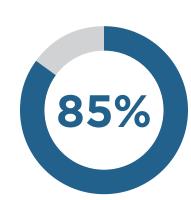


The Impact of Teams in Real Estate

The value of teams for agents and brokerages is **higher production**, **more money**, and **more time**. Teams working together with the right systems provide **long-term staying power**.





Do you have the competitive advantage in real estate?

...Believe that being on a great real estate team is a **competitive advantage** in the industry.

Only 56% of say they have *systems in place* for things they do **more than three times**.

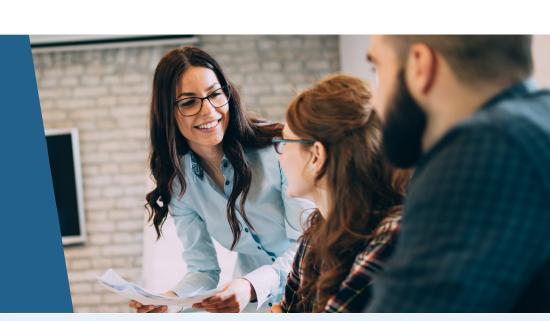


80% Say they tend to be more productive and successful when they work on a real estate team.





...Think major real estate companies should support a team model.



85% Say being on a team helps keep them motivated to constantly improve sales results.



Less time working and more money.

76% Say being on a real estate team earns them greater income.





















66% Believe working at a brokerage that supports teams influences agents to stay longer at that brokerage.



Overwhelmingly, the national study found real estate professionals have a positive experience working on a team.



Produced in partnership with



The study was administered to a total of 500 U.S. respondents ages 22-65. All participants are currently working real-estate agents with a real estate license, currently work with at least one other person on their real estate team such as an assistant, colleague, or another real estate agent, and aligned with the current gender representation in the real estate industry in the U.S. Figures are statistically significant at the 95% confidence level. Margin of error is +/-4.38 percentage points. Weighted to the 2020 U.S. Census for region (West-24%, Midwest-21%, South-38%, Northeast-17%). Survey was conducted online from January 21, 2022, to February 14, 2022.