

## **NAR Member Profile: How Do You Compare?**

The National Association of REALTORS® recently surveyed over 6,000 REALTORS® to create a member profile. Based on the survey results, here's how NAR describes a typical REALTOR®:

- An independent contractor affiliated with an independent company catering to local markets. Typically been with the same firm for 6 years.
- Median age of 56.
- Majority are women with a college education.
- Eleven years of experience. Only 5% indicate real estate is first career.
- Typical income of \$34,900, based on 10 transaction sides in 2011 (an increase over 2010.) Of those 10 sides, 1 was typically a foreclosure and 1 a short sale.
- Typical agent had a sales volume of \$1.3 million in 2011, also an increase of 2010.
- Median business expenses rose to \$4,520 in 2011, with the largest single expense category being vehicle expense.
- Earned 19% of business from past clients and customers and 20% through referrals from past clients and customers.
- 18% have at least one personal assistant.
- Nearly two-thirds reported having a website for at least 5 years, more than 50% use social media and 10% have a real estate blog.
- Agents credit their website for 4 inquiries and 3% of their business annually.
- Most REALTORS® work 40 hours per week.
- 76% "very certain" will remain in the business at least two more years.