

The Real Estate Numbers *It's a Whole New World!*



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The Real Estate Numbers

2013 - 5,090,000 transactions

2012 - 4,630,000 transactions

Increase of 9.1%

Still lower than record year of 2006: 6,480,000 transactions

2014 is increasing and should have approximately: 5,200,000 transactions

But how many deals?



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The Real Estate Numbers

There are two sides to every story

There are two sides to every deal

Agent count deals as "sides"

There will be 10,400,000 deals (sides) in 2014

That is over 10, 400,000 chances to get paid!



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The Real Estate Numbers

2006: there were just under 2 million new homes built

2014: approximately 880,000 will be built 2006

Actual "Resale" transactions

2006: 4,480,000 transactions

2014: 4,320,000 transaction

This is likely going to be the second best year in history for real estate agents



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The Real Estate Numbers

How much money is out there?

Average sales price for 2013: \$197,100

2014: Average Sales Price Projected to be: \$205,400

This translates into \$ 53,239,680,000 in commissions!

Over 50 Billion dollars in Brokerage fees!



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Who is getting the money?

2014 - There just under 1 million "Realtors"

But ... there are 2,300,000 "Licensees"

2006 – there were 2,600,000 licensed agents and brokers

2006 vs 2014 – almost the same number of deals!

2014 – 300,000 less brokers and agents than in 2006

There will be more money for everyone who is still here!



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