Commercial Real Estate Runner

Los Angeles, CA (DTLA) | Full-Time | On-Site & Field-Based

Launch Your Career in Commercial Real Estate
Team Cline is seeking a highly driven, disciplined, and motivated Real Estate Runner to join our commercial brokerage team in Downtown Los Angeles.

This is an entry-level position designed as the **first step toward becoming a commercial real estate agent**. The right candidate will follow a highly structured training process and, if committed to execution and consistency, can expect to build toward a six-figure income within the first few years.

This is not a casual position. It is a career launchpad for serious professionals.

Why Team Cline?
Team Cline offers driven young professionals an unmatched platform to launch and accelerate a career in commercial real estate. As an active brokerage team marketing over 100 properties at any given time, our associates gain immediate, hands-on exposure to real deals, real clients, and real market dynamics—building credibility and experience far faster than in traditional, siloed environments.

Our culture is rooted in discipline, transparency, and performance, supported by best-in-class marketing, deal tracking and accountability systems that ensure consistent execution and measurable growth. Backed by dominant name recognition, a sterling reputation, a powerful regional broker network, offshore marketing support, and full access to industry-leading data platforms and AI-integrated tools, our team operates with a strategic advantage from day one. As part of Lee & Associates nationwide, we combine innovation with nearly 100 years of collective Southern California industrial real estate expertise—providing mentorship, opportunity, and a clear path for ambitious individuals seeking long-term growth and impact. Additional information can be found at www.lee-associates.com/teamcline.

Work Environment & Expectations
- 5 days per week in our DTLA office and out in the field, beginning at 7:00am Monday-Friday
- Fast-paced, high-accountability environment
- Direct exposure to brokers, clients, and live transactions
- Structured, process-driven training model
- Performance-based growth path

We are looking for individuals who are willing to outwork the competition.

This role requires:
- A commitment of **50+ hours per week actively working the business**
- An additional **10+ hours per week dedicated to personal development, skill building, and market study**
- A willingness to follow proven systems and execute consistently

If you are looking for a predictable 9–5 job, this is not the right fit.

What You'll Do
- Support brokers in property showings, inspections, and client meetings
- Deliver contracts and manage transaction documentation
- Conduct property research and market analysis

- Coordinate logistics between clients, vendors, and brokers
- Maintain accurate CRM and activity records
- Learn the fundamentals of prospecting, deal flow, and market positioning

You will be immersed in real transactions and trained in the core activities that produce income in commercial real estate.

Growth Path & Earning Potential

This position follows a clearly defined training and development process. Those who do the following will typically position themselves for six-figure earnings within the first few years, with the opportunity to earn seven-figures:

- Follow the structure
- Execute daily prospecting expectations
- Embrace coaching and accountability
- Maintain discipline and consistency
- Compensation includes a $3,500 monthly base payment for months 1–6;
  a $3,500 monthly payment treated as a draw against future commissions for months 7–12;
  a $1,750 monthly payment treated as a draw against future commissions for months 13–18;
  and no further base or draw payments beginning in month 19, at which point compensation is fully commission-based

Your income growth will directly reflect your effort, discipline, and adherence to the system.

Qualifications

Required:

- California Real Estate License (or actively obtaining)
- Valid driver's license and reliable transportation
- High school diploma
- Strong work ethic and competitive drive
- High level of organization and time management
- Excellent communication skills
- Ability to operate with urgency and professionalism
- Proficiency in Microsoft Office

Preferred:

- Background in athletics, sales, military, or other performance-driven environments
- Bachelor's degree
- Demonstrated history of exceeding expectations

Who Should Apply

This role is ideal for individuals who are:

- Ambitious and career-focused
- Comfortable being held accountable
- Coachable and open to feedback
- Motivated by long-term earning potential
- Willing to work beyond minimum expectations

We are only interested in serious, committed applicants who are ready to build a career — not just collect a paycheck. If you are disciplined, resilient, and ready to earn your place in commercial real estate, we want to meet you!

Please submit résumés to Cambria Cline at ccline@lee-associates.com.

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