

Zoomerang Survey Results

CBOR Demographics

234 Completions out of 631 members

1. How would you categorize your role in the real estate industry?			
	CBOR		NAR
I am a Broker/Owner	50	21%	26%
I am a Full-time Agent	137	59%	66
I am Office Support staff	3	1%	
I am an Agent Assistant	7	3%	
I am a Developer	0	0%	
I am a Part-time Agent	18	8%	
I primarily am a Commercial Agent (or Broker)	4	2%	
I am an Appraiser	6	3%	2
Other, Please Specify	9	4%	5
Total	234	100%	

2. How many years of experience do you have as a REALTOR®?			
	CBOR		NAR
1 year or less	28	12%	15%
2 years	37	16%	9
3 years	24	10%	8
4 years	9	4%	5
5 years	15	6%	5
6-10 years	30	13%	14
11-15 years	25	11%	13
16-25 years	35	15%	19
26-39 years	31	13%	12
40 or more years	1	0%	2

Note: Over 52% of our membership has over 5 years experience.
60% of NAR members do.

3. What is your age?			
	CBOR		NAR
under 30 years	20	9%	5%
30 to 34 years	20	9%	6
35 to 39 years	26	11%	8
40 to 44 years	28	12%	12
45 to 49 years	27	12%	13
50 to 54 years	37	16%	16
55 to 59 years	32	14%	16
60 to 64 years	28	12%	12
65 years and older	16	7%	13

Note: CBOR median age is 45-49, NAR is 52

4. What is your gender?

	CBOR	
I am a man.	104	45%
I am a woman.	129	55%
Total	233	100%

NAR
46%
54

Note: We have 300 men and 331 female members.47.5/52.5% respectively.

5. What is your marital status?

	CBOR	
Married	174	74%
Divorced	35	15%
Single-never married	20	9%
Widowed	5	2%
Other	0	0%
Total	234	100%

NAR
71%
15
9
3
2

Note: Other?

6. Do you own your own home?

	CBOR	
Yes	224	96%
No	9	4%
Total	233	100%

NAR
92%
8

7. Do you own a vacation home or vacation condo?

	CBOR	
None	196	84%
One	33	14%
Two	4	2%
Three or more	1	0%
Total	234	100%

NAR
83%
14
2

8. Do you own Residential investment properties (except primary residence and vacation homes)?

	CBOR		NAR
None	131	56%	61%
One	25	11%	17
Two	16	7%	8
Three or more	61	26%	14
Total	233	100%	

Note: 44% of our members invest in Property. NAR is 39%
This has Education class offering implications.

9. Do you own any Commercial properties?

	CBOR		NAR
None	180	78%	87%
One	22	10%	9
Two	13	6%	2
Three or more	16	7%	3
Total	231	100%	

Note: CBOR is 23%, NAR is 14%

10. How much formal education do you have?

	CBOR		NAR
Graduate Degree	35	15%	11%
Some Graduate School	28	12%	9
Bachelor's Degree	84	36%	26
Associate's Degree	7	3%	11
Some College	60	26%	34
High School Graduate	18	8%	9
GED/Did not complete High School	2	1%	
Total	234	100%	

63% of CBOR members have a Bachelor's degree or higher.
46% of NAR members do.

11. What languages are you fluent in?

	CBOR		NAR
Fluent only in English	218	96%	86%
Fluent in Spanish	7	3%	6
Other, please specify	6	3%	9

Note: This is probably typical of our Mid-west background.

12. How long have you lived in Columbia/Boone County?

	CBOR	
1 year or less	8	3%
2 years	4	2%
3 years	4	2%
4 years	6	3%
5 years	9	4%
6-10 years	28	12%
11-15 years	18	8%
16-25 years	37	16%
26-39 years	79	34%
40 or more years	42	18%

13. If you had a prior Full-Time career, how would you classify it?

	CBOR		NAR
Architechture/Engineering	7	3%	2%
Community/Social Services	1	0%	1
Computers/Mathmatics	9	4%	3
Construction	7	3%	4
Education	23	10%	7
Government/Military/Protective Services	9	4%	5
Healthcare	14	6%	3
Homemaker	4	2%	5
Legal	3	1%	2
Life/Physical/Social sciences	2	1%	1
Manufacturing, Production	4	2%	3
Management/Business/Financial	47	20%	18
Office/Administrative Support	23	10%	9
Personal Care/Other Services	3	1%	1
Sales/Retail	30	13%	15
Transportation	1	0%	2
Other	20	9%	15
None, real estate is first career	26	11%	5
Total	233	100%	

14. Do you hold any professional designations or certifications, if so, which one(s)?

	CBOR		NAR
No designations	100	43%	62%
ABR- Accredited Buyer Representative	45	19%	11

ABRM- Accredited Buyer Representative Manager	1	0%	
ALC- Accredited Land Consultant	0	0%	
CCIM- Certified Commercial Investment Member	1	0%	
CIPS- Certified International Property Specialist	2	1%	
CPM-Certified Property Manager	3	1%	
CRB- Certified Real Estate Brokerage Manager	2	1%	2
CRE- Counselor of Real Estate	0	0%	
CRS- Certified Residential Specialist	40	17%	9
GAA- General Accredited Appraiser	0	0%	
GRI-Graduate REALTOR® Institute	77	33%	18
LTG- Leadership Training Graduate	3	1%	
PMN- Performance Management Network	1	0%	
RAA- Residential Accredited Appraiser	1	0%	
SIOR- Society of Industrial and Office REALTORS®	0	0%	
No Certifications	31	13%	
At Home with Diversity	7	3%	
e-Pro	35	15%	
REPA- Real Estate Professional Assistant	1	0%	
Other, please specify	41	18%	

15. Which designations or certifications would you like to complete in the next two years?		
	CBOR	
No designations	60	26%
ABR- Accredited Buyer Representative	69	29%
ABRM- Accredited Buyer Representative Manager	4	2%
ALC- Accredited Land Consultant	5	2%
CCIM- Certified Commercial Investment Member	18	8%
CIPS- Certified International Property Specialist	9	4%
CPM-Certified Property Manager	7	3%
CRB- Certified Real Estate Brokerage Manager	12	5%
CRE- Counselor of Real Estate	6	3%
CRS- Certified Residential Specialist	55	24%
GAA- General Accredited Appraiser	1	0%
GRI-Graduate REALTOR® Institute	61	26%
LTG- Leadership Training Graduate	6	3%
PMN- Performance Management Network	7	3%
RAA- Residential Accredited Appraiser	2	1%

SIOR- Society of Industrial and Office REALTORS®	2	1%
No Certifications	14	6%
At Home with Diversity	7	3%
e-Pro	49	21%
REPA- Real Estate Professional Assistant	1	0%
Other, please specify	12	5%

16. Is real estate the primary source of income for your household?

	CBOR	
Yes	137	59%
No	97	41%
Total	234	100%

NAR
51%
49

17. With which company are you associated?

Alliance Realty	1	0%
Assist 2 Sell Buyers & Sellers	5	2%
Boone Realty	1	0%
Cannon & Blaylock	0	0%
Central Missouri Real Estate	0	0%
C21 - Home Team	1	0%
C21 - Lifestyles	0	0%
C21 - The Way Home	4	2%
Coldwell Banker Tatle Payne	4	2%
Crane & Crane Real Estate	3	1%
Elliott-Deters Real Estate	1	0%
First Tier Realtors, Inc.	9	4%
Gaslight Properties	14	6%
House of Brokers Realty, Inc.	44	19%
HouseMart LLC	2	1%
Mid-America Realty, Inc.	2	1%
Plaza Real Estate Services	17	7%
Progressive Realty, LLC	2	1%
Prudential Vision Properties	6	3%
Reece & Nichols Columbia	8	3%
RE/MAX Boone Realty	62	26%
South County Realty	3	1%
The Jones Company	7	3%
Other/ Not Listed	38	16%
Total	234	100%

18. On the average, how many transactions do you participate in per year?

	CBOR		NAR
New member, just starting	16	7%	see 0
0 transactions	12	5%	13%
1 to 5 transactions	27	12%	20
6 to 10 transactions	28	12%	15
11 to 15 transactions	31	13%	12
16 to 20 transactions	27	12%	10
21 to 50 transactions	66	28%	23
51 or more transactions	27	12%	7
Total	234	100%	

19. How many hours per week do you work in real estate?

	CBOR		NAR
less than 20 hours	29	12%	15%
20 to 39 hours	65	28%	21
40 to 59 hours	110	47%	45
60 or more hours	30	13%	19

20. Will you remain an active real estate professional during the next two years?

	CBOR		NAR
Very certain	189	81%	84%
Somewhat certain	38	16%	12%
Not certain	7	3%	4%

21. Are you a registered voter?

	CBOR		NAR
Yes	230	98%	94%
No	4	2%	6%
Total	234	100%	

22. Did you vote in the last local election?

	CBOR		NAR
Yes	192	82%	81%
No	42	18%	19%
Total	234	100%	

23. Did you vote in the last national election?

	CBOR		NAR
Yes	228	97%	91%
No	6	3%	9%
Total	234	100%	

24. We will conduct a MLS satisfaction survey in a few weeks. Is there anything else that your association can do to assist you in your real estate career?

47 Responses

Thank you for your feedback.