



2026 Colibri Real Estate Salary Guide

What's Inside?

Explore the earning potential and career opportunities in real estate—backed by data and experiences shared by Colibri Real Estate alumni.



Unlock the Door to Real Estate Success

For aspiring and active agents alike, 2025 delivers what matters most: strong commissions and more deals to close. With U.S. home prices steady at just over \$422,000 and listings jumping nearly 25% year-over-year, the market is working in your favor.

Looking ahead, conditions are expected to improve further. Home sales are forecast to reach 5.16 million in 2026 as mortgage rates ease below 6%, sparking stronger buyer demand. Home values are also projected to climb another 4% in 2026, reinforcing the long-term strength of the housing market.

Whether you're stepping into real estate for the first time or building on years of experience, the message is clear: more homes, steady demand, and growing earning potential. The following report shares insights from Colibri Real Estate alumni, highlighting the factors that drive income and success in today's evolving market.

**Source:*

<https://www.realtor.com/research/july-2025-data/>

<https://www.fanniemae.com/newsroom/fannie-mae-news/mortgage-rates-expected-move-below-6-percent-end-2026>

<https://theclose.com/housing-market-forecast-2026/>

Disclaimer: These links are provided for informational purposes only. Users are encouraged to verify the information independently.



Did You Know?

Pending home sales **rose 4.2% year-over-year** in August 2025, signaling stronger buyer activity and more opportunities for agents to close deals.

**Source:* <https://www.redfin.com/us-housing-market>

Disclaimer: This link is provided for informational purposes only. Users are encouraged to verify the information independently

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Disclaimer: The information provided in this guide is for general informational purposes only and is based on data collected from surveys of Colibri Real Estate publicly available sources, and industry trends as of August 2024. Figures and information regarding earning potential are based on national averages from a survey conducted of Colibri Real Estate alumni who are active licensed real estate professionals. The survey generated 2,069 responses, with approximately 211 identifying licensure achievement with Colibri Real Estate.

While Colibri Real Estate strives to ensure the accuracy and reliability of the information provided in this Guide, Colibri Real Estate makes no representations or warranties of any kind, express or implied, about the completeness, accuracy, reliability, suitability, or applicability of the information contained herein. Any reliance you place on such information is strictly at your own risk.

Each situation is different and can be significantly influenced by any number of factors including location, individual qualifications and commitment, experience, specialty, market conditions, commission plans, and other external factors. As such, the data should not be relied upon as guarantees of income or career outcomes.

This Salary Guide does not constitute professional advice or a guarantee of income or career success. Users are encouraged to consult additional sources and professional advisors for tailored guidance.

Real Estate Snapshot

Disclaimer: All data reflects ranges reported by surveyed participants and may not represent the entire U.S. real estate market. Individual outcomes may vary based on numerous factors, including hours worked, market conditions, and career stage.

Average Annual Income

Full-Time Agent*

*Among surveyed alumni working full-time (40+ hours per week), 50% report earnings in this range.

\$100,000 - \$200,000+

Part-Time Agent*

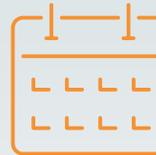
*For surveyed alumni working fewer than 40 hours per week (77%), this is the most common earning range.

Less than \$99,999



Average hours worked per week
Less than 20

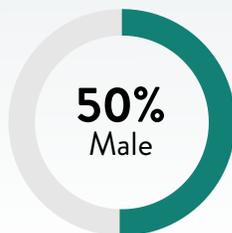
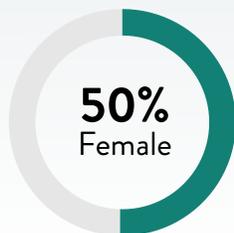
*Among all surveyed alumni, the most common workload falls within this range.



Average years of experience
11-25

*The most common range of experience among surveyed alumni falls within this range.

Gender Ratio



Over 75% of Surveyed Alumni Report Career Satisfaction

- 22% Neither Satisfied nor Dissatisfied
- 47% Somewhat Satisfied
- 29% Extremely Satisfied

Did You Know?

In the wake of the NAR settlement, commission rates remain strong and are even trending upward. With the average U.S. home price at \$422,000 and commissions averaging 5.57%, each sale represents a commission opportunity of more than \$23,000.

*Source:

<https://www.prnewswire.com/news-releases/agent-commissions-edge-higher-in-2025-one-year-after-landmark-nar-settlement-302483289.html>
<http://listwithclever.com/average-real-estate-commission-rate/>

Disclaimer: These links are provided for informational purposes only. Users are encouraged to verify the information independently.

Factors that Influence Income

ANNUAL FULL TIME INCOME BY EXPERIENCE

1–3 Years in Real Estate

Incomes vary widely for new agents: some start under \$25K, while others quickly break into six figures. Roughly 1 in 4 surveyed alumni report their earnings to be **\$100K+ within their first three years**.

4–10 Years in Real Estate

Experience pays off. By this stage, earnings concentrate in the **\$50K–\$150K range**. About one-third of surveyed alumni report earning **\$200K or more**.

11–25 Years in Real Estate

Six-figure incomes become the **new normal**. Nearly half of surveyed alumni in this range report earnings between **\$100K–\$149K**, with many surpassing **\$200K annually**.

Key Takeaway

Real estate offers unlimited earning potential, but the trajectory depends on persistence and building strong client networks. New agents often experience wide variability, but over time, income stabilizes and climbs. By the 11–25 year mark, most seasoned professionals consistently earn six figures — with many crossing the \$200K threshold.

Disclaimer: All data reflects ranges reported by surveyed participants and may not represent the entire U.S. real estate market. Individual outcomes may vary based on numerous factors, including hours worked, market conditions, and career stage.

ANNUAL INCOME BY HOURS WORKED

Less Than 20 Hours Per Week

Part-time agents often treat real estate as supplemental income. Nearly two-thirds report earning under \$25K, but about **1 in 8 still reach up to \$149K** while working limited hours.

20–39 Hours Per Week

Income begins to rise with more time invested. While many earn \$25K–\$50K, more than **1 in 3 report six-figure incomes**—with some earning up to \$149K and others exceeding \$200K.

40–50 Hours Per Week

Full-time commitment brings consistency. Most report incomes in the \$75K–\$150K range, and about **1 in 3 agents surpass six figures**, either up to \$149K or over \$200K.

51–59 Hours Per Week

The payoff becomes sharper. Half of surveyed alumni earn \$50K–\$75K, while the other half jump directly into the **\$200K+ range**.

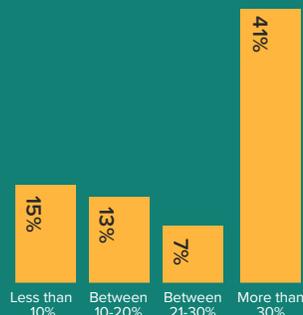
60+ Hours Per Week

Heavy commitment is strongly tied to high earnings. A striking 4 in 5 alumni report six-figure incomes at this level—most up to \$149K, with 1 in 5 earning more than \$200K.

Key Takeaway

While results vary, the more time invested, the stronger the chance of earning six figures. By dedicating full-time or overtime hours, many agents progress into the \$100K–\$149K range, with a growing share surpassing \$200K.

Referrals play a big role in agent income. The largest group of surveyed alumni (41%) reported that more than 30% of their business came from referrals. The chart below shows how referral contributions break down across all respondents.



“

“Previous client referrals have by far been the best driver of my real estate business.”

— SURVEY RESPONDENT

Disclaimer: Individual testimonials represent personal experiences and may not be indicative of typical outcomes for all real estate professionals.

Annual Income of Full-Time Agents by Niche or Specialty

Agents who prioritize ongoing education and keep up with industry trends tend to earn more, especially those who choose to specialize or earn certifications.



Residential
\$100,000 - \$149,999



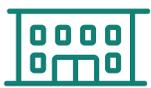
Investment Properties
\$200,000 or more



Second Homes
\$100,000 - \$149,999



Luxury Real Estate:
\$75,000-\$99,999



Commercial Properties
\$100,000 - \$149,999



Short Sales/Foreclosures:
\$100,000 - \$149,999

Disclaimer: The income ranges shown reflect the top ranges reported by surveyed full-time alumni, regardless of years of experience. Individual results may vary based on market conditions, specialization, and effort.

INSTITUTE for LUXURY HOME MARKETING

by Colibri Real Estate

Colibri Real Estate is proud to partner with **The Institute for Luxury Home Marketing**, offering real estate agents the chance to elevate their expertise and enhance their professional standing through top-tier education for luxury real estate designations. Real estate professionals who earn The Institute's Certified Luxury Home Marketing Specialist (CLHMS) designation for luxury home marketing earn an average of **\$297,865 per year**.

Learn More



Did You Know?

Luxury home inventory has reached a two-year high, with single-family listings up 40.4% and attached properties up 42.6% year over year. Meanwhile, median sale prices in luxury markets have held firm — underscoring both increasing supply and strong price resilience.

*Source: <https://www.coldwellbankerluxury.com/editorial/the-mid-year-report-2025>

Disclaimer: This link is provided for informational purposes only. Users are encouraged to verify the information independently

Disclaimer: Income averages by niche reflect survey data and are not guarantees of future earnings. Certifications and specializations may influence earnings, but individual results depend on market conditions and personal performance.

Top Qualities of Successful Real Estate Professionals

In competitive real estate markets across the country, successful agents possess a blend of key qualities that set them apart. Survey data indicates that commitment to **exceptional customer service, negotiation skills, and a strong understanding of local markets, laws, and legal documents** are among the core elements that drive success. Additionally, they demonstrate the ability to adapt to changes in the market and stay attuned to trends. These attributes enable them to navigate the diverse real estate landscape and consistently achieve outstanding results for their clients.

Disclaimer: The qualities listed are based on survey responses and industry research. Success in real estate may depend on a combination of these and other factors unique to each professional.

75% Consistently deliver superior customer or client experience

35% Ability to negotiate

48% A deep understanding of the local market

33% Ability to adapt to changes in the market

43% A thorough understanding of laws and legal documents



“

Providing excellent customer service has been the biggest driver of my real estate business.

— SURVEY RESPONDENT

Disclaimer: Individual testimonials represent personal experiences and may not be indicative of typical outcomes for all real estate professionals.



Introducing Real Estate Negotiation Institute

The Real Estate Negotiation Institute (RENI) equips agents with advanced strategies to master the most critical skill in real estate: negotiation. Through expert-led training, you'll gain proven techniques to handle everything from commission discussions to pricing, contracts, and client relationships with confidence. RENI courses also provide the opportunity to earn respected certifications that showcase your expertise and give you a competitive edge in today's market.

[Learn More](#)

The Future of Real Estate

For the remainder of 2025 and into 2026, the U.S. housing market is expected to gradually stabilize. Mortgage rates are projected to remain elevated through the end of this year, averaging around 6.2%, before easing closer to 6.0% in 2026. Home prices should continue to rise at a slower pace—about 2.8% this year and 1.1% next year. Sales activity is anticipated to improve in 2026 as affordability conditions strengthen.

Inventory challenges will remain, with high construction costs, limited labor, and many homeowners holding onto low-rate mortgages. For those already in real estate, this means honing negotiation skills and maintaining strong client relationships will be critical. For those considering entering the industry, it's an opportunity to step in at a time when buyers and sellers need trusted guidance more than ever. Overall, the outlook is positive: steady price growth, gradual sales gains, and improving affordability will create opportunities for both new and experienced agents to thrive in a more balanced market.

Source:

<https://www.fanniemae.com/newsroom/fannie-mae-news/mortgage-rate-and-home-price-growth-forecasts-revised-lower>

<https://theclose.com/housing-market-forecast-2026/>

<https://www.rclco.com/publication/the-2025-2026-outlook-for-u-s-new-residential-real-estate/>

<https://www.nar.realtor/magazine/real-estate-news/economy/what-mortgage-rate-will-get-more-buyers-moving>

Disclaimer: Projections, market forecasts, and trends are based on third-party studies and are subject to change. Actual growth rates may differ. This link is provided for informational purposes only. Users are encouraged to verify the information independently.



About Colibri Real Estate

Colibri Real Estate empowers agents and brokers to start or advance their careers by offering real estate's most comprehensive, flexible learning solutions. As the leading education company for industry professionals, Colibri Real Estate has helped millions pursue and achieve more in their careers. We've done this by providing custom education solutions and recruitment resources to thousands of brokerages, schools, and other organizations. Our service line, unmatched in the industry, includes comprehensive content and curriculum, expert instructors, and robust classroom resources through our family of real estate schools and innovative online learning platform.

Why Colibri Real Estate?



130+ Instructors
Learn from local instructors.



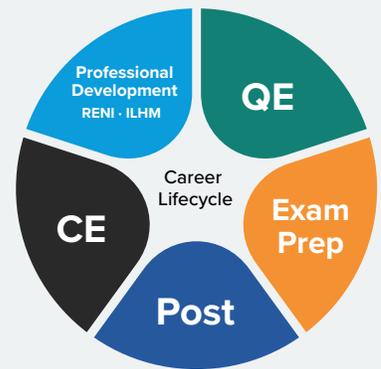
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Methodology

The findings in this report were drawn from a survey conducted in September 2025 that generated over 1,000 responses from licensed real estate professionals. Of the responses, 47 noted they were educated at Colibri Real Estate.

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*Due to state law, guarantee is not available in Florida, Michigan, New Jersey, and Tennessee.