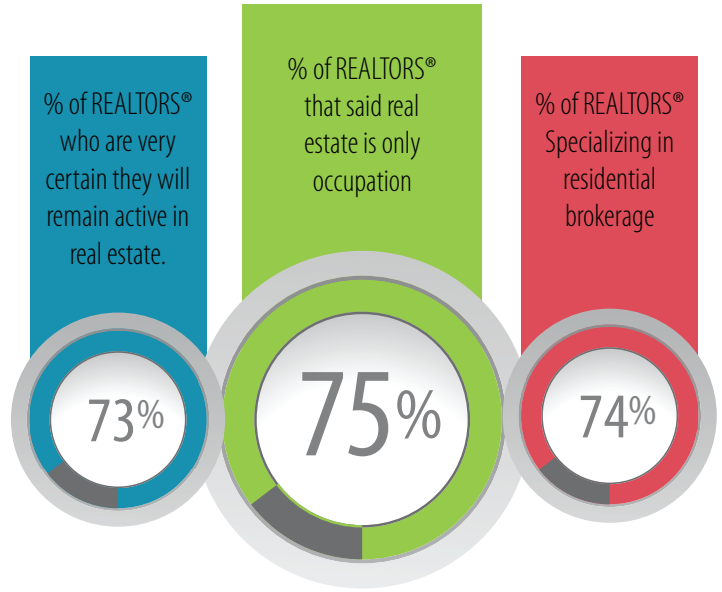
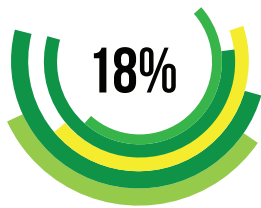


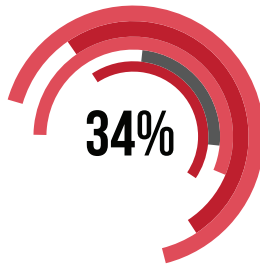
WHY BE A REALTOR®



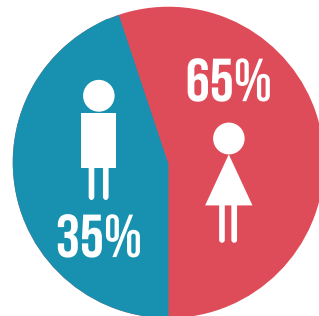
Median Age of a REALTOR®



% of REALTOR® Under Age of 39



% of REALTOR® Over Age of 60



% of REALTORS® Male vs. Female

DEMOGRAPHICS

TRANSACTIONS



Most REALTORS® worked 35 hours/week in 2023.

The Typical REALTOR® had 2.5 Million in Sales Volume in 2023.

A typical REALTOR® had 10 transactions in 2023.



of REALTORS® have a website

42% of REALTORS® with more than 16 years of experience made more than \$100,000 in 2023.

\$100,000

Median Gross Income of REALTORS® with more than 16 years of experience.

\$92,500

WHY BE A REALTOR®?

A CAREER IN REAL ESTATE OFFERS FLEXIBILITY AND FREEDOM.



Entry into the real estate field depends on education, training, and interests.

Once you get your license you can join a local REALTOR® board or association which makes you a member of the National Association of REALTORS® (NAR) and the Colorado Association of REALTORS® (CAR).

BENEFITS OF BECOMING A REALTOR®

Advocacy: CAR works at the local, state and federal levels to help protect the industry and homeowner's rights, and actively monitors legislation and regulation effecting the real estate industry, and promotes or defeats related initiatives. CAR ensures decision makers understand important issues within the industry.

Legal Resources and Information: A call to a real estate lawyer costs an average of \$300 per hour. In just one hotline call, you can offset your CAR Dues. The REALTORS® Legal Hotline provides CAR members with direct access to a qualified attorney who can offer information on real estate law, Real Estate Commission Regulations, and related matters.

Market Research: We want to help you establish yourself as the market expert in your area. Our Statistics Program closely monitors and analyzes trends in the local and state real

estate industry. We publish monthly updates on facts and statistics that directly impact you and your clients.

Professional Development: Both NAR, CAR and its affiliated Institutes, Societies, and Councils offer professional designation programs in various real estate sectors. CAR also has education programs online and in-person featuring many different topics you can often access at your convenience online 24-7.

Networking Opportunities: A wide array of networking opportunities, including educational meetings, conventions, and special events that connect you with other real estate professionals and affiliated industry leaders at the local, state and national levels.

Consumer Awareness: Our ongoing public awareness campaigns have resulted in significant increase in consumer perception of the value that REALTORS® bring to the home buying process. Leverage the power of our advertising by putting the "R" logo on your business card and wearing your REALTOR® pin.



Ethics and Dispute Resolution Services: CAR provides several professional services to help resolve disputes between and against REALTORS®. Litigation to resolve disputes can be extremely slow, expensive, and intimidating. A much less expensive and more efficient option is CAR's Arbitration and Mediation services. Anyone with an ethics complaint against a REALTOR® may file a complaint with CAR and have their case reviewed by a Grievance Committee.

With your discounts, programs, and benefits, your membership is worth over \$4,000! CAR works to develop various strategic partnerships to support the real estate industry and provide our members with valuable discounts and programs.



Q: How do I get my license in Colorado?

A: The Colorado Real Estate Commission requires the following to receive an associate broker's real estate license in Colorado: Certificate of Completion of Educational Requirements (REC-33) from a state-certified school; Pass the Commission's associate broker's exam; Have a completed Fingerprint Card; and Provide a written statement covering any convictions within the past ten years. (Note: Traffic violations are not taken into consideration.)

WWW.DORA.STATE.CO.US/

Q: I am a licensed real estate salesperson. Am I a REALTOR®?

A: No. 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.

WWW.REALTOR.ORG



70% of members reported volunteering in their community.



Overall, the level of education among REALTORS® exceeded that of the general public. 92% of members had some level of post-secondary education.

Learn more at ColoradoREALTORS.com