

PERSONAL INCOME

The median gross personal income (before taxes and expenses) among all REALTORS® was \$42,600 in 2007. While median income was 11 percent lower than reported for 2006, primarily because of weaker sales and leasing activity, incomes varied widely among REALTORS®. Those in the bottom quintile of the income distribution earned less than \$10,000, while those in the top quintile earned at least \$100,000. Those with a broker or broker associate license reported a median income of \$65,200, one-third of whom had incomes of \$100,000 or more. REALTORS® with a sales agent license reported a median income of \$31,000. Fourteen percent earned \$100,000 or more while 20 percent earned between \$50,000 and \$99,999.

The median net personal income (after taxes and expenses) among all REALTORS® was \$27,000. Twenty-nine percent of REALTORS® reported a net personal income of less than \$10,000, and 17 percent a net personal income of \$75,000 or higher. The median net personal income among broker and broker associate licensees was \$40,000, double that of sales agent licensees.

Exhibit 3-14

ANNUAL INCOME OF REALTORS®, 2007

(Percentage Distribution)

Gross Income: Before taxes and expenses	ALL REALTORS®		LICENSED AS:	
	In 2007	In 2006	Broker/ Broker Associate	Sales Agent
Less than \$10,000	20%	17%	11%	26%
\$10,000 to \$24,999	15	14	10	18
\$25,000 to \$34,999	9	9	8	10
\$35,000 to \$49,999	12	11	11	12
\$50,000 to \$74,999	14	14	17	12
\$75,000 to \$99,999	10	12	12	8
\$100,000 to \$149,999	9	11	13	7
\$150,000 to \$199,999	4	5	7	3
\$200,000 to \$249,999	3	3	4	2
\$250,000 or more	4	4	8	2
Median	\$42,600	\$47,700	\$65,200	\$31,000
Net Income: After taxes and expenses				
Less than \$10,000	29%	24%	19%	36%
\$10,000 to \$24,999	19	18	15	21
\$25,000 to \$34,999	12	12	11	13
\$35,000 to \$49,999	12	12	14	11
\$50,000 to \$74,999	11	13	14	9
\$75,000 to \$99,999	7	9	10	5
\$100,000 to \$149,999	5	4	8	3
\$150,000 to \$199,999	2	4	4	1
\$200,000 to \$249,999	1	1	1	1
\$250,000 or more	2	2	3	1
Median	\$27,000	\$31,400	\$40,000	\$20,000