013

Worker Demographics

Workforce demographics are examined by gender, age, and Real Estate, Finance & Insurance of workers.

Gender of Workers in Real Estate, Finance & Insurance

- Slightly more women (48 percent) than men were employed in Real Estate, Finance, & Insurance in Philadelphia compared to other industries. More men were employed in the industry cluster in Pennsylvania.
- More women than men were employed in Depository Credit Intermediation; Activities Related to Credit Intermediation, and Agencies, Brokerages, and Other Insurance Related Activities.

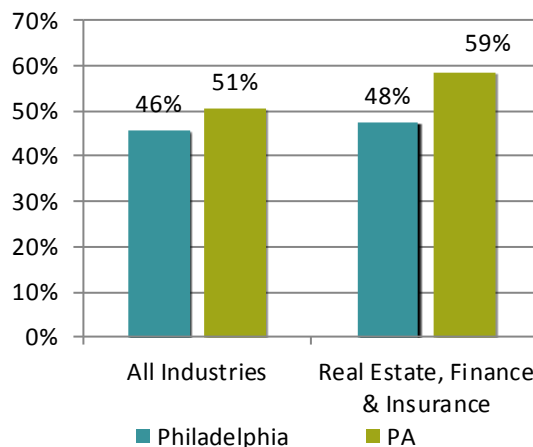
- More men were employed in Securities and Commodity Exchanges; Securities and Commodity Contracts Intermediation and Brokerage; and Other Financial Investment Activities.

GENDER OF WORKERS IN 2013Q1+3 PREVIOUS QUARTERS

% MEN EMPLOYED IN REAL ESTATE, FINANCE & INSURANCE IN PHILADELPHIA

| | % men |
|-------------------------------------|-------|
| Securities & Commodity Exchanges | 72% |
| Security & Commodity Invest. Activ. | 63% |
| Other Invest. Pools & Funds | 63% |
| Lessors of Real Estate | 61% |
| Monetary Authorities - Central Bank | 61% |
| Other Financial Invest. Act. | 58% |
| Act. Related to Real Estate | 58% |
| Insurance & Employee Benefit Funds | 54% |
| Real Estate Agents & Brokers | 50% |
| Accounting & Bookkeeping Svc | 49% |
| Nondepository Credit Intermed. | 49% |
| Real Estate, Finance & Ins. | 48% |
| All Industries | 46% |
| Insur. Agencies, Brok. & Support | 38% |
| Act. Rel to Credit Intermed. | 37% |
| Depository Credit Intermed. | 35% |

% MEN EMPLOYED BY CLUSTER AND GEOGRAPHY



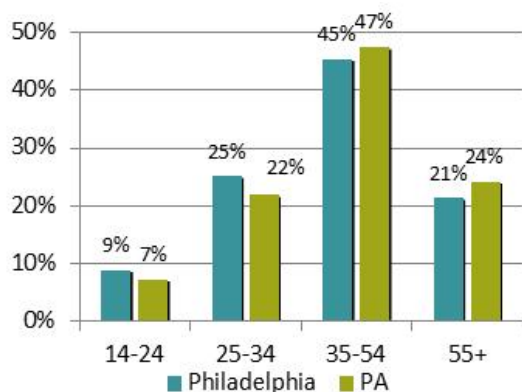
Source: Philadelphia Works Analysis of Quarterly Workforce Indicators data.

Age of Workers in Real Estate, Finance & Insurance

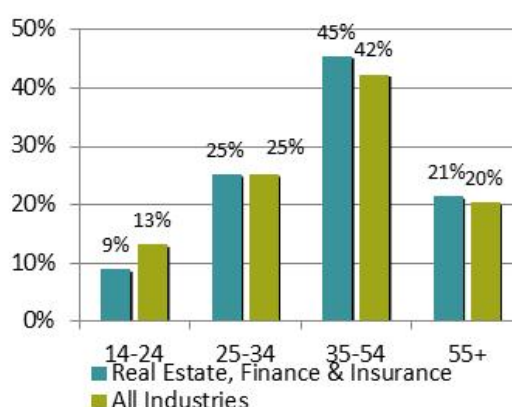
- The majority of workers in Real Estate, Finance & Insurance are middle age –from 35 to 54. Philadelphia workers in the industry cluster tend to be younger compared to workers in Pennsylvania.
- Accounting and Bookkeeping Services and Depository Credit Intermediation (including Commercial Banking) tend to hire more younger workers.

AGE OF WORKERS IN 2013Q1+3 PREVIOUS QUARTERS:

EMPLOYED IN REAL ESTATE, FINANCE & INSURANCE IN PHILADELPHIA VS. PA



EMPLOYED IN REAL ESTATE, FINANCE & INSURANCE VS. ALL INDUSTRIES IN PHILA.



Source: Philadelphia Works Analysis of Quarterly Workforce Indicators data.

TOP INDUSTRIES IN REAL ESTATE, FINANCE & INSURANCE IN PHILADELPHIA BY AGE OF WORKERS IN 2013Q1+3 PREVIOUS QUARTERS:

| Industry/Age | 14-24 | 25-54 | 55+ | Total | # Employed |
|---|------------|------------|------------|-------------|----------------|
| Depository Credit Intermed. | 10.8% | 69.2% | 20.0% | 100% | 10,465 |
| Accounting & Bookkeeping Svc | 15.8% | 70.4% | 13.8% | 100% | 5,340 |
| Insur. Agencies, Brok. & Support | 4.7% | 70.4% | 24.8% | 100% | 3,933 |
| Lessors of Real Estate | 8.4% | 63.9% | 27.8% | 100% | 3,040 |
| Other Financial Invest. Act. | 5.6% | 78.4% | 16.0% | 100% | 2,827 |
| Act. Related to Real Estate | 6.0% | 67.0% | 27.0% | 100% | 2,586 |
| Security & Commodity Invest. Activ. | 4.1% | 73.7% | 22.1% | 100% | 1,874 |
| Insurance & Employee Benefit Funds | 4.7% | 69.6% | 25.7% | 100% | 1,465 |
| Real Estate Agents & Brokers | 5.5% | 67.7% | 26.8% | 100% | 1,241 |
| Nondepository Credit Intermed. | 7.8% | 74.3% | 17.9% | 100% | 1,181 |
| Monetary Authorities - Central Bank | 4.0% | 65.8% | 30.2% | 100% | 1,031 |
| Act. Rel to Credit Intermed. | 7.6% | 72.2% | 20.2% | 100% | 581 |
| Other Invest. Pools & Funds | 3.0% | 85.4% | 11.6% | 100% | 329 |
| Securities & Commodity Exchanges | 0.0% | 86.5% | 13.5% | 100% | 111 |
| Real Estate, Finance & Insurance | 9% | 70% | 21% | 100% | 36,003 |
| All Industries | 13% | 67% | 20% | 100% | 558,394 |

Source: Philadelphia Works Analysis of Quarterly Workforce Indicators data.

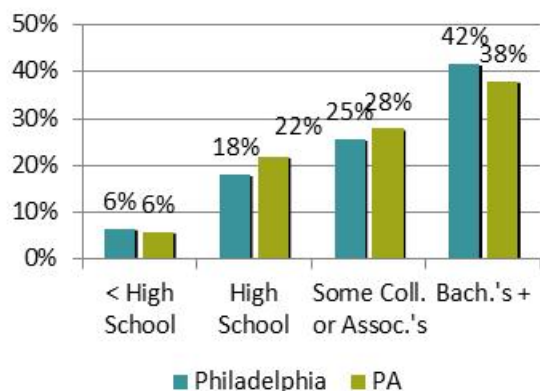
Education of Workers in Real Estate, Finance & Insurance

- The majority of workers in Real Estate, Finance & Insurance have a Bachelor's degree or more education. Philadelphia Workers in the industry cluster are more educated compared to all other industries and Pennsylvania.

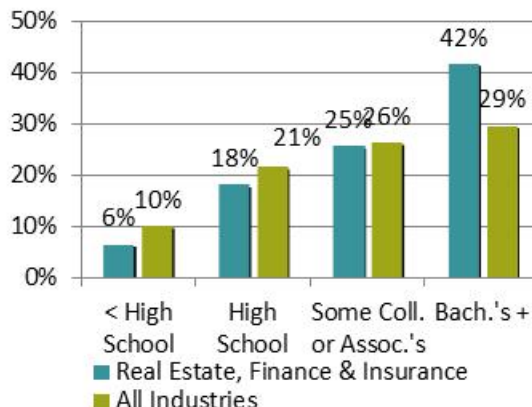
- 60 to 70 percent of workers Securities and Commodity Exchanges; Other Investment Pools and Funds; and Securities and Commodity Contracts Intermediation and Brokerage had a Bachelor’s degree or higher.

EDUCATION OF WORKERS IN 2013Q1+3 PREVIOUS QUARTERS:

% EMPLOYED IN REAL ESTATE, FINANCE & INSURANCE IN PHILADELPHIA VS. PA



% EMPLOYED IN REAL ESTATE, FINANCE & INSURANCE VS. ALL INDUSTRIES IN PHILA.



Source: Philadelphia Works Analysis of Quarterly Workforce Indicators data. Real Estate, Finance & Insurance attainment is not available for workers under 25 – this category is not shown.

TOP INDUSTRIES IN REAL ESTATE, FINANCE & INSURANCE IN PHILADELPHIA BY EDUCATION OF WORKERS IN 2013Q1+3 PREVIOUS QUARTERS

| Industry/Education | < High School | High School | Some College or Assoc.'s | Bach.'s + | Unknown | Total | # Employed |
|---|---------------|--------------|--------------------------|--------------|--------------|-------------|----------------|
| Depository Credit Intermed. | 6.0% | 19.3% | 26.8% | 37.1% | 10.8% | 100% | 10,465 |
| Accounting & Bookkeeping Svc | 5.1% | 14.3% | 22.2% | 42.7% | 15.8% | 100% | 5,340 |
| Insur. Agencies, Brok. & Support | 4.5% | 15.9% | 26.2% | 48.7% | 4.7% | 100% | 3,933 |
| Lessors of Real Estate | 14.5% | 27.3% | 29.0% | 20.9% | 8.4% | 100% | 3,040 |
| Other Financial Invest. Act. | 3.2% | 11.5% | 20.8% | 58.9% | 5.7% | 100% | 2,827 |
| Act. Related to Real Estate | 11.5% | 26.2% | 30.0% | 26.2% | 6.0% | 100% | 2,586 |
| Security & Commodity Invest. Activ. | 3.0% | 11.5% | 21.0% | 60.3% | 4.2% | 100% | 1,874 |
| Insurance & Employee Benefit Funds | 3.2% | 12.7% | 22.7% | 56.6% | 4.8% | 100% | 1,465 |
| Real Estate Agents & Brokers | 9.0% | 24.4% | 29.0% | 32.0% | 5.6% | 100% | 1,241 |
| Nondepository Credit Intermed. | 5.5% | 16.5% | 24.4% | 45.7% | 7.9% | 100% | 1,181 |
| Monetary Authorities - Central Bank | 3.6% | 14.7% | 26.5% | 51.0% | 4.3% | 100% | 1,031 |
| Act. Rel to Credit Intermed. | 9.1% | 22.7% | 28.8% | 31.8% | 7.7% | 100% | 581 |
| Other Invest. Pools & Funds | 2.9% | 9.0% | 19.0% | 65.6% | 3.5% | 100% | 329 |
| Securities & Commodity Exchanges | 0.7% | 8.9% | 20.2% | 70.2% | 0.0% | 100% | 111 |
| Real Estate, Finance & Insurance | 6.3% | 17.9% | 25.4% | 41.5% | 8.7% | 100% | 36,003 |
| All Industries | 10.0% | 21.4% | 26.2% | 29.5% | 12.9% | 100% | 558,394 |

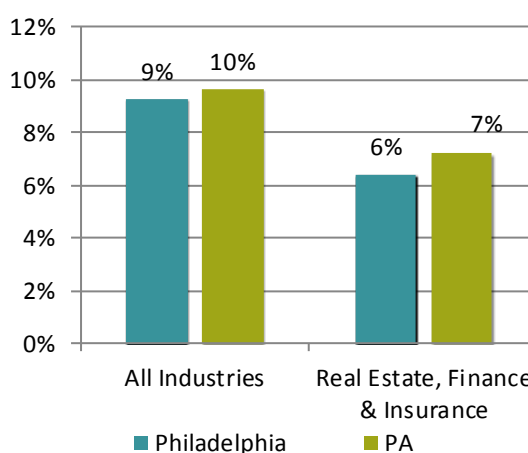
Source: Philadelphia Works Analysis of Quarterly Workforce Indicators data.

Turnover in Real Estate, Finance & Insurance

- Turnover rates help us evaluate the churning in the labor force – average number of separations and hires for the industry group. The rate shows what percentage of the labor force is new.
- Turnover rates in Real Estate, Finance & Insurance in Philadelphia (6 percent) were similar to turnover in Pennsylvania and below the turnover across all industries.
- Turnover was highest in Accounting, Tax Preparation, Bookkeeping, and Payroll Services and Lessors of Real Estate.

TURNOVER RATES IN REAL ESTATE, FINANCE & INSURANCE PHILADELPHIA IN 2012Q3 (FOUR QUARTER MOVING AVERAGE)

| Industry/Turnover Rate | Turnover |
|-------------------------------------|----------|
| All Industries | 9% |
| Accounting & Bookkeeping Svc | 9% |
| Lessors of Real Estate | 8% |
| Act. Rel to Credit Intermed. | 7% |
| Act. Related to Real Estate | 7% |
| Nondepository Credit Intermed. | 7% |
| Insur. Agencies, Brok. & Support | 7% |
| Real Estate, Finance & Insurance | 6% |
| Real Estate Agents & Brokers | 6% |
| Depository Credit Intermed. | 6% |
| Other Financial Invest. Act. | 5% |
| Security & Commodity Invest. Activ. | 5% |
| Insurance & Employee Benefit Funds | 5% |
| Securities & Commodity Exchanges | 1% |
| Other Invest. Pools & Funds | 1% |
| Monetary Authorities - Central Bank | 1% |



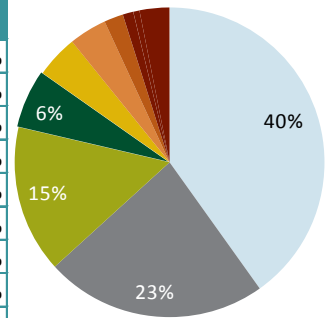
Source: Philadelphia Works Analysis of Quarterly Workforce Indicators data.

Occupation Highlights

- Staffing patterns analysis was used to identify occupations that are needed in the industry. Office and Administrative Support, Business and Financial Operation and Sales and Related Occupations are top occupational families supporting the cluster.
- 30 percent of occupations in Real Estate, Finance & Insurance required a Bachelor’s degree or more education.

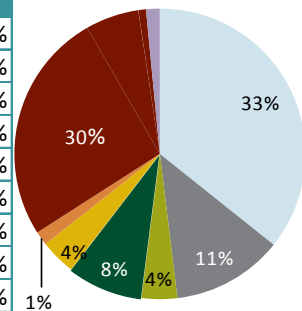
TOP OCCUPATIONAL FAMILIES IN REAL ESTATE, FINANCE & INSURANCE INDUSTRY CLUSTER

| Occupational Family | Jobs 2007 | Jobs 2013 | Change % | % of 2013 Jobs |
|--|-----------|-----------|----------|----------------|
| Office and admin. support | 18,076 | 14,233 | -21% | 40% |
| Business and financial operations | 9,102 | 8,201 | -10% | 23% |
| Sales and related | 6,348 | 5,465 | -14% | 15% |
| Management | 2,676 | 2,161 | -19% | 6% |
| Comp. and mathematical | 1,830 | 1,577 | -14% | 4% |
| Installation, maint., and repair | 1,549 | 1,398 | -10% | 4% |
| Building and grounds cleaning and maint. | 792 | 704 | -11% | 2% |
| Legal | 542 | 397 | -27% | 1% |
| Protective service | 244 | 229 | -6% | 1% |
| Unidentified + Other | 1,372 | 1,107 | -19% | 3% |
| Total | 42,531 | 35,472 | -17% | 100% |



EDUCAITON REQUIRED OF WORKERS IN REAL ESTATE, FINANCE & INSURANCE INDUSTRY CLUSTER

| Skill | Jobs 2007 | Jobs 2013 | Change % | % of 2013 Jobs |
|---|-----------|-----------|----------|----------------|
| Short-term on-the-job training | 14,280 | 11,551 | -19% | 33% |
| Moderate-term on-the-job training | 8,454 | 7,129 | -16% | 11% |
| Long-term on-the-job training | 1,320 | 1,282 | -3% | 4% |
| Work experience in a related occupation | 3,301 | 2,709 | -18% | 8% |
| Postsecondary non-degree award | 1,380 | 1,280 | -7% | 4% |
| Associate's degree | 590 | 503 | -15% | 1% |
| Bachelor's degree | 9,821 | 8,330 | -15% | 23% |
| Bachelor's or higher degree, plus work experience | 2,376 | 1,920 | -19% | 5% |
| Master's degree + | 372 | 275 | -26% | 1% |
| Unidentified | 637 | 493 | n/a | 1% |
| Total | 42,531 | 35,472 | -17% | 100% |



Source: Philadelphia Works analysis of the QCEW Employees & Non-QCEW Employees - EMSI 2013.4 Class of Worker data

Top occupations in the cluster are shown in the tables below. Highlighted occupations are Philadelphia 2013 High Priority Occupations important to the Real Estate, Finance & Insurance industry cluster. Wage data are not industry specific and describe all workers in the occupation.

TOP OCCUPATIONS IN REAL ESTATE, FINANCE & INSURANCE

| SOC | Occupation | Jobs 2013 | % Change from 2007 | Entry-Level Earnings | Median Hourly Earnings | % of the Total Jobs in Cluster |
|--------------------------------|---|-----------|--------------------|----------------------|------------------------|--------------------------------|
| Limited Skills Required | | | | | | |
| 43-3071 | Tellers | 2,890 | (21%) | \$10.22 | \$13.17 | 8.1% |
| 43-4051 | Customer Service Representatives | 2,110 | (16%) | \$11.28 | \$17.30 | 5.9% |
| 43-9061 | Office Clerks, General | 1,312 | (19%) | \$8.72 | \$14.76 | 3.7% |
| 43-6014 | Secretaries and Administrative Assistants, Except Legal, Medical, and Executive | 1,194 | (19%) | \$10.32 | \$16.61 | 3.4% |
| 43-4131 | Loan Interviewers and Clerks | 530 | (23%) | \$12.07 | \$18.08 | 1.5% |
| 43-3021 | Billing and Posting Clerks | 450 | (8%) | \$12.60 | \$17.12 | 1.3% |
| 37-2011 | Janitors and Cleaners, Except Maids and Housekeeping Cleaners | 423 | (11%) | \$9.18 | \$13.78 | 1.2% |
| 43-4171 | Receptionists and Information Clerks | 363 | (19%) | \$9.48 | \$14.34 | 1.0% |
| 41-2021 | Counter and Rental Clerks | 358 | (17%) | \$8.28 | \$12.06 | 1.0% |
| 33-9032 | Security Guards | 203 | (4%) | \$8.40 | \$11.17 | 0.6% |
| 41-3099 | Sales Representatives, Services, All Other | 177 | (16%) | \$13.40 | \$28.58 | 0.5% |
| 37-3011 | Landscaping and Groundskeeping Workers | 163 | (10%) | \$9.42 | \$14.54 | 0.5% |
| 43-9051 | Mail Clerks and Mail Machine Operators, Except Postal Service | 129 | (39%) | \$10.17 | \$14.75 | 0.4% |
| 43-9071 | Office Machine Operators, Except Computer | 118 | (39%) | \$10.42 | \$14.81 | 0.3% |
| 23-2093 | Title Examiners, Abstractors, and Searchers | 104 | (12%) | \$17.18 | \$22.59 | 0.3% |
| 37-2012 | Maids and Housekeeping Cleaners | 97 | (11%) | \$9.51 | \$12.25 | 0.3% |
| 41-9041 | Telemarketers | 86 | (24%) | \$9.34 | \$12.70 | 0.2% |
| 43-4041 | Credit Authorizers, Checkers, and Clerks | 84 | (26%) | \$10.45 | \$16.12 | 0.2% |
| 43-4071 | File Clerks | 81 | (26%) | \$8.92 | \$12.51 | 0.2% |
| 53-7062 | Laborers and Freight, Stock, and Material Movers, Hand | 75 | (17%) | \$8.31 | \$12.60 | 0.2% |
| 43-3099 | Financial Clerks, All Other | 71 | (25%) | \$11.27 | \$19.36 | 0.2% |
| 43-4141 | New Accounts Clerks | 63 | (32%) | \$12.66 | \$16.83 | 0.2% |
| 43-2011 | Switchboard Operators, Including Answering Service | 58 | (28%) | \$10.65 | \$14.27 | 0.2% |
| 41-2011 | Cashiers | 46 | (27%) | \$8.17 | \$9.72 | 0.1% |
| 43-4161 | Human Resources Assistants, Except Payroll and Timekeeping | 42 | (18%) | \$12.52 | \$19.05 | 0.1% |

TOP OCCUPATIONS IN REAL ESTATE, FINANCE & INSURANCE, CONTINUED

| SOC | Occupation | Jobs 2013 | % Change from 2007 | Entry-Level Earnings | Median Hourly Earnings | % of the Total Jobs in Cluster |
|------------------------------------|---|-----------|--------------------|----------------------|------------------------|--------------------------------|
| Some Training or Experience | | | | | | |
| 41-3021 | Insurance Sales Agents | 1,636 | 1% | \$17.22 | \$35.03 | 4.6% |
| 49-9071 | Maintenance and Repair Workers, General | 1,290 | (10%) | \$11.66 | \$17.56 | 3.6% |
| 43-3031 | Bookkeeping, Accounting, and Auditing Clerks | 1,188 | (15%) | \$12.41 | \$19.49 | 3.4% |
| 43-1011 | First-Line Supervisors of Office and Administrative Support Workers | 1,150 | (21%) | \$16.73 | \$27.43 | 3.2% |
| 13-1031 | Claims Adjusters, Examiners, and Investigators | 981 | 2% | \$21.73 | \$33.70 | 2.8% |
| 13-2072 | Loan Officers | 904 | (16%) | \$18.92 | \$29.15 | 2.5% |
| 43-9041 | Insurance Claims and Policy Processing Clerks | 593 | (7%) | \$15.33 | \$21.86 | 1.7% |
| 43-6011 | Executive Secretaries and Executive Administrative Assistants | 441 | (18%) | \$18.41 | \$25.27 | 1.2% |
| 43-3011 | Bill and Account Collectors | 397 | (46%) | \$11.23 | \$16.64 | 1.1% |
| 43-4011 | Brokerage Clerks | 334 | (42%) | \$18.31 | \$26.00 | 0.9% |
| 41-9021 | Real Estate Brokers | 302 | (6%) | \$30.54 | \$55.90 | 0.9% |
| 11-9141 | Property, Real Estate, and Community Association Managers | 293 | (15%) | \$17.44 | \$31.78 | 0.8% |
| 13-2082 | Tax Preparers | 263 | (13%) | \$14.03 | \$18.73 | 0.7% |
| 43-9021 | Data Entry Keyers | 221 | (26%) | \$10.18 | \$14.85 | 0.6% |
| 41-1012 | First-Line Supervisors of Non-Retail Sales Workers | 193 | (23%) | \$25.70 | \$49.81 | 0.5% |
| 13-1199 | Business Operations Specialists, All Other | 146 | (21%) | \$21.25 | \$36.54 | 0.4% |
| 11-3011 | Administrative Services Managers | 126 | (14%) | \$26.51 | \$49.01 | 0.4% |
| Some College or Associate's | | | | | | |
| 41-9022 | Real Estate Sales Agents | 1,121 | 0% | \$17.33 | \$26.80 | 3.2% |
| 15-1151 | Computer User Support Specialists | 211 | (16%) | \$13.64 | \$19.76 | 0.6% |
| 13-2021 | Appraisers and Assessors of Real Estate | 84 | (11%) | \$17.21 | \$24.75 | 0.2% |
| 15-1152 | Computer Network Support Specialists | 73 | (12%) | \$19.53 | \$30.01 | 0.2% |
| 23-2011 | Paralegals and Legal Assistants | 68 | (31%) | \$20.21 | \$29.68 | 0.2% |
| Bachelor's or Higher | | | | | | |
| 13-2011 | Accountants and Auditors | 2,461 | (10%) | \$21.15 | \$34.46 | 6.9% |
| 41-3031 | Securities, Commodities, and Financial Services Sales Agents | 1,435 | (31%) | \$15.85 | \$43.05 | 4.0% |
| 11-3031 | Financial Managers | 636 | (22%) | \$29.87 | \$63.05 | 1.8% |
| 13-2052 | Personal Financial Advisors | 628 | (13%) | \$26.03 | \$42.39 | 1.8% |
| 13-2051 | Financial Analysts | 590 | (11%) | \$22.33 | \$35.63 | 1.7% |
| 11-1021 | General and Operations Managers | 508 | (21%) | \$28.37 | \$56.04 | 1.4% |
| 13-2053 | Insurance Underwriters | 409 | (3%) | \$23.49 | \$38.47 | 1.2% |

TOP OCCUPATIONS IN REAL ESTATE, FINANCE & INSURANCE, CONTINUED

| SOC | Occupation | Jobs 2013 | % Change from 2007 | Entry-Level Earnings | Median Hourly Earnings | % of the Total Jobs in Cluster |
|--|--|-----------|--------------------|----------------------|------------------------|--------------------------------|
| Bachelor's or Higher, continued | | | | | | |
| 13-1161 | Market Research Analysts and Marketing Specialists | 289 | (6%) | \$16.58 | \$30.14 | 0.8% |
| 15-1121 | Computer Systems Analysts | 285 | (13%) | \$25.40 | \$41.04 | 0.8% |
| 13-1111 | Management Analysts | 270 | (9%) | \$24.94 | \$42.78 | 0.8% |
| 13-2099 | Financial Specialists, All Other | 251 | (21%) | \$14.55 | \$28.79 | 0.7% |
| 15-1142 | Network and Computer Systems Administrators | 232 | (12%) | \$25.37 | \$39.00 | 0.7% |
| 23-1011 | Lawyers | 225 | (31%) | \$33.06 | \$65.10 | 0.6% |
| 13-2061 | Financial Examiners | 184 | 17% | \$24.12 | \$34.47 | 0.5% |
| 15-1132 | Software Developers, Applications | 144 | (16%) | \$28.81 | \$42.88 | 0.4% |
| 11-3021 | Computer and Information Systems Managers | 136 | (17%) | \$39.00 | \$63.07 | 0.4% |
| 13-1141 | Compensation, Benefits, and Job Analysis Specialists | 134 | (12%) | \$21.23 | \$31.60 | 0.4% |
| 13-1071 | Human Resources Specialists | 127 | (15%) | \$18.34 | \$29.86 | 0.4% |
| 15-1133 | Software Developers, Systems Software | 126 | (17%) | \$28.52 | \$43.49 | 0.4% |
| 13-2041 | Credit Analysts | 121 | (18%) | \$19.01 | \$29.54 | 0.3% |
| 13-1151 | Training and Development Specialists | 119 | (11%) | \$15.59 | \$27.56 | 0.3% |
| 11-1011 | Chief Executives | 117 | (18%) | \$47.64 | \$93.14 | 0.3% |
| 11-2022 | Sales Managers | 114 | (21%) | \$31.45 | \$58.48 | 0.3% |
| 15-1131 | Computer Programmers | 113 | (18%) | \$20.02 | \$31.73 | 0.3% |
| 13-1041 | Compliance Officers | 107 | (13%) | \$19.08 | \$31.21 | 0.3% |

Source: Philadelphia Works analysis of the QCEW Employees & Non-QCEW Employees - EMSI 2013.4 Class of Worker data

Notes on Data

We followed industry cluster definitions proposed by the Center for Workforce Information & Analysis. Some industries that have a low number of jobs in Philadelphia County were excluded from the analysis and PA industry clusters were formed in the same way to make comparisons possible.

All the wage, employment, and staffing patterns data in this report come from the EMSI 2013.4 Class of Worker Data. EMSI industry data have various sources including the QCEW (Quarterly Census of Employment and Wages), with supplemental estimates from County Business Patterns and Current Employment Statistics. Non-QCEW employee data are based on a number of sources including QCEW, Current Employment Statistics, County Business Patterns, BEA State and Local Personal Income reports, the National Industry-Occupation Employment Matrix (NIOEM), the American Community Survey, and Railroad Retirement Board statistics.

Philadelphia Works worked with the Quarterly Workforce Indicators data available through the U.S. Census and defined the industry clusters at the four-digit NAICS code level. An industry group was assigned to a cluster if most of the employment fell in that cluster. Because the data are cyclical, the quarterly data were smoothed using a simple moving average. This report shows the data for the third quarter of 2012 plus three previous quarters.

The PA Employer Database available through the Center for Workforce Information & Analysis was used to report on the employers by size.