

Retention / Success Rate for New Agents

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|----------------------|-----|
| JBGGoodwin REALTORS® | 84% |
| National REALTORS® | 50% |

JBGGoodwin REALTORS® had a retention rate of **84%** for new agents in **2010**.

National Association of REALTORS® statistics show retention rates of about 50% for new agents.*

The reason JBGGoodwin REALTORS®' retention rate is so high is because agents that start their careers with us are serious about getting into the business. Our unique training and support helps them make money in their new career faster!! Years and years of helping new agents be successful means we can help you be successful too.

Retention is a Result of Success

To arrange a tour of our office, visit a sales meeting, or set up an interview, contact us.



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*Turnover in the real estate sales business is reputed to be one of the highest in all job categories. Estimates from interviews performed with real estate brokers range from 50 percent within two years to 98 percent within five years. While no studies have attempted to accurately estimate the turnover of real estate sales people, all agree that it is very high.

Source: Real Estate Issues Author: Webb, James R. ; Seiler, Michael J.

*Dr. James Webb of Cleveland State University cites studies that indicate real estate turnover may average closer to 50 percent within two years. (Source: Retaining Top Personnel Toolkit)

SOLD

For Sale

JBGGoodwin
REALTORS®

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