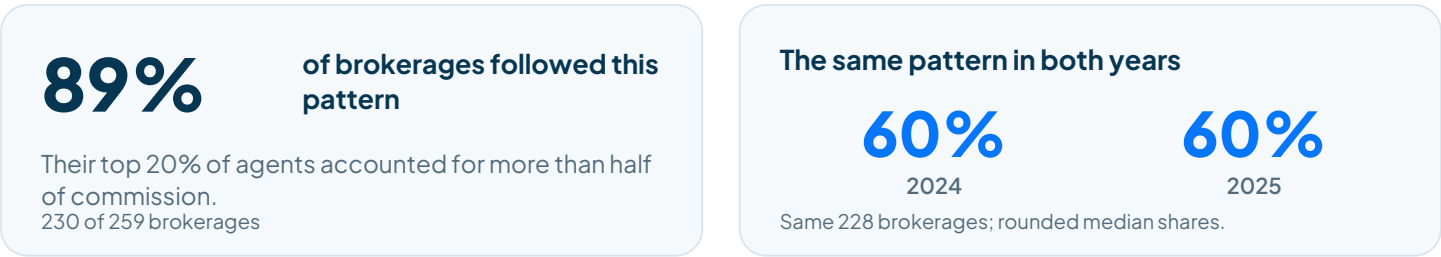


20% of agents account for 60% of commission.

At the typical brokerage in this study, one in five active agents accounted for three out of every five commission dollars.



WHAT THIS MEANS FOR YOUR BROKERAGE

A large roster can still depend on a few people.
Track your top producers' share of commission alongside agent count. Use both when deciding where to invest in retention, coaching, and recruiting.

¹ Agents with at least one recorded non-lease transaction in 2025; inactive roster members are excluded. Figures are medians: the middle brokerage in each group. The top 20% is rounded up to a whole agent.

Commission means recorded agent gross commission plus company dollar on those deals. It includes the brokerage split; it is not retained brokerage income or profit.

Source: anonymized Paperless Pipeline customer records. This is not a national sample. Differences between firm sizes do not show what happens as a firm grows or an agent leaves.