

Facts & Figures: The Swedish Real Estate Agent Market 2019

- The real estate agent profession is popular in Sweden. The number of registered real estate agents in Sweden has increased over several years now. On the 30th of September 2019 there were 7311 registered agents.
- The share of female agents has been growing for the last ten years. In 2007 the industry was 39 percent women and 61 percent men. Today it is 54 percent men and 46 percent women.
- The real estate agent profession suits both young and old. The majority of Swedish agents are between 30-39 years old. Around 3 percent (2.9%) are 70 years or older. In this group, 80 percent are men.
- 84 percent of the Swedish agents are members of Mäklarsamfundet (The Swedish Association of Real Estate Agents). 19 percent of our members have been registered agents between 0-3 years. 22 percent had their registration between 4-10 years. The majority (59 percent) had their registration for more than 10 years.

- 60 percent of the agents have commission-based salaries. 22 percent have a fixed monthly salary (independent of sales). 43 percent of our members earn between 300000 – 500000 SEK per year (31000 – 52000 USD). Only around 3 percent earn more than 1000000 SEK (103000 USD) per year
- To become a registered real estate agent and be able to work as an agent in Sweden education and a period of internship is required. Real estate agent education programs are administered by colleges and universities. For the autumn semester of 2019 in total 640 students were accepted to start their studies. Of these 323 were women and 317 men.
- During 2018 around 164000 apartments and houses were sold in Sweden. In 91 percent of the house sales, a real estate agent brokered the deal.
- There are around 2400 real estate agent companies in Sweden. Around 70 percent of the Swedish brokers belong to one of the bigger chains and/or franchises.
- The consumers are satisfied. Very few complaints are being made every year to FMI, the Swedish Estate Agents Inspectorate, the central administrative authority for agents in Sweden. As a share of sales, the complaints are around 0.3 percent per year.