

# THE AVERAGE REALTOR®

## 2019 Member Profile

NATIONAL ASSOCIATION OF REALTORS®

# 54



The average REALTOR® is a 54-year-old female who attended college and is a homeowner

# 9%



worked for a firm that was **bought** or **merged** in the past 2 years

### Previous Careers

16% Business

15% Sales

4% Real Estate  
first career



# EIGHT

years of experience  
vs. ten years in 2018

# 2/3

of all REALTORS®  
are female



REPEAT  
CLIENTS  
**13%**

SOURCE OF  
BUSINESS

**17%**  
CLIENT  
REFERRALS

for the sixth year in-a-row REALTORS® agree  
finding the right property  
is harder than obtaining mortgage financing

The typical agent had

# ELEVEN

transactions last year

**OMAHA**  
AREA BOARD OF  
REALTORS®