2026 Ohio 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.

Ohio 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 Ohio, 83 percent of REALTORS® were licensed sales agents, 13 percent held broker licenses, and six 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 Ohio, 75 percent of members specialize in residential brokerage, three percent specialize in property management, and two percent in commercial brokerage.
- The typical REALTOR® had 13 years of experience, up from 12 last year. In Ohio, the typical REALTOR® had 11 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 Ohio, 74 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 Ohio, agents typically had eight individual transactions.
- The median individual sales volume for brokerage specialists was $2.5 million. In Ohio, the typical individual sales volume was $1.4 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 Ohio, lack of inventory and housing affordability were the most cited reasons both at 24 percent.
- The typical REALTOR® worked 35 hours per week in 2024. In Ohio, 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 Ohio, 21 percent of business came from repeat business and 18 percent through referrals from past clients.

Income and Expenses of REALTORS®

- The total median business expenses were, $8,930 in 2025, an increase from $8,010 in 2024. In Ohio, the typical business expenses were $6,940.
- The median gross income of REALTORS® was $59,200 in 2025, up from $58,100 in 2024. The median gross income for REALTORS® in Ohio was $36,900.

Ohio 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. Forty-five percent of members in Ohio were affiliated with an independent company, and 48 percent were affiliated with a franchised company.
- Eighty-six percent of REALTORS® are independent contractors at their firms. In Ohio, 90 percent were independent contractors.

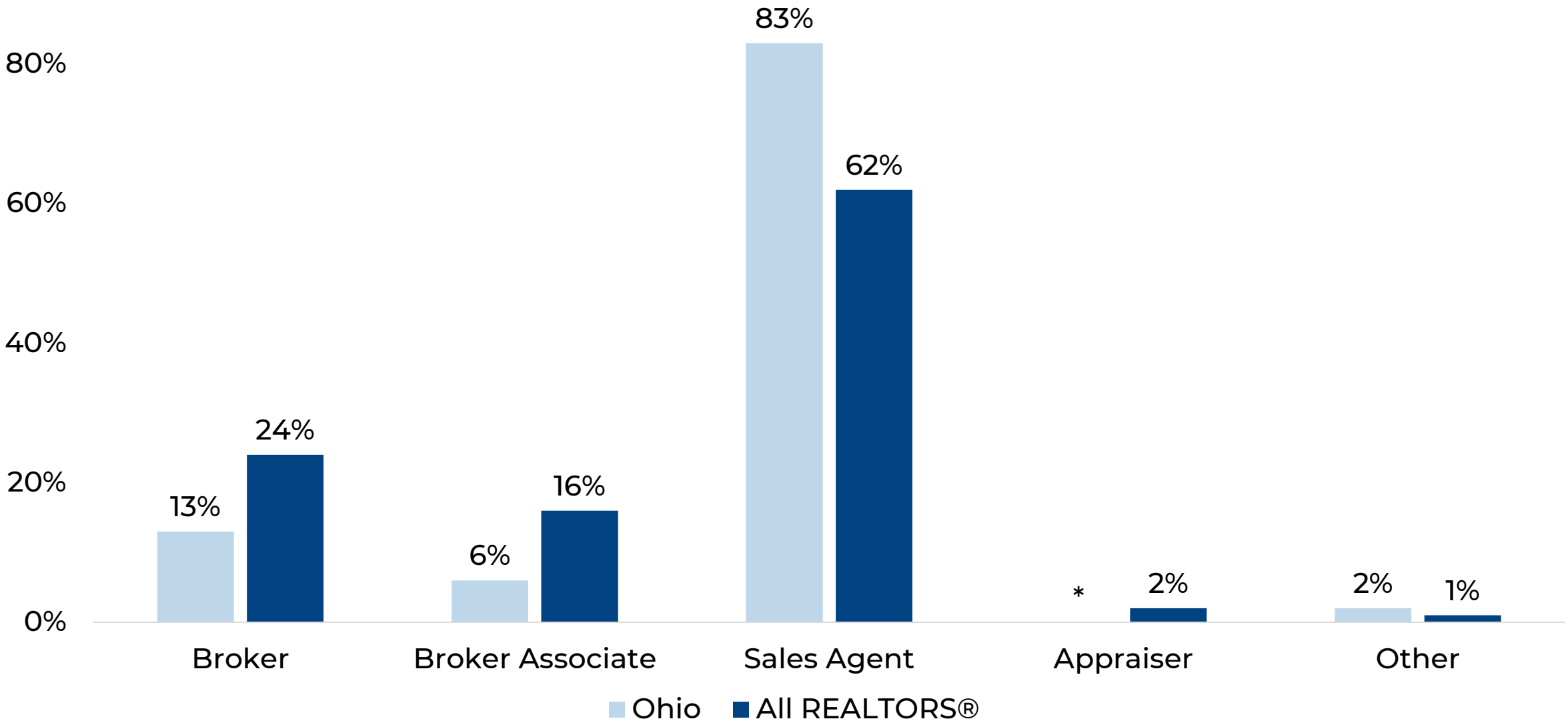
Demographic Characteristics of REALTORS®

- Sixty-six percent of all REALTORS® were female, up from 63 percent last year. In Ohio, 69 percent of members were female.
- The median age of REALTORS® was 57, the same last year. In Ohio, the median age was 58 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 Ohio, 15 percent in management, business, or the financial sector, and 14 in office/admin support. Four percent of members in Ohio 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 Ohio, 96 percent of REALTORS® were white, five percent were Black/African American, one percent were Hispanic/Latino, and one percent were Asian/Pacific Islander.
- Forty-eight percent of REALTORS® said that real estate is their primary source of income. In Ohio, 54 percent of REALTORS® said that real estate is their primary source of income.
- The majority of REALTORS®—86 percent—own their primary residence. Eighty-nine percent of REALTORS® own their primary residence in Ohio.
- Forty-one percent of REALTORS® reported owning a secondary property. In Ohio, 39 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 Ohio, 97 percent reported they were registered to vote, and 96 percent voted in the last national election while 87 percent voted in their local election.
- Seventy-one percent of members reported volunteering in their community. In Ohio, 69 percent of members reported volunteering in their community.

Business Characteristics of REALTORS®



REALTORS® By Type of License



Specialty and Main Function of REALTORS®

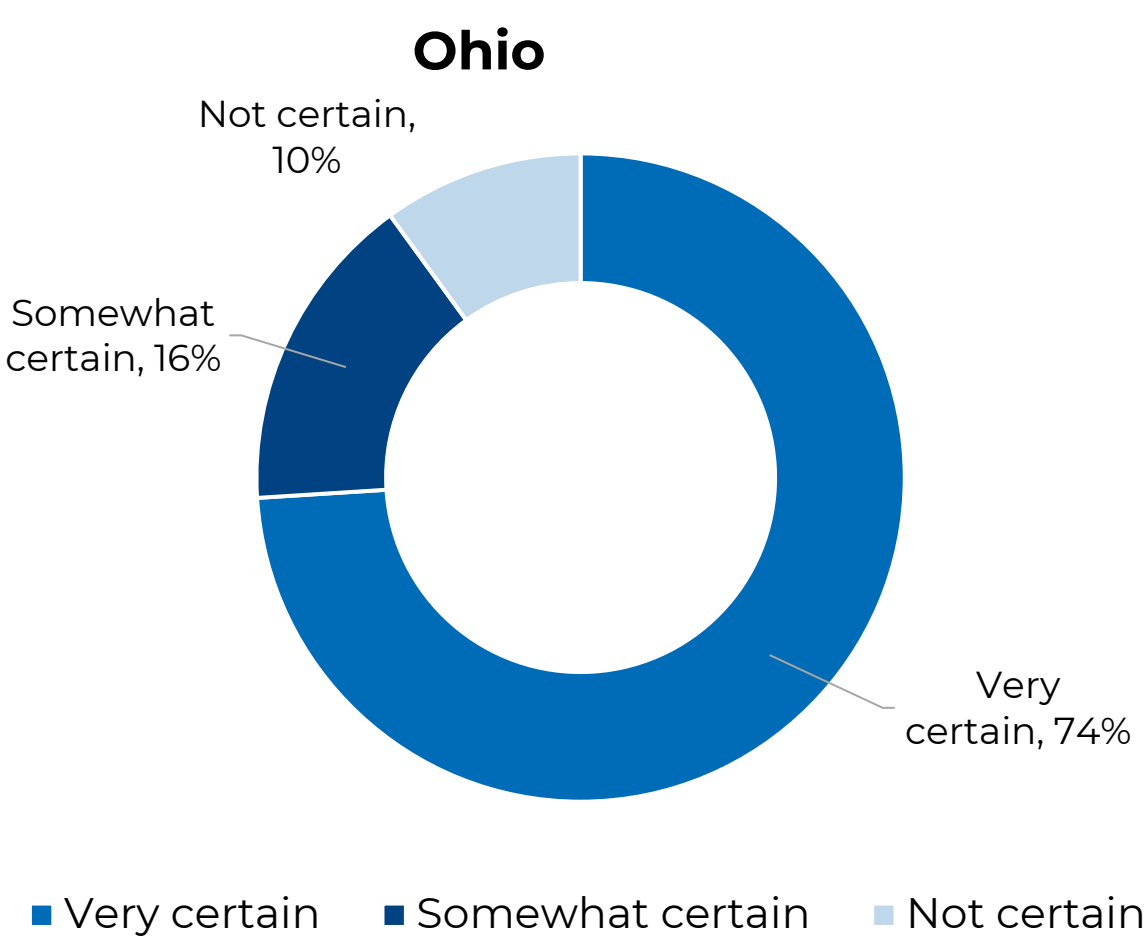
	Ohio	All REALTORS®
Primary Real Estate Specialty		
Residential brokerage	75%	76%
Commercial brokerage	2	2
Residential appraisal	1	1
Commercial appraisal	*	*
Relocation	1	3
Property management	3	5
Counseling	*	2
Land/Development	*	1
Other specialties	18	10
Main Function		
Broker-owner (with selling)	10	12%
Broker-owner (without selling)	1	1
Associate broker	3	11
Manager	8	4
Sales agent	76	68
Appraiser	*	1
Other	3	1

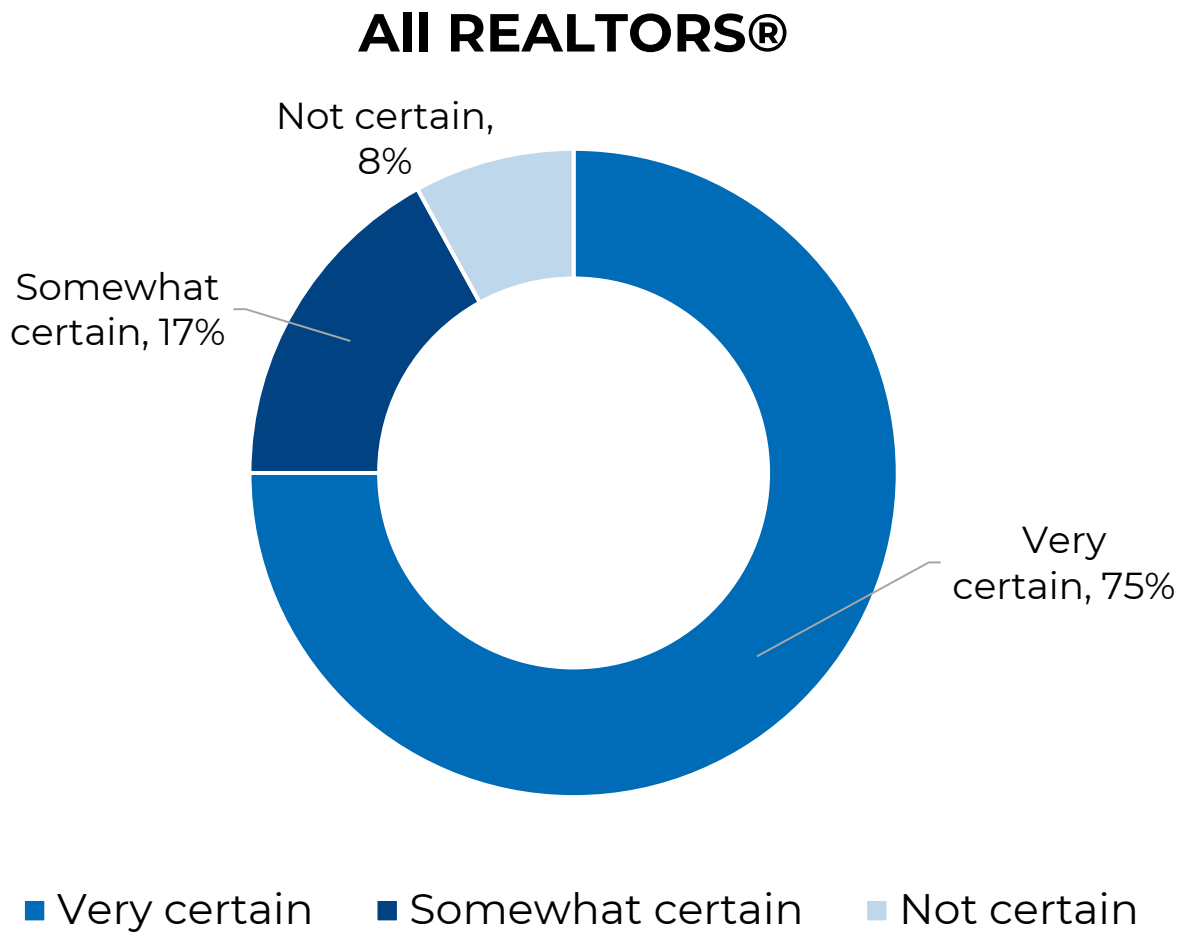
** Less than 1 percent*

Real Estate Experience of REALTORS®

	Ohio	All REALTORS®
1 year or less	16%	11%
2 years	6	4
3 years	5	4
4 years	5	3
5 years	5	5
6 to 10 years	13	15
11 to 15 years	7	11
16 to 25 years	18	23
26 to 39 years	10	15
40 or more years	15	8
Median (years)	**11**	**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, 2026

	Ohio		All REALTORS®	
	Residential Sides	Commercial Sides	Residential Sides	Commercial Sides
0 transactions	10%	55%	6%	67%
1 to 5 transactions	27	45	30	28
6 to 10 transactions	16	*	23	3
11 to 15 transactions	15	*	17	1
16 to 20 transactions	4	*	8	1
21 to 50 transactions	25	*	15	1
51 transactions or more	1	*	2	*
Median (transactions)	**8**	**0**	**9**	**0**

** Less than 1 percent*

Number of Team Transaction Sides or Commercial Deals, 2026

	Ohio		All REALTORS®	
	Residential Sides	Commercial Sides	Residential Sides	Commercial Sides
0 transactions	20%	60%	2%	46%
1 to 5 transactions	*	20	13	37
6 to 10 transactions	*	10	8	9
11 to 15 transactions	*	10	8	1
16 to 20 transactions	7	*	7	3
21 to 50 transactions	33	*	29	3
51 transactions or more	40	*	33	1
Median (transactions)	**48**	**0**	**31**	**1**

** Less than 1 percent*

Brokerage: Individual Sales Volume, 2025

	Ohio	All REALTORS®
Less than $500,000	32%	26%
$500,000 to under $1 million	12	7
$1 to under $1.5 million	7	7
$1.5 to under $2 million	9	6
$2 to under $3 million	12	10
$3 to under $4 million	6	8
$4 to under $5 million	*	7
$5 to under $6 million	1	6
$6 to under $7 million	3	5
$7 to under $8 million	4	3
$8 to under $10 million	4	5
$10 million or more	9	12
$10 to under $14 million	6	5
$14 to under $20 million	3	4
$20 million or more	*	3
Median (millions)	**$1.4**	**$2.5**

Brokerage: Team Sales Volume, 2025

	Ohio	All REALTORS®
Less than $500,000	6%	8%
$500,000 to under $1 million	6	3
$1 to under $1.5 million	*	4
$1.5 to under $2 million	*	3
$2 to under $3 million	6	6
$3 to under $4 million	12	4
$4 to under $5 million	12	4
$5 to under $6 million	*	4
$6 to under $7 million	12	3
$7 to under $8 million	*	4
$8 to under $10 million	6	4
$10 million or more	42	54
$10 to under $14 million	6	10
$14 to under $20 million	18	13
$20 million or more	18	31
Median (millions)	**$6.7**	**$17.5**

The Most Important Factor Limiting Potential Clients in Completing a Transaction

	Ohio	All REALTORS®
No factors are limiting potential clients	5%	7%
Lack of inventory	24	12
Housing Affordability	24	27
Difficulty in finding the right property	10	11
Difficulty in obtaining mortgage finance	7	4
Expectation that prices might fall further	*	6
Ability to save for downpayment	*	2
Concern about losing job	2	1
Ability to sell existing home	2	4
Low consumer confidence	5	4
Expectation that mortgage rates might come down	12	6
Other	7	5

** Less than 1 percent*

Hours Worked Per Week

	Ohio	All REALTORS®
Less than 20 hours	23%	16%
20 to 39 hours	38	37
40 to 59 hours	33	36
60 hours or more	7	11
Median (hours)	**30**	**35**

Repeat Business from Past Consumers and Clients, 2025

	Ohio	All REALTORS®
None	23%	20%
Less than 10%	14	12
Up to 25%	17	17
Up to 50%	17	18
More than 50%	26	32
Median	**21%**	**28%**

Business Through Referrals from Past Consumers and Clients, 2025

	Ohio	All REALTORS®
None	165	17%
Less than 10%	17	13
Up to 25%	32	24
Up to 50%	17	18
More than 50%	16	25
Median	**18%**	**22%**

Income & Expenses of REALTORS®



Total Real Estate Business Expenses, 2025

	Ohio	All REALTORS®
None	$4	4%
Less than $500	*	2
$500 to $999	7	4
$1,000 to $2,499	12	10
$2,500 to $4,999	20	17
$5,000 to $9,999	18	16
$10,000 to $19,999	12	15
$20,000 to $29,999	12	9
$30,000 to $49,999	4	9
$50,000 to $99,999	7	5
$100,000 or more	3	5
Median	**$6,940**	**$9,520**

** Less than 1 percent*

Annual Income of REALTORS®, 2025

	Ohio	All REALTORS®
Gross Income: Before taxes and expenses		
Less than $10,000	26%	19%
$10,000 to $24,999	9	11
$25,000 to $34,999	14	8
$35,000 to $49,999	8	8
$50,000 to $74,999	12	11
$75,000 to $99,999	7	10
$100,000 to $149,999	14	13
$150,000 to $199,999	*	7
$200,000 to $249,999	*	4
$250,000 or more	9	9
Median	**$36,900**	**$59,200**
Net Income: After taxes and expenses		
Less than $10,000	36%	26%
$10,000 to $24,999	15	13
$25,000 to $34,999	10	9
$35,000 to $49,999	5	10
$50,000 to $74,999	10	14
$75,000 to $99,999	11	10
$100,000 to $149,999	3	8
$150,000 to $199,999	5	4
$200,000 to $249,999	5	2
$250,000 or more	*	4
Median	**$24,000**	**$37,000**

Office and Firm Affiliation of REALTORS®

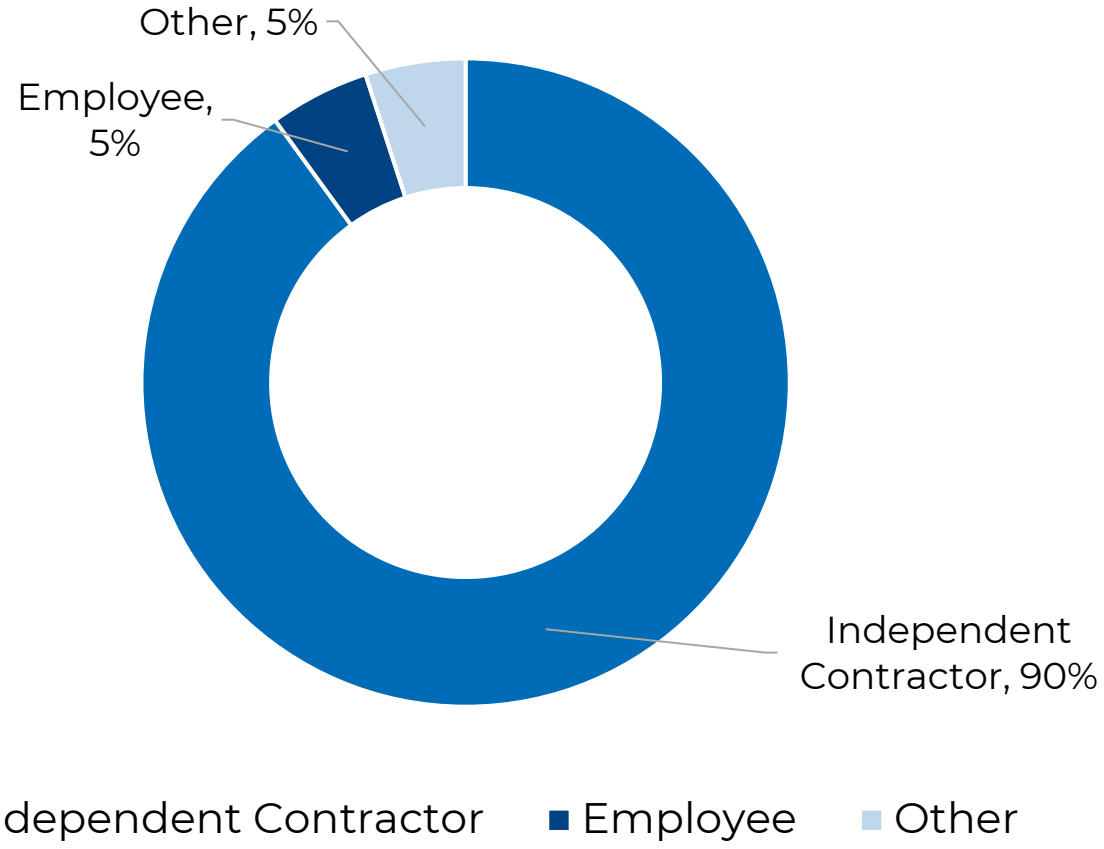


Firm Affiliation

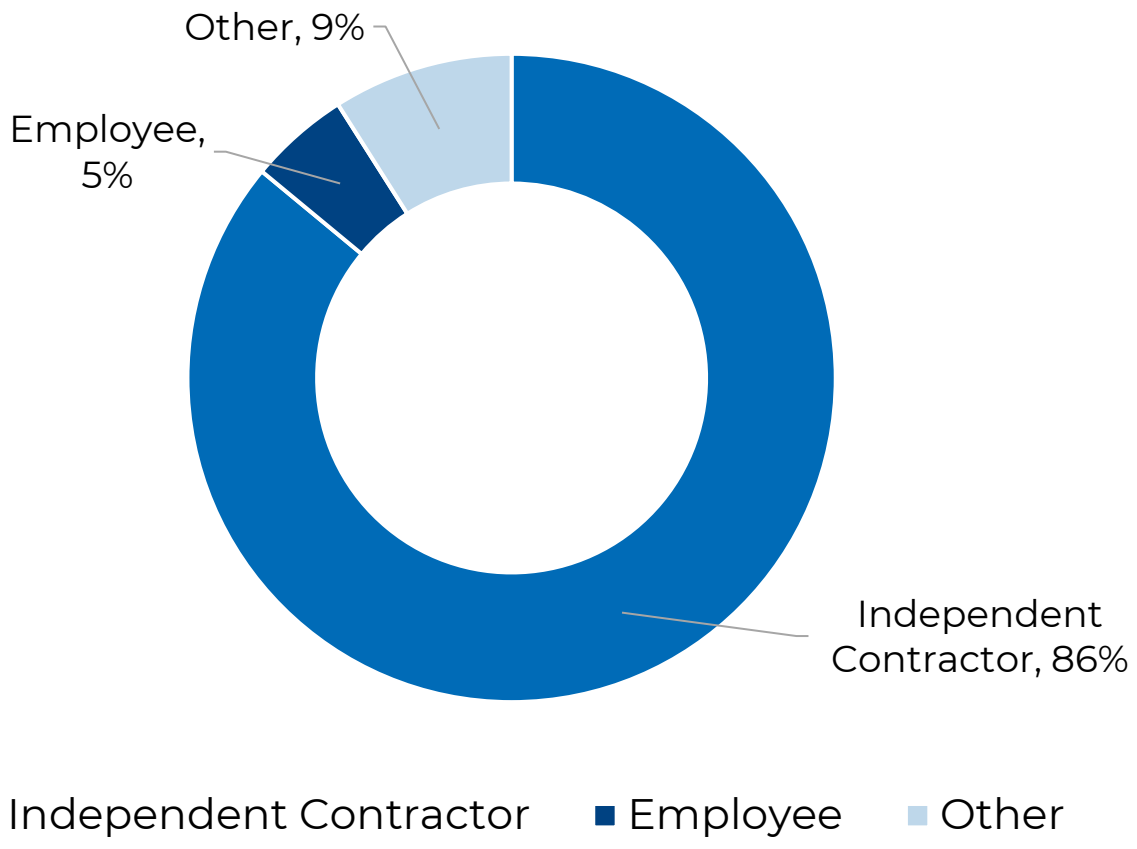
Firm Description	Ohio	All REALTORS®
Independent company	45%	53%
Franchised company	48	41
Other	8	6

REALTOR® Affiliation with Firms

Ohio



All REALTORS®



Demographic Characteristics of REALTORS®



Gender of REALTORS®

Firm Description	Ohio	All REALTORS®
Male	29%	32%
Female	69	66
Non-binary/third gender	*	*
Prefer to self-describe	*	*
Prefer not to say	1	2

** Less than 1 percent*

Age of REALTORS®

	Ohio	All REALTORS®
Under 30 years	4%	3%
30 to 34 years	3	4
35 to 39 years	6	6
40 to 44 years	9	8
45 to 49 years	10	9
50 to 54 years	10	12
55 to 59 years	13	15
60 to 64 years	16	14
65 years and over	28	30
Median age	**58**	**57**

Prior Full-Time Careers of REALTORS®

	Ohio	All REALTORS®
Management/Business/Financial	15	15%
Sales/Retail	3	15
Office/Admin support	14	7
Education	8	7
Healthcare	7	7
None, real estate is first career	4	6
Construction	3	3
Government/Protective services	1	3
Manufacturing/Production	10	2
Computer/Mathematical	4	2
Legal	1	2
Transportation	1	2
Architecture/Engineering	3	2
Family Manager	3	1
Military	*	1
Personal care/Other services	3	1
Community/Social services	1	1
Retired	*	1
Life/Physical/Social sciences	*	1
Other	19	22

** Less than 1 percent*

Racial and Ethnic Distribution of REALTORS®

	Ohio	All REALTORS®
White	96%	79%
Hispanic/Latino	1	10
Black/African American	5	6
Asian/Pacific Islander	1	5
American Indian/Eskimo/Aleut	*	1
Other	3	3

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

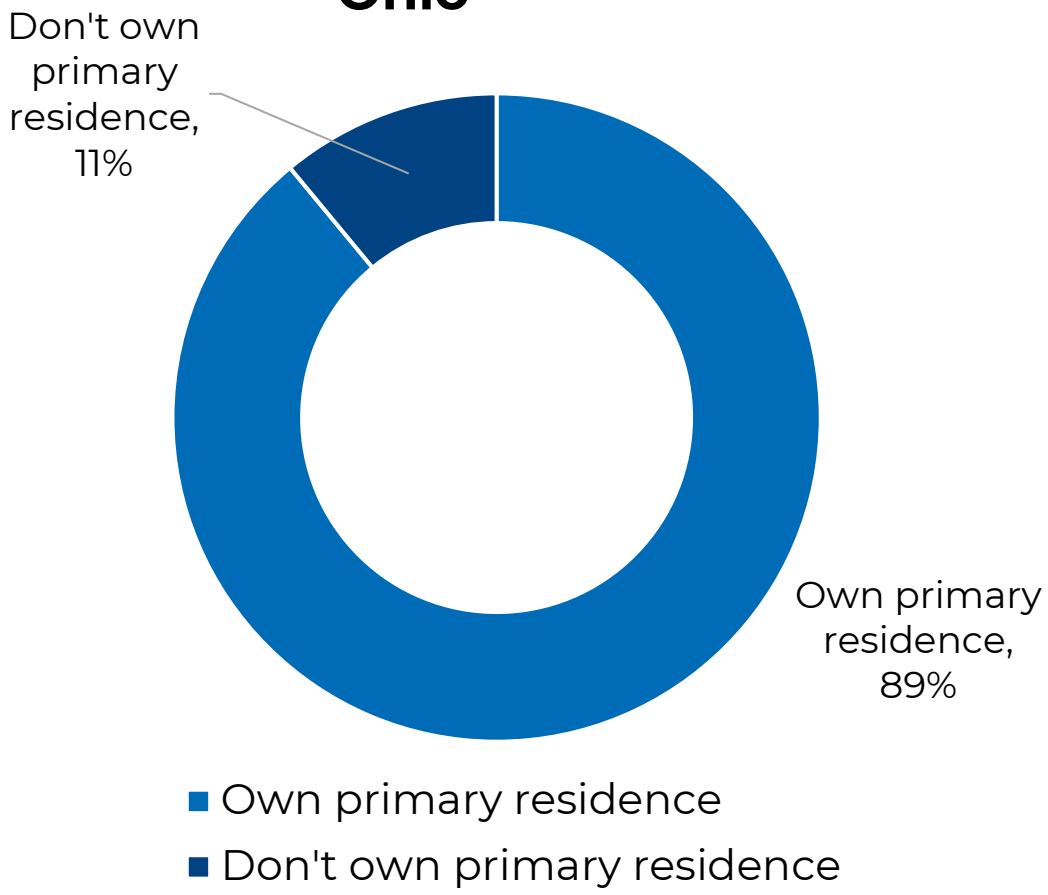
Real Estate Is Primary Source of Income for Household

(Percent "Yes")

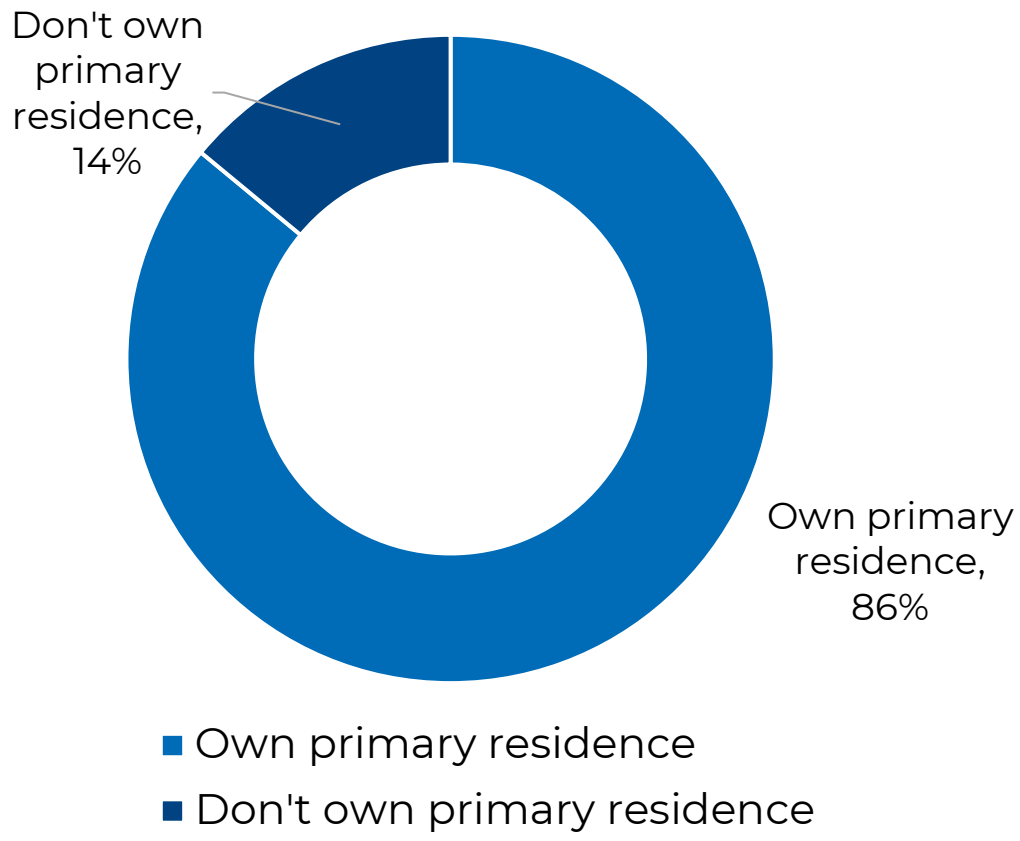
	Ohio	All REALTORS®
Real estate is primary source of income	54%	48%

Homeownership of REALTORS®

Ohio

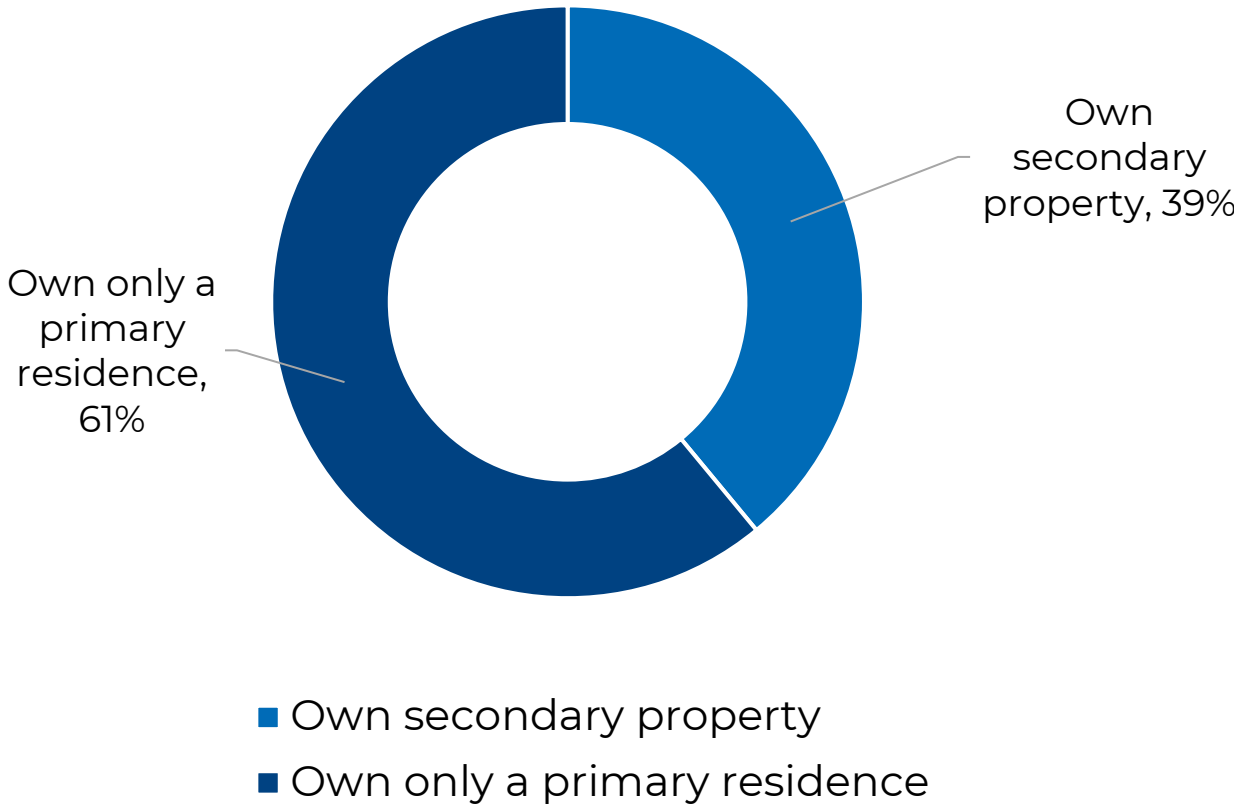


All REALTORS®

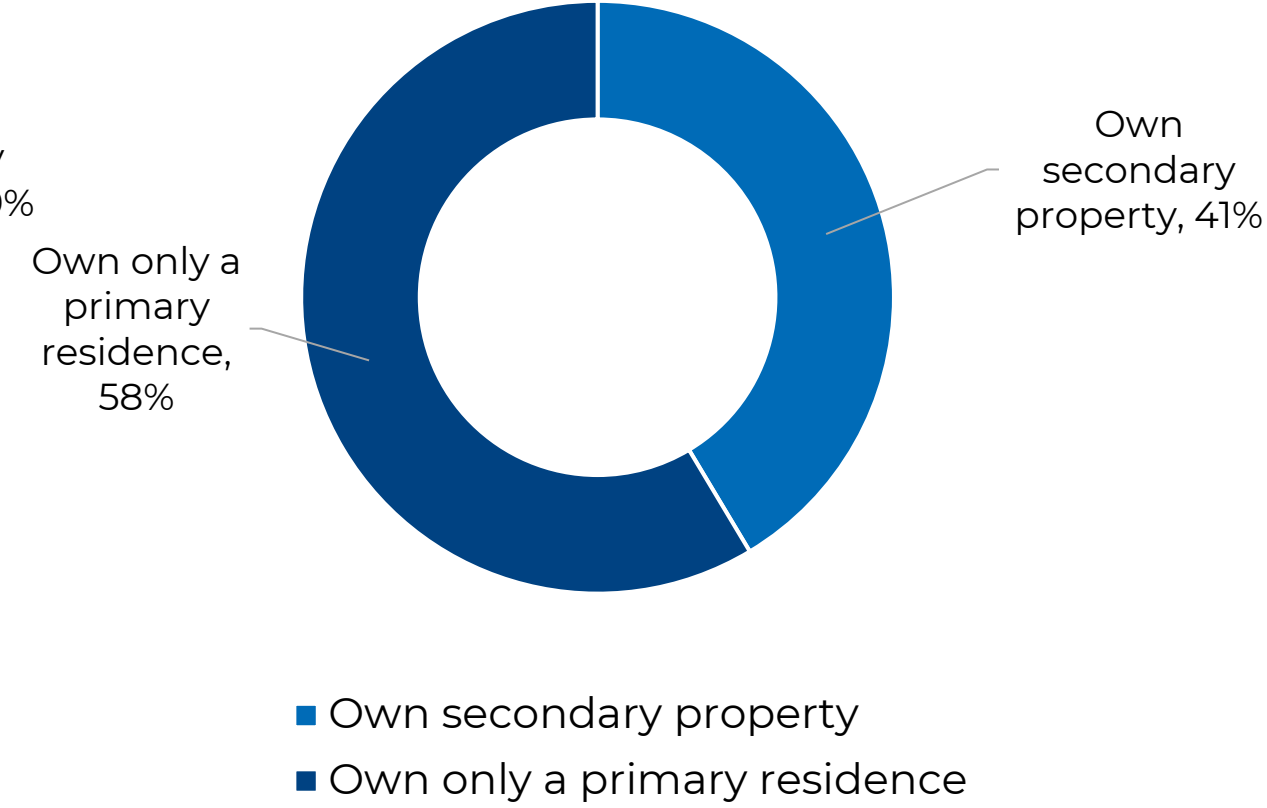


Own Secondary Property

Ohio



All REALTORS®

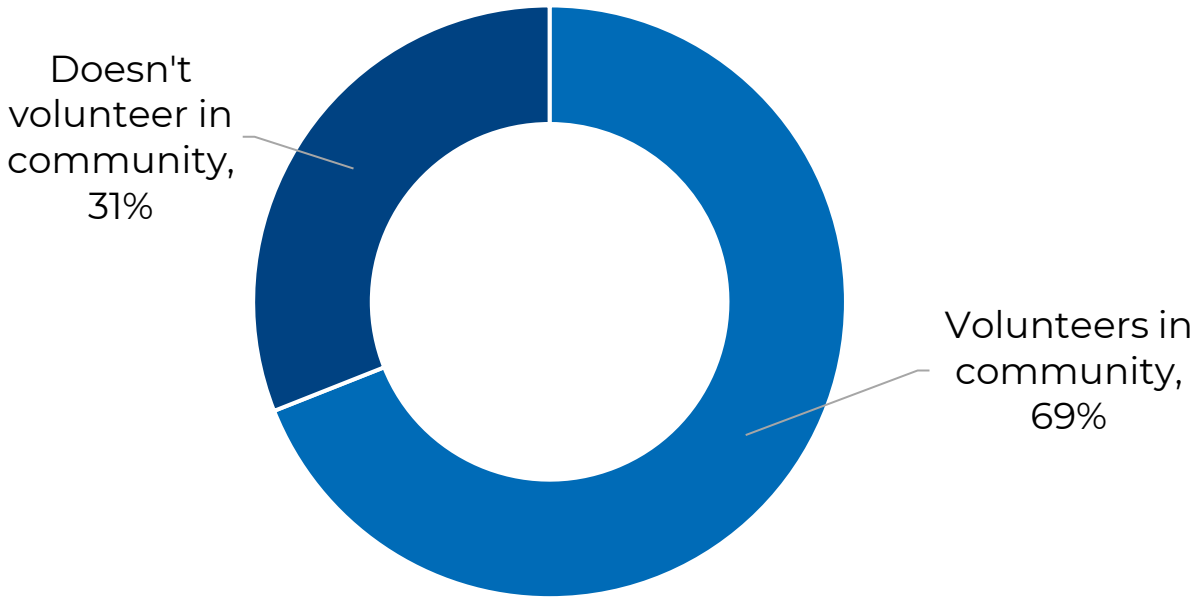


Voting Pattern of REALTORS®

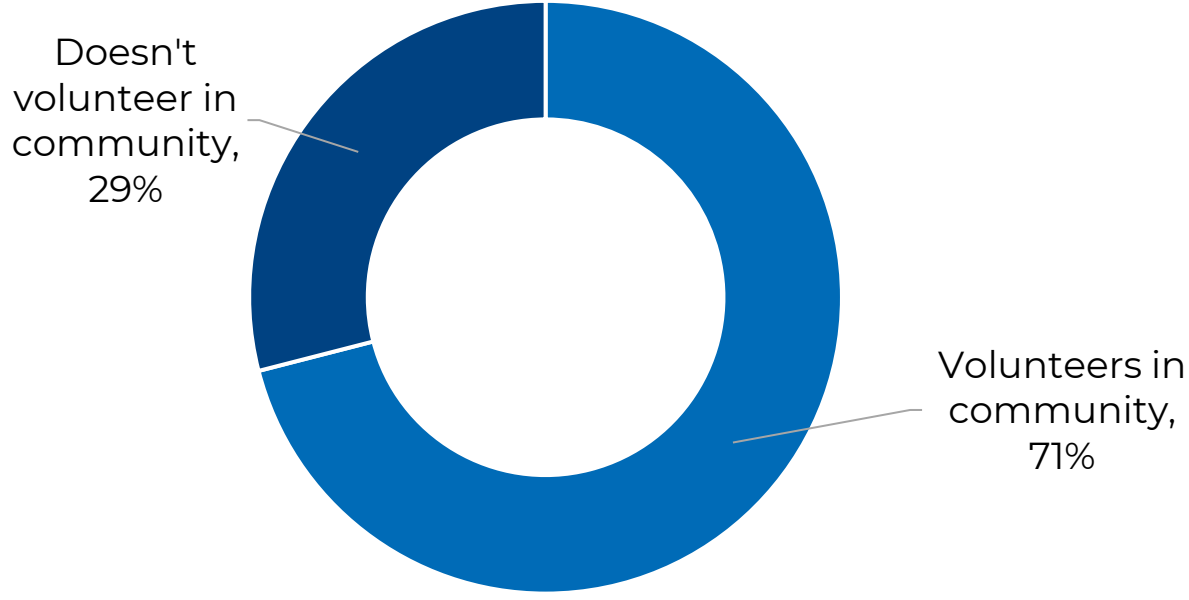
	Ohio	All REALTORS®
Registered to vote	97%	96%
Voted in last national election	96	93
Voted in last local election	87	84

Volunteers in Community

Ohio



All REALTORS®



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 Ohio, a random sample of 7,896 members were sent the survey, 471 members took the survey. Ohio had a response rate of 5.9 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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