

NAR Member Profile: How Do You Compare?

The National Association of REALTORS® recently surveyed a sampling of REALTORS® nationwide to create a member profile. Based on the survey results, here's how NAR describes a typical REALTOR®:

- Eight years of experience. 61% said real estate was their only occupation. Typically been with the same firm for 5 years.
- Median age of 56.
- 66% of REALTORS® are women.
- 84% own their primary residence; 37% own a secondary property.
- Median gross income of \$54,330, based on 12 transaction sides in 2021. REALTORS® with 16 years or more experience had a median gross income of \$85,000.
- 67% are licensed sales agents, 21% hold broker licenses and 14% hold associate broker licenses.
- 71% report their primary specialty as residential brokerage.
- 14% of members had at least one personal assistant.
- Median business expenses totaled \$6,250 in 2021, with the largest single expense category being vehicle expense.
- Earned 16% of business from repeat clients and customers and 20% through referrals from past clients and customers.
- Most REALTORS® work 35 hours per week.
- 79% are certain will remain in the business at least two more years.
- 54% affiliated with an independent firm; 8% worked for firm that was bought or merged in past two years.
- Lack of inventory remains the most important factor limiting potential clients from making a purchase, followed by housing affordability and difficulty finding the right property.