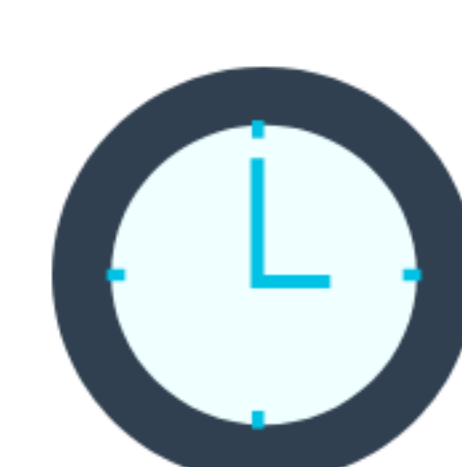




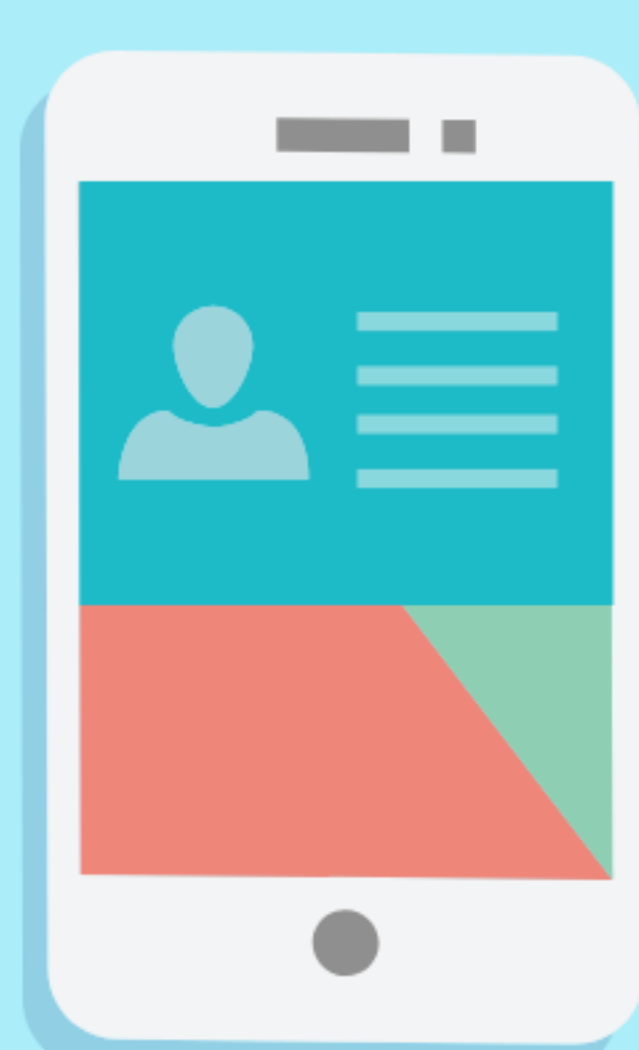
# Labor Day 2019



Looking at data from the 2019 Member Profile we recognize REALTORS® for their hard work and successes this Labor Day.



**68% of REALTORS® are licensed as sales agents, 20% as brokers, 14% as broker associates, and 2% as appraisers.**



**REALTORS® worked a median of 35 hours per week in 2018.**

**49% of members worked 40 or more hours per week.**



**The typical member has been in the real estate industry for a median of 8 years, and has been at their present firm for a median of 4 years.**

## Previous Careers of REALTORS®



Management/Business/Financial: 16%



Sales/Retail: 15%



Office/Admin support: 9%



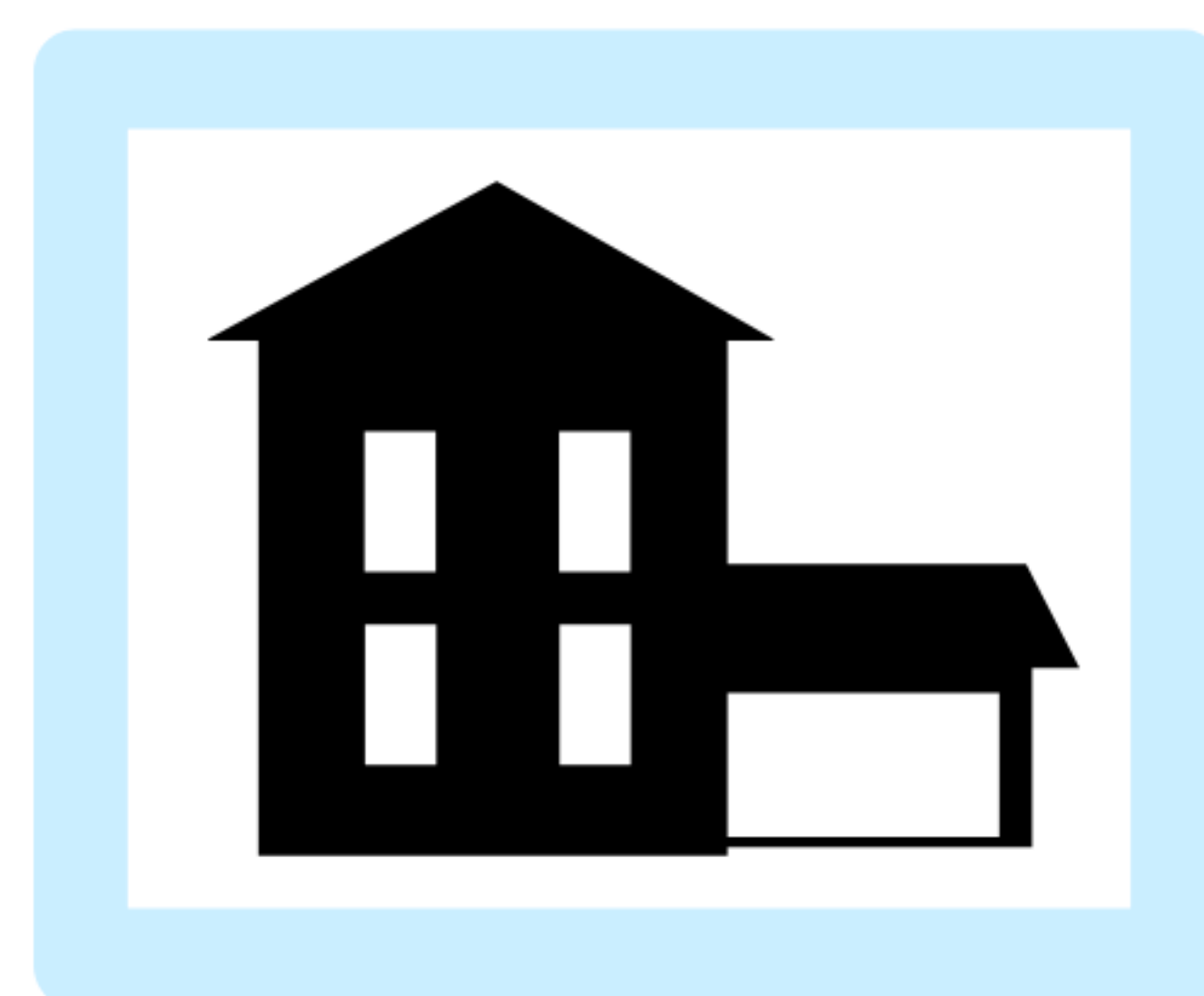
Education: 7%



Healthcare: 6%



Homemaker: 4%



Real estate is first career: 4%



**94% of REALTORS® were certain that they will remain active as a real estate professional during the next 2 years.**