2026
New York State Association of REALTORS® Member Profile

National Association of REALTORS® Research Group

NATIONAL ASSOCIATION OF REALTORS®

REALTORS® are members of the National Association of REALTORS®.

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Introduction: National

The National Association of REALTORS® has released reports on its members, who they are, and the business they conduct dating back more than five decades. Each year, the report is released under unique and varying circumstances. While the report provides timelines showing how experiences and transactions have changed, it is also important to remember that it is a snapshot of that period of time.

For the last three and a half years, the housing market has been suppressed by lower home sales. The volume of existing-home sales continues to be just over 4 million units, which is the lowest level since 1995. The housing market continues to be divided between repeat buyers with housing equity who can easily make housing trades and first-time buyers who are struggling to save for a down payment and purchase a home.

While new existing-home inventory is entering the market, many buyers find themselves priced out by higher mortgage interest rates and higher home prices. Given the challenging market conditions, it is not surprising to see REALTORS® cite housing affordability (27%), the lack of inventory (12%), and difficulty finding the right property (11%) as the top factors limiting potential clients.
The median years of experience in real estate increased slightly to 13 years, as seasoned professionals remain in the industry and seek opportunities. Those with established businesses have a higher share of referrals and repeat clients as a customer base. There is constant churn in the real estate industry given the business's dynamic nature. Fifteen percent of members had two years or less of experience, while 23 percent had been in the industry for 26 or more years. Seventy-five percent of REALTORS® are very certain they will remain in the market for two more years.

As the industry and business practices evolve, the Member Profile continues to evolve as a report. In past iterations of the report, sales volume and the number of transaction sides were asked for purely as straightforward questions. In this year's survey, members were asked about both their individual and team transaction sides and sales volume. Twenty-one percent of REALTORS® worked as part of a team with a median of four team members. Individually in 2025, the typical agent had nine transaction sides. As a team in 2025, REALTORS® typically had 32 transaction sides. Individually, the median sales volume for brokerage specialists was $2.5 million in 2025. As a team in 2025, the median sales volume for brokerage specialists was $17.5 million.

Introduction: National (Continued)

New members entering the field can be identified by differences in income across experience and function. Sixty-two percent of members who have two years or less of experience made less than $10,000 in 2025 compared to 45 percent of members with more than 16 years of experience who made more than $100,000 in the same time period. REALTORS® with 16 years of experience or more had a median gross income of $88,500 compared to REALTORS® with 2 years of experience or less, who had a median gross income of $8,000. REALTORS® total expenses increased to $9,530 from $8,010 in 2024. The biggest expense continues to be one's vehicle.

The typical member was an independent contractor affiliated with an independent company catering to local markets. REALTORS® have frequently had careers in other fields prior to real estate, the most common being sales and retail, followed by management, business, and finance. Only six percent indicated that real estate is their first career. The majority of members were women homeowners with a college education. The median age of REALTORS® was 57 in the 2026 survey.

New York Stats at a Glance

Business Characteristics of REALTORS®

- Sixty-two percent of REALTORS® were licensed sales agents, 24 percent held broker licenses, and 16 percent held broker associate licenses. In New York, 51 percent of REALTORS® were licensed sales agents, 32 percent held broker licenses, and 16 percent held broker associate licenses.
- Seventy-six percent of members specialize in residential brokerage, five percent specialize in property management and three percent in relocation. In New York, 76 percent of members specialize in residential brokerage, six percent specialize in property management, and three percent in commercial brokerage.
- The typical REALTOR® had 13 years of experience, up from 12 last year. In New York, the typical REALTOR® had 17 years of experience.
- Seventy-five percent of REALTORS® were very certain they will remain active as a real estate professional for the next two years. In New York, 71 percent of members report they are certain they will remain active for two more years.

Business Activity of REALTORS®

- In 2025, the typical agent had nine individual transactions. In New York, agents typically had eight individual transactions.
- The median individual sales volume for brokerage specialists remained the same as last year at $2.5 million. In New York, the typical individual sales volume was $1.8 million in 2025.
- Housing Affordability was the most cited reason limiting potential clients from completing transactions, followed by a lack of inventory and difficulty finding the right property. In New York, lack of inventory was the most cited reason at 37 percent.
- The typical REALTOR® worked 35 hours per week in 2025. In New York , the typical REALTOR® worked 30 hours per week.
- The typical REALTOR® earned 28 percent of their business from repeat clients and customers and 22 percent through referrals from past clients and customers. In New York , 25 percent of business came from repeat business and 20 percent through referrals from past clients.

Income and Expenses of REALTORS®

- The total median business expenses were $9,520 in 2025, an increase from $8,010 in 2024. In New York, the typical business expenses were $7,860.
- The median gross income of REALTORS® was $59,200 in 2025, up from $58,100 in 2024. The median gross income for REALTORS® in New York was $53,900.

New York Stats at a Glance *(Continued)*

Office and Firm Affiliation of REALTORS®

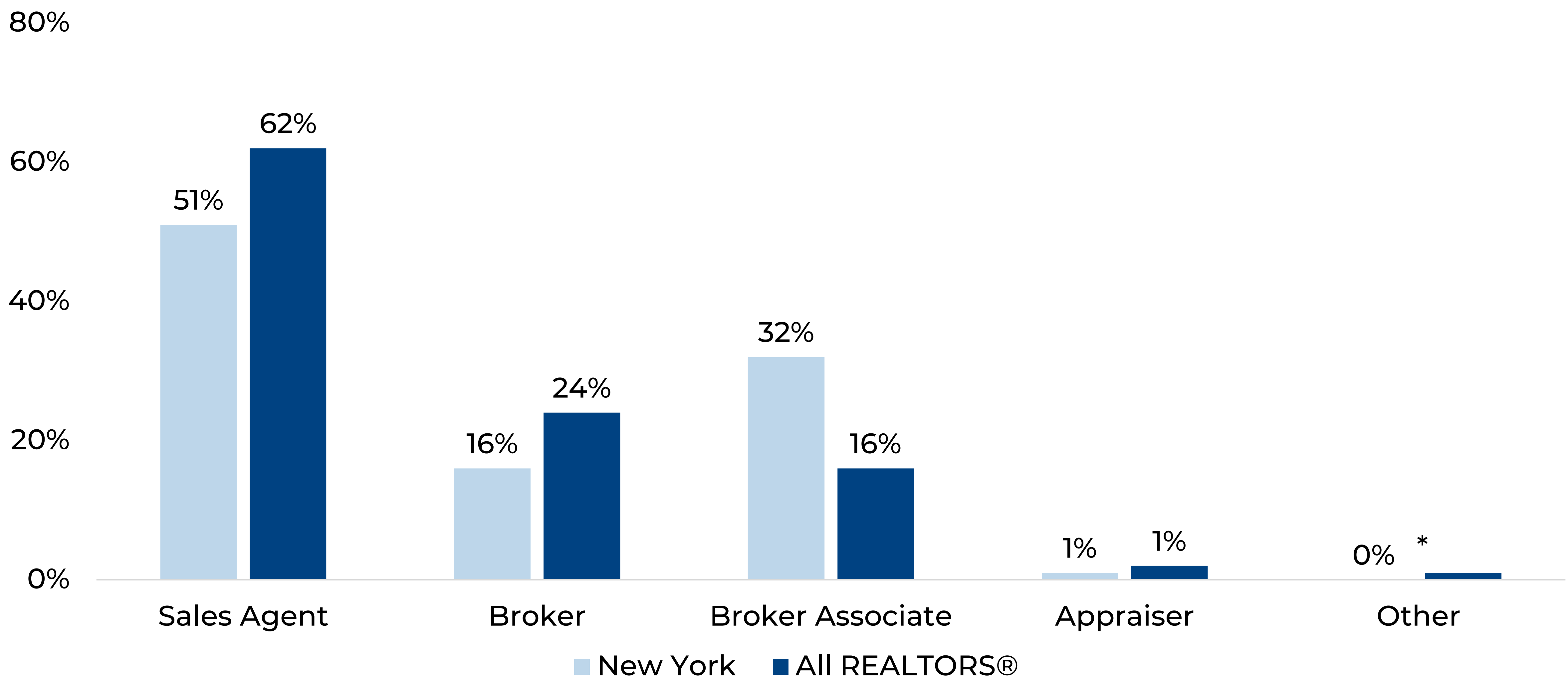
- Fifty-three percent of REALTORS® are affiliated with an independent company, and 41 percent were affiliated with a franchised company. Sixty-four percent of members in New York were affiliated with an independent company, and 33 percent were affiliated with a franchised company.
- Eighty-six percent of REALTORS® are independent contractors at their firms. In New York, 81 percent were independent contractors.

Demographic Characteristics of REALTORS®

- Sixty-six percent of all REALTORS® were female, up from 63 percent last year. In New York, 56 percent of members were female.
- The median age of REALTORS® was 57, the same as last year. In New York, the median age was 60 years old.
- Fifteen percent of REALTORS® had a previous career in sales or retail, and 15 percent in management, business, or finance. Only six percent of REALTORS® reported real estate was their first career. In New York, 11 percent had a previous career in sales or retail, and 11 percent in management, business, or the financial sector. Four percent of members in New York reported real estate was their first career.
- Seventy-nine percent of REALTORS® were white, a slight decrease from 80 percent last year. Hispanics/Latinos accounted for 10 percent of REALTORS®, up from nine percent. This is followed by Black/ African Americans (six percent) and Asian/Pacific Islanders (five percent). In New York, 79 percent of REALTORS® were white, five percent were Hispanic/Latino, six percent were Black/African American.
- Forty-eight percent of REALTORS® said that real estate is their primary source of income. In New York, 50 percent of REALTORS® said that real estate is their primary source of income.
- The majority of REALTORS®—86 percent—own their primary residence. Eighty-two percent of REALTORS® own their primary residence in New York.
- Forty-one percent of REALTORS® reported owning a secondary property. In New York, 43 percent reported owning a secondary property.
- Ninety-six percent reported they were registered to vote, and 93 percent voted in the last national election while 84 percent voted in their local election. In New York, 96 percent reported they were registered to vote, and 95 percent voted in the last national election while 86 percent voted in their local election.
- Seventy-one percent of members reported volunteering in their community. In New York, 64 percent of members reported volunteering in their community.

Business Characteristics of REALTORS®

REALTORS® By Type of License



* Less than 1 percent

Specialty and Main Function of REALTORS®

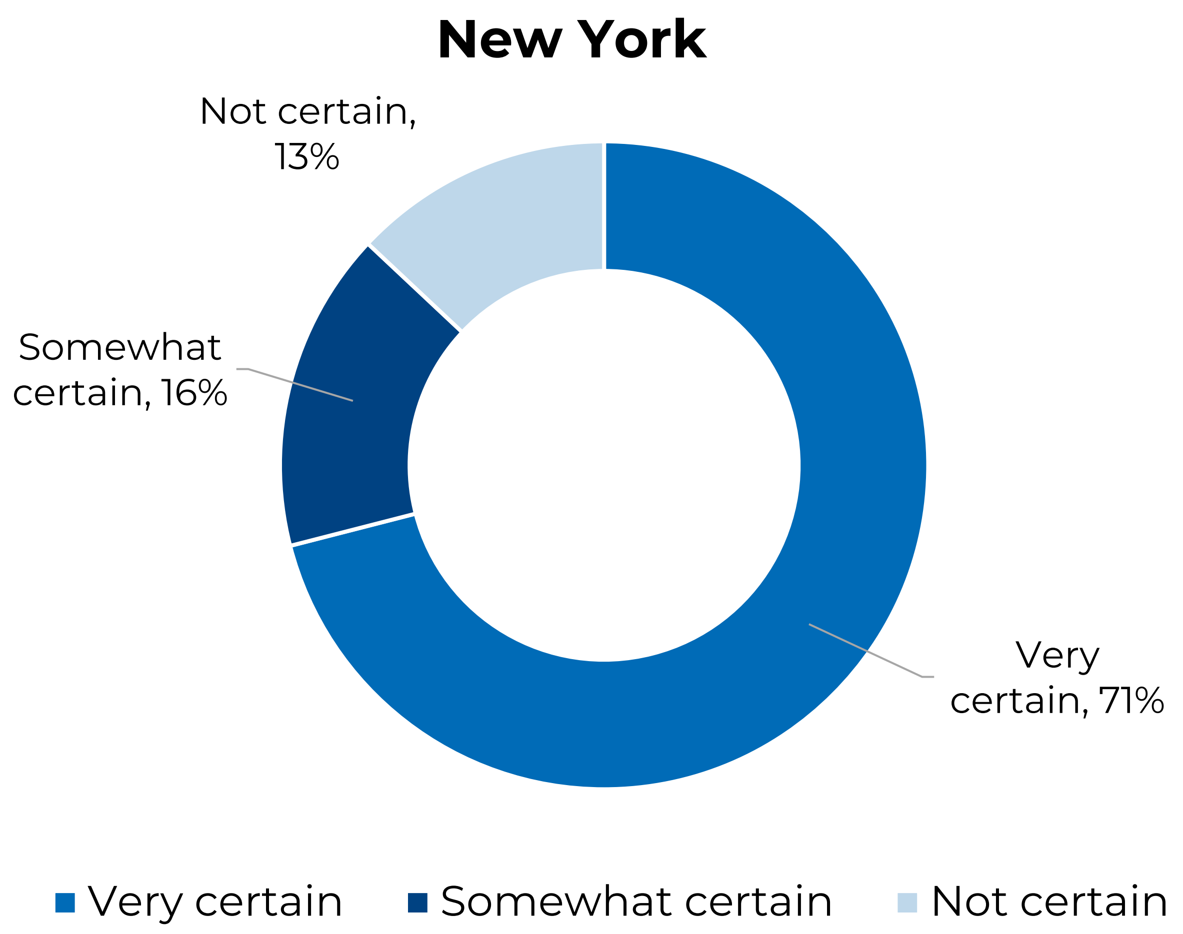
	New York	All REALTORS®
Primary Real Estate Specialty		
Residential brokerage	76%	76%
Commercial brokerage	3	2
Residential appraisal	1	1
Commercial appraisal	1	*
Relocation	2	3
Property management	6	5
Counseling	1	2
Land/Development	1	1
Other specialties	8	10
Main Function		
Broker-owner (with selling)	13%	12%
Broker-owner (without selling)	1	1
Associate broker	21	11
Manager	4	4
Sales agent	56	68
Appraiser	2	1
Other	*	1

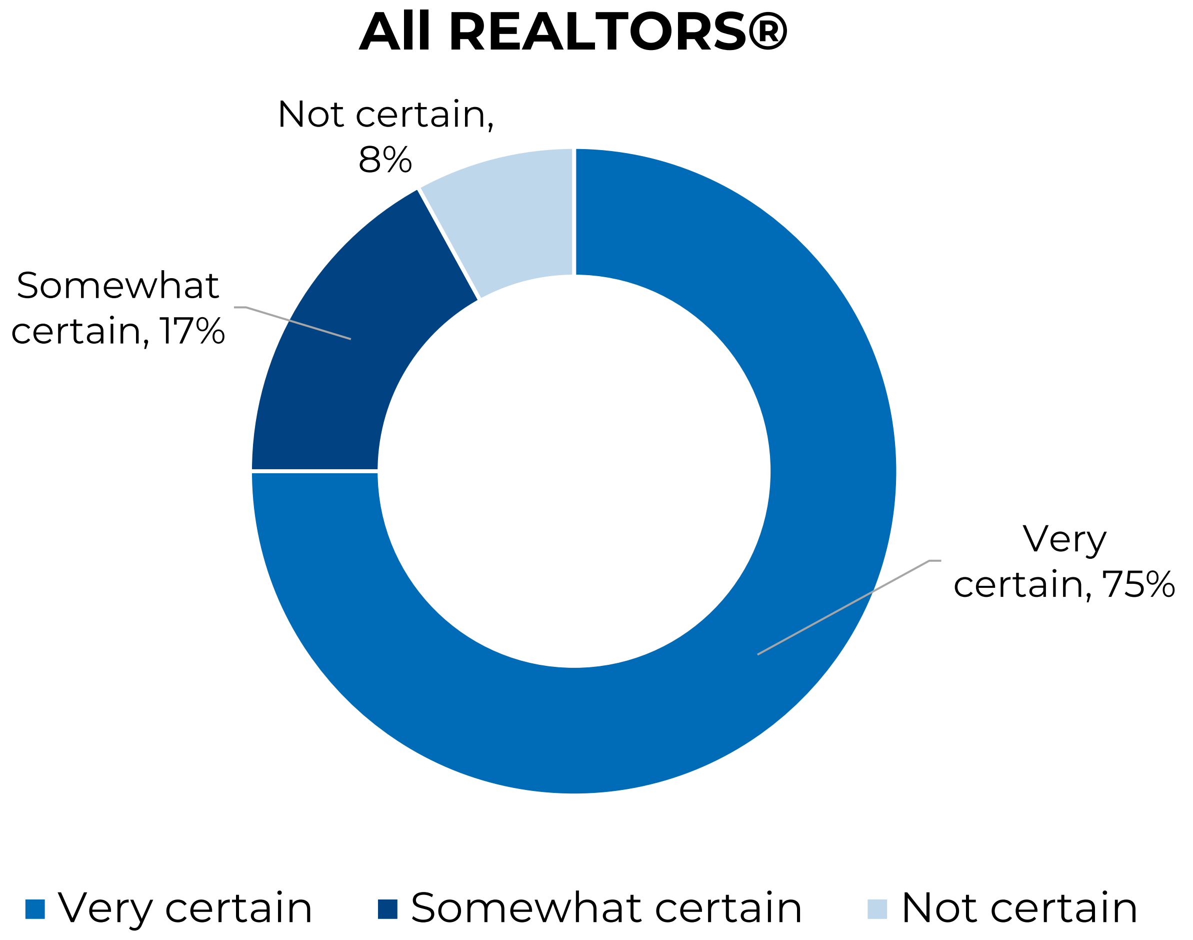
** Less than 1 percent*

Real Estate Experience of REALTORS®

	New York	All REALTORS®
1 year or less	13%	11%
2 years	3	4
3 years	4	4
4 years	3	3
5 years	4	5
6 to 10 years	10	15
11 to 15 years	10	11
16 to 25 years	25	23
26 to 39 years	16	15
40 or more years	11	8
Median (years)	**17**	**13**

Will Remain Active as a Real Estate Professional During the Next Two Years





Business Activities of REALTORS®

Number of Individual Transaction Sides or Commercial Deals, 2025

	New York		All REALTORS®	
	Residential Sides	Commercial Sides	Residential Sides	Commercial Sides
0 transactions	10%	66%	6%	67%
1 to 5 transactions	24	28	30	28
6 to 10 transactions	25	*	23	3
11 to 15 transactions	12	2	17	1
16 to 20 transactions	13	2	8	1
21 to 50 transactions	12	3	15	1
51 transactions or more	3	*	2	*
Median (transactions)	**8**	**0**	**9**	**0**

** Less than 1 percent*

Number of Team Transaction Sides or Commercial Deals, 2025

	New York		All REALTORS®	
	Residential Sides	Commercial Sides	Residential Sides	Commercial Sides
0 transactions	*	40%	2%	46%
1 to 5 transactions	6	30	13	37
6 to 10 transactions	11	10	8	9
11 to 15 transactions	6	*	8	1
16 to 20 transactions	17	*	7	3
21 to 50 transactions	17	20	29	3
51 transactions or more	44	*	33	1
Median (transactions)	**40**	**2**	**31**	**1**

** Less than 1 percent*

Brokerage: Individual Sales Volume, 2025

	New York	All REALTORS®
Less than $500,000	31%	26%
$500,000 to under $1 million	9	7
$1 to under $1.5 million	7	7
$1.5 to under $2 million	4	6
$2 to under $3 million	7	10
$3 to under $4 million	11	8
$4 to under $5 million	5	7
$5 to under $6 million	5	6
$6 to under $7 million	6	5
$7 to under $8 million	*	3
$8 to under $10 million	4	5
$10 million or more	13	12
$10 to under $14 million	8	5
$14 to under $20 million	2	4
$20 million or more	3	3
Median (millions)	**$1.8**	**$2.5**

Brokerage: Team Sales Volume, 2025

	New York	All REALTORS®
Less than $500,000	18%	8%
$500,000 to under $1 million	*	3
$1 to under $1.5 million	12	4
$1.5 to under $2 million	6	3
$2 to under $3 million	*	6
$3 to under $4 million	*	4
$4 to under $5 million	6	4
$5 to under $6 million	*	4
$6 to under $7 million	6	3
$7 to under $8 million	*	4
$8 to under $10 million	12	4
$10 million or more	42	54
$10 to under $14 million	*	10
$14 to under $20 million	18	13
$20 million or more	24	31
Median (millions)	**$8.3**	**$17.5**

The Most Important Factor Limiting Potential Clients in Completing a Transaction

	New York	All REALTORS®
No factors are limiting potential clients	12%	7%
Lack of inventory	37	12
Housing Affordability	21	27
Difficulty in finding the right property	9	11
Difficulty in obtaining mortgage finance	2	4
Expectation that prices might fall further	2	6
Ability to save for downpayment	*	2
Concern about losing job	*	1
Ability to sell existing home	5	4
Low consumer confidence	2	4
Expectation that mortgage rates might come down	4	6
Other	7	5

** Less than 1 percent*

Hours Worked Per Week

	New York	All REALTORS®
Less than 20 hours	18%	16%
20 to 39 hours	41	37
40 to 59 hours	29	36
60 hours or more	13	11
Median (hours)	**30**	**35**

Repeat Business from Past Consumers and Clients, 2025

	New York	All REALTORS®
None	19%	20%
Less than 10%	17	12
Up to 25%	14	17
Up to 50%	17	18
More than 50%	33	32
Median	**25%**	**28%**

Business Through Referrals from Past Consumers and Clients, 2025

	New York	All REALTORS®
None	13%	17%
Less than 10%	22	13
Up to 25%	22	24
Up to 50%	16	18
More than 50%	27	25
Median	**20%**	**22%**

Income & Expenses of REALTORS®

Total Real Estate Business Expenses, 2025

	New York	All REALTORS®
None	2%	4%
Less than $500	3	2
$500 to $999	3	4
$1,000 to $2,499	14	10
$2,500 to $4,999	20	17
$5,000 to $9,999	14	16
$10,000 to $19,999	10	15
$20,000 to $29,999	8	9
$30,000 to $49,999	11	9
$50,000 to $99,999	7	5
$100,000 or more	4	5
Median	**$7,860**	**$9,520**

** Less than 1 percent*

Annual Income of REALTORS®, 2025

	New York	All REALTORS®
Gross Income: Before taxes and expenses		
Less than $10,000	22%	19%
$10,000 to $24,999	13	11
$25,000 to $34,999	9	8
$35,000 to $49,999	4	8
$50,000 to $74,999	13	11
$75,000 to $99,999	11	10
$100,000 to $149,999	10	13
$150,000 to $199,999	11	7
$200,000 to $249,999	4	4
$250,000 or more	5	9
Median	**$53,900**	**$59,200**
Net Income: After taxes and expenses		
Less than $10,000	27%	26%
$10,000 to $24,999	13	13
$25,000 to $34,999	7	9
$35,000 to $49,999	10	10
$50,000 to $74,999	18	14
$75,000 to $99,999	10	10
$100,000 to $149,999	6	8
$150,000 to $199,999	5	4
$200,000 to $249,999	2	2
$250,000 or more	3	4
Median	**$39,500**	**$37,000**

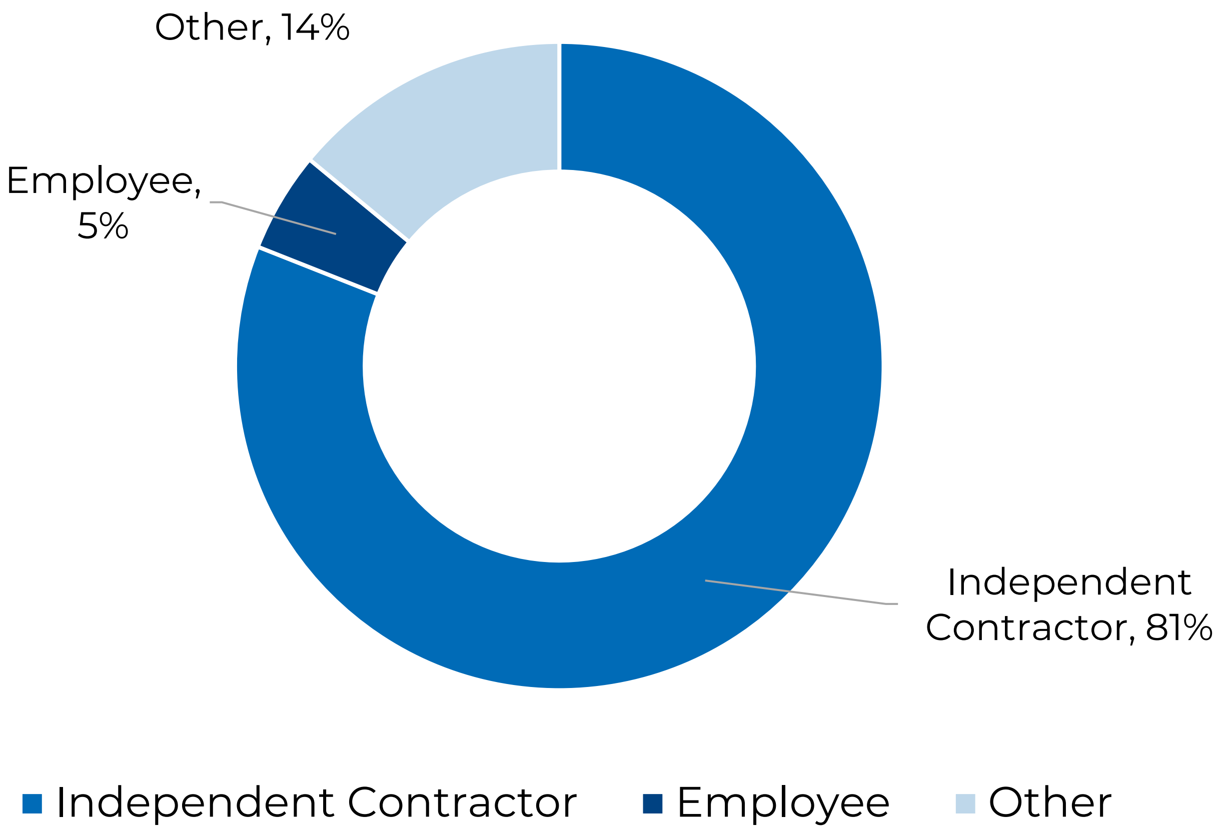
Office and Firm Affiliation of REALTORS®

Firm Affiliation

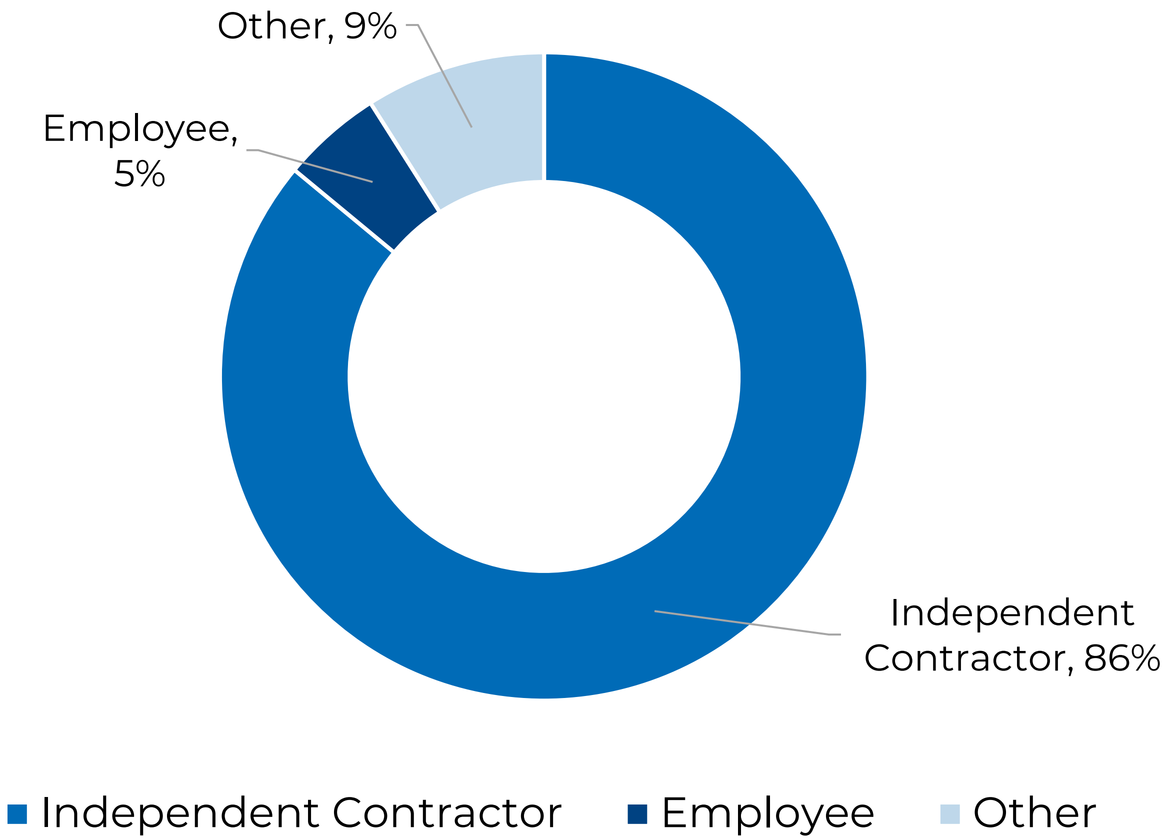
Firm Description	New York	All REALTORS®
Independent company	64%	53%
Franchised company	33	41
Other	3	6

REALTOR® Affiliation with Firms

New York



All REALTORS®



Demographic Characteristics of REALTORS®

Gender of REALTORS®

Firm Description	New York	All REALTORS®
Male	39%	32%
Female	56	66
Non-binary/third gender	1	*
Prefer to self-describe	*	*
Prefer not to say	4	2

** Less than 1 percent*

Age of REALTORS®

	New York	All REALTORS®
Under 30 years	4%	3%
30 to 34 years	2	4
35 to 39 years	9	6
40 to 44 years	7	8
45 to 49 years	7	9
50 to 54 years	6	12
55 to 59 years	12	15
60 to 64 years	15	14
65 years and over	39	30
Median age	**60**	**57**

Prior Full-Time Careers of REALTORS®

	New York	All REALTORS®
Management/Business/Financial	11%	15%
Sales/Retail	11	15
Office/Admin support	8	7
Education	7	7
Healthcare	4	7
None, real estate is first career	4	6
Construction	*	3
Government/Protective services	1	3
Manufacturing/Production	4	2
Computer/Mathematical	2	2
Legal	6	2
Transportation	2	2
Architecture/Engineering	1	2
Family Manager	*	1
Military	*	1
Personal care/Other services	*	1
Community/Social services	2	1
Retired	2	1
Life/Physical/Social sciences	1	1
Other	35	22

** Less than 1 percent*

Racial and Ethnic Distribution of REALTORS®

	New York	All REALTORS®
White	79%	79%
Hispanic/Latino	5	10
Black/African American	6	6
Asian/Pacific Islander	5	5
American Indian/Eskimo/Aleut	*	1
Other	5	3

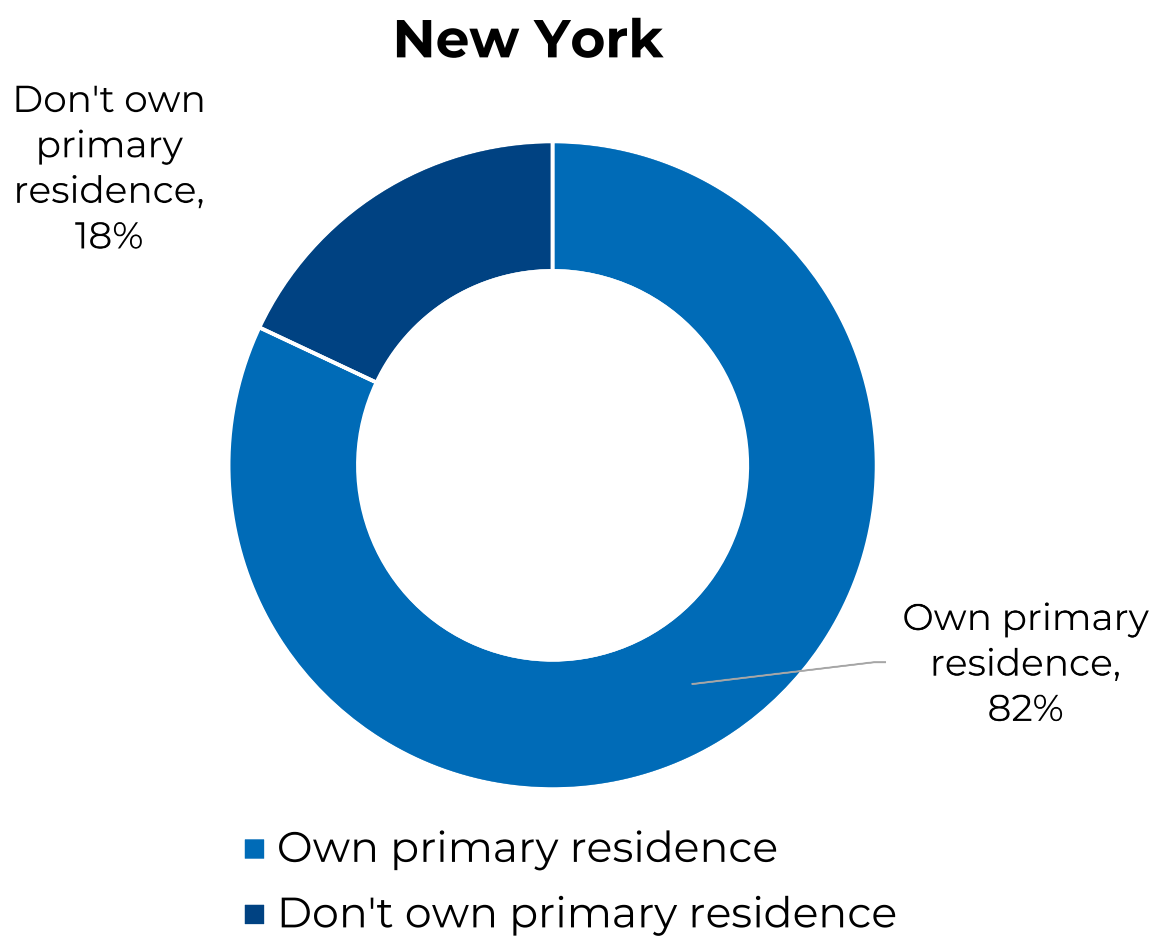
Note: Respondent could choose more than one racial or ethnic category.

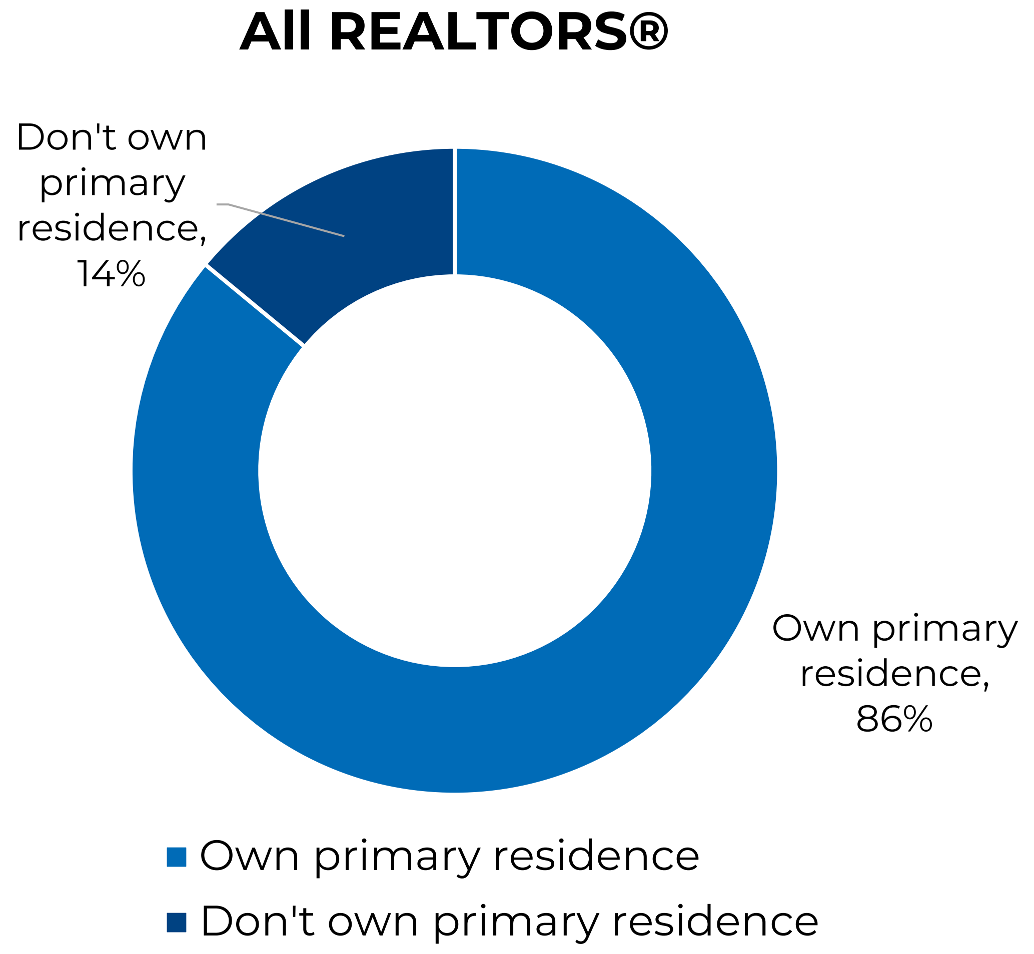
Real Estate Is Primary Source of Income for Household

(Percent "Yes")

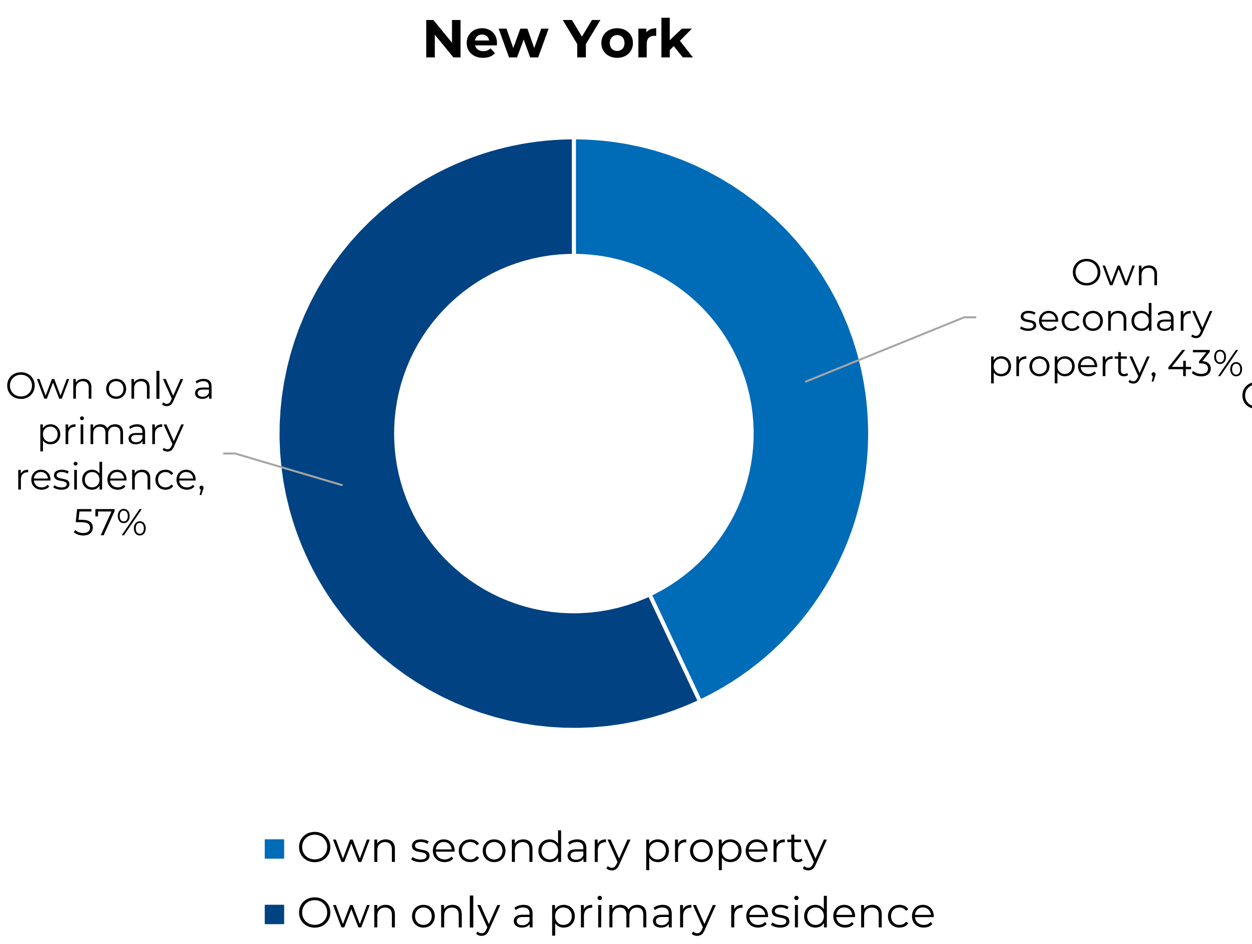
	New York	All REALTORS®
Real estate is primary source of income	50%	48%

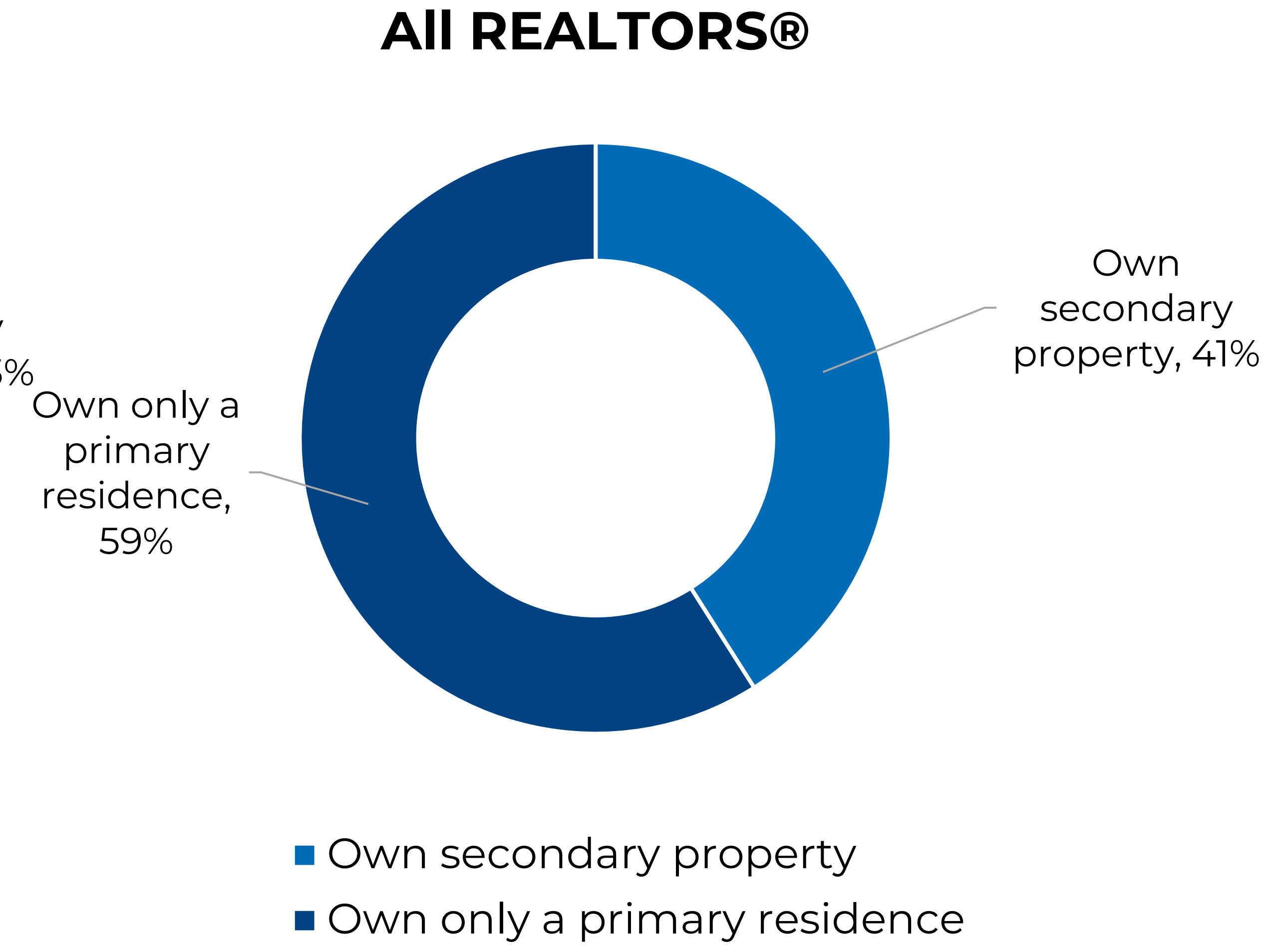
Homeownership of REALTORS®





Own Secondary Property

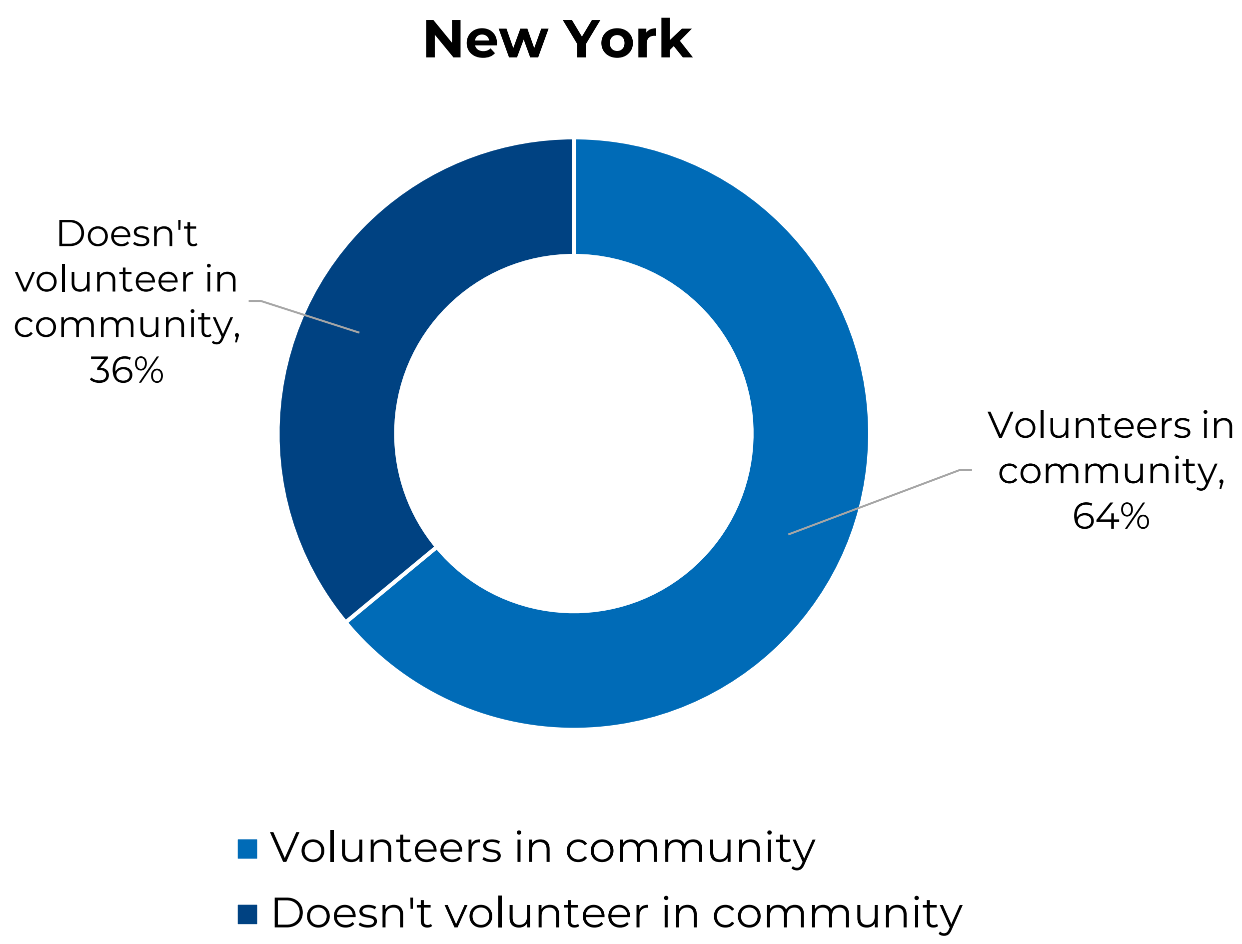


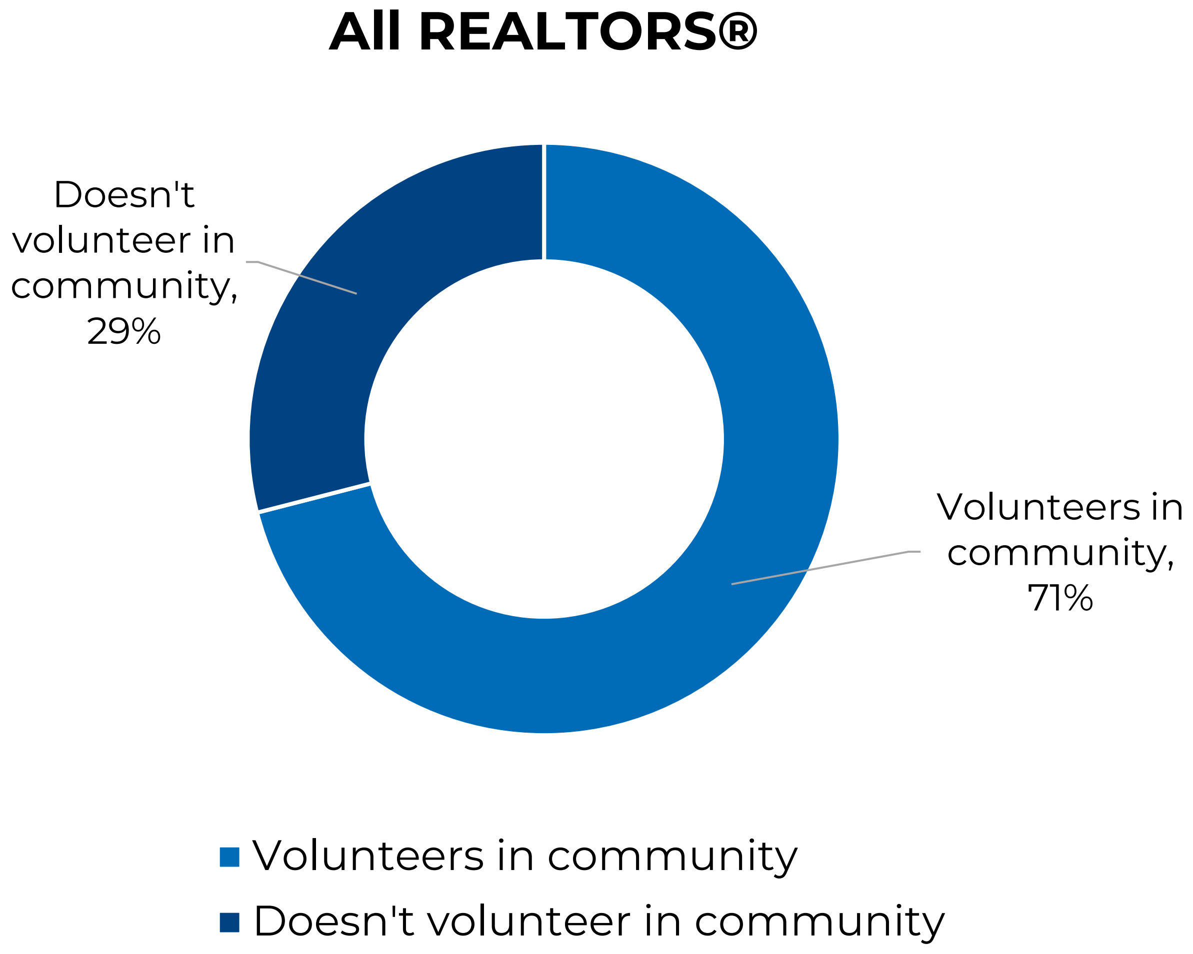


Voting Pattern of REALTORS®

	New York	All REALTORS®
Registered to vote	96%	96%
Voted in last national election	95	93
Voted in last local election	86	84

Volunteers in Community





Methodology

In March 2026, NAR e-mailed a 63-question survey to a random sample of 286,777 REALTORS®. Using this method, a total of 5,116 responses were received. The survey had an adjusted response rate of 1.7 percent. The 95 percent confidence interval is ±1.37 percent, based on a population of 1.4 million members. In New York, a random sample of 9,733 members were sent the survey, 169 members took the survey. New York had a response rate of 1.7 percent.

Survey responses were weighted to be representative of state-level NAR membership. Information about compensation, earnings, sales volume, and number of transactions is characteristic of calendar year 2025, while all other data are representative of member characteristics in early 2026.

The NATIONAL ASSOCIATION OF REALTORS® is committed to equal opportunity in the real estate industry. In accordance with this commitment, racial and ethnic information was collected and is included in this report.

Where relevant, REALTOR® information in subgroups based on the license held by members of NAR: a broker, broker-associate or sales agent license. The term "broker" refers to REALTORS® holding a broker or broker associate license unless otherwise noted. In some cases, information is presented by REALTORS®' main function within their firm or their real estate specialty regardless of the type of license held.

The primary measure of central tendency used throughout this report is the median, the middle point in the distribution of responses to a particular question or, equivalently, the point at which half of the responses are above and below a particular value. Data may not be comparable to previous Member Profile publications due to changes in questionnaire design.

As America's largest trade association, the National Association of REALTORS® is involved in all aspects of residential and commercial real estate. The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict Code of Ethics. For free consumer guides about navigating the homebuying and selling transaction processes – from written buyer agreements to negotiating compensation – visit facts.realtor.

Working for America's property owners, the National Association provides a facility for professional development, research and exchange of information among its members and to the public and government for the purpose of preserving the free enterprise system and the right to own real property.

National Association of REALTORS® Research Group

The Mission of the National Association of REALTORS® Research Group is to produce timely, data-driven market analysis and authoritative business intelligence to serve members, and inform consumers, policymakers and the media in a professional and accessible manner.

To find out about other products from NAR's Research Group, visit **https://www.nar.realtor/research-and-statistics**.

National Association of REALTORS®

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