

# U.S. VALUATION PROFESSION FACT SHEET – December 2017

## Real Estate Appraiser Population Trends

As of December 31, 2017, the number of active real estate appraisers in the U.S. stood at 82,208, a decrease of -1% versus year ago.

The average annual rate of decrease for the past five years has been approximately -2%. Broader analysis suggests that declines may continue for the next 5-to-10 years due to retirements, fewer new people entering the appraisal profession, economic factors, government regulation, and greater use of data analysis technologies.

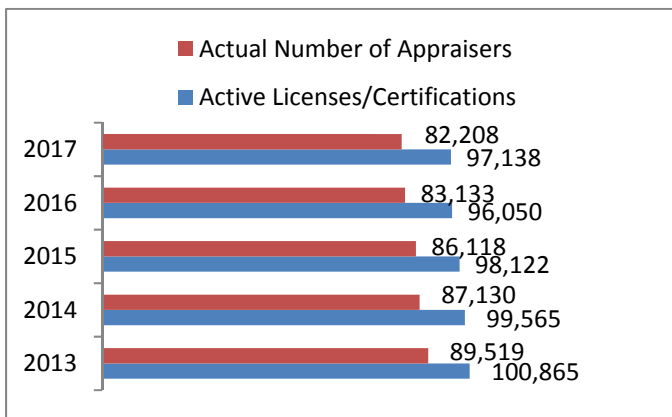


Figure 1 Total licenses/certifications and appraisers

As of December 31, 2017, 9.3% of U.S. real estate appraisers held a license or certification in one or more states outside their home state. The proportion has increased steadily over the past five years.

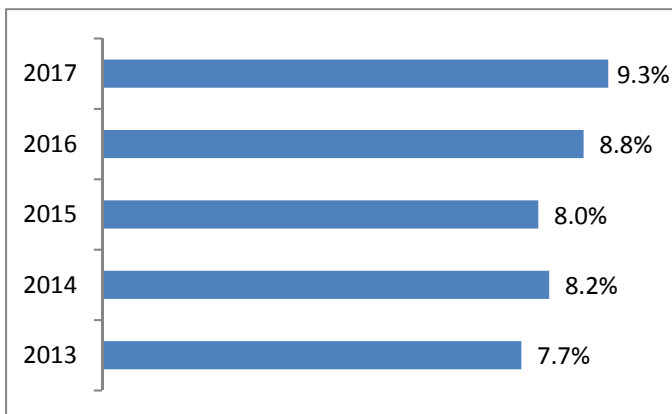


Figure 2 Licenses/certifications held in other states

The proportion of sole proprietors to employees experienced a slight directional shift with more employees compared to 2015.

The proportion of Certified General, Certified Residential and licensed appraisers remained relatively steady.

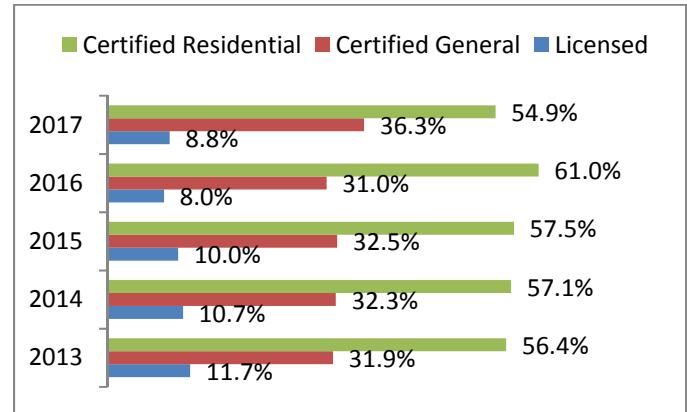


Figure 3 Proportions of licensed and certified appraisers

## U.S. Valuation Profession Demographics

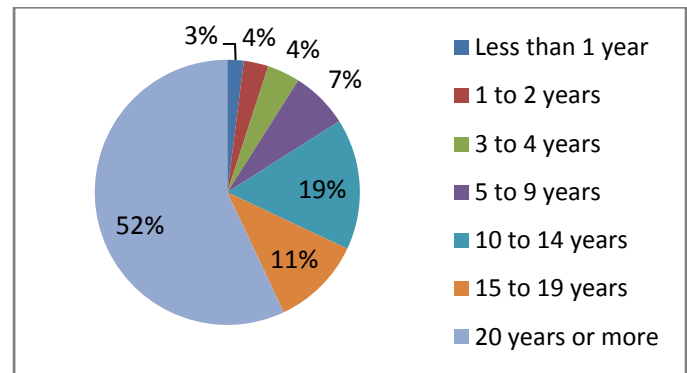


Figure 4 Time in the valuation profession

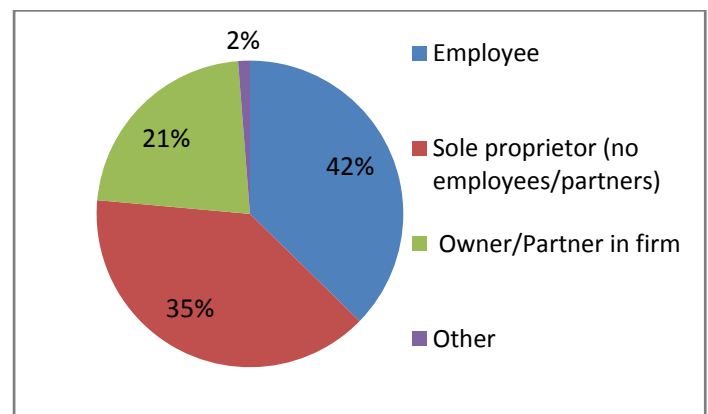


Figure 5 Employment status

Sources: U.S. appraiser population statistics derived from the ASC National Registry as of December 31, 2017 (methodology change as of March 2018). Demographic statistics derived from Appraisal Institute studies conducted in 2016 comprised of randomly selected AI members and non-member valuation professionals. Survey sample 2,072 individuals, sampling error of approximately +/- 2.6 percentage points at the 95 percent confidence level.

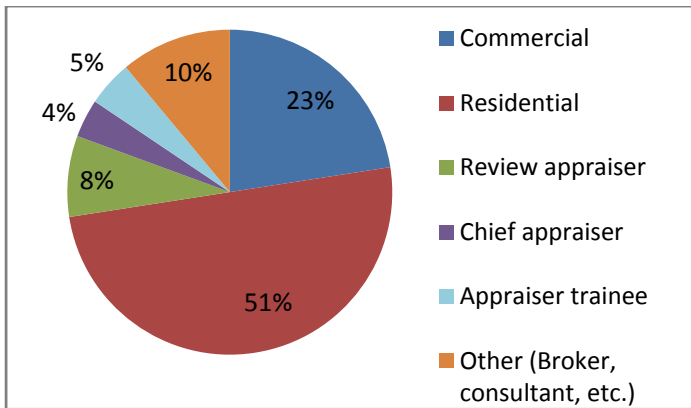


Figure 6 Primary occupation/job functions

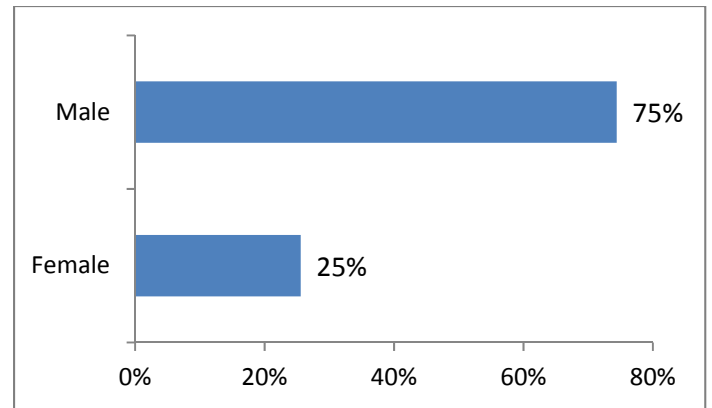


Figure 10 Gender

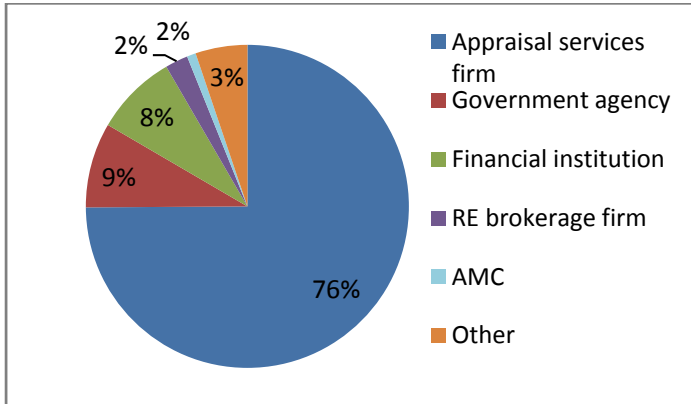


Figure 7 Types of companies or organizations

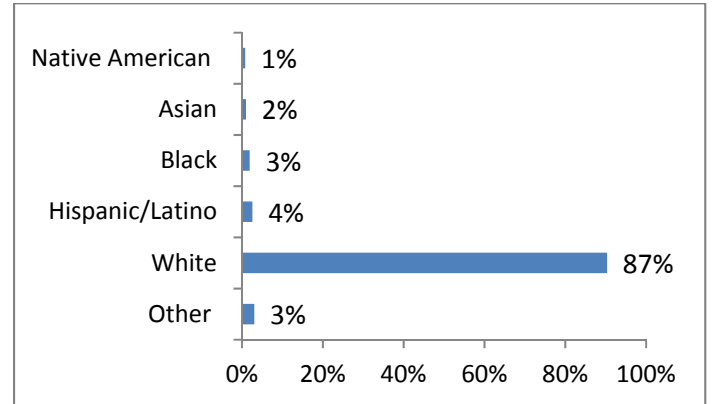


Figure 11 Ethnicity

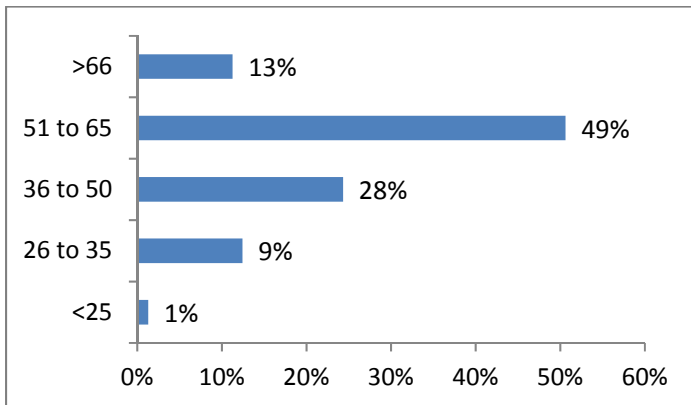


Figure 8 Age

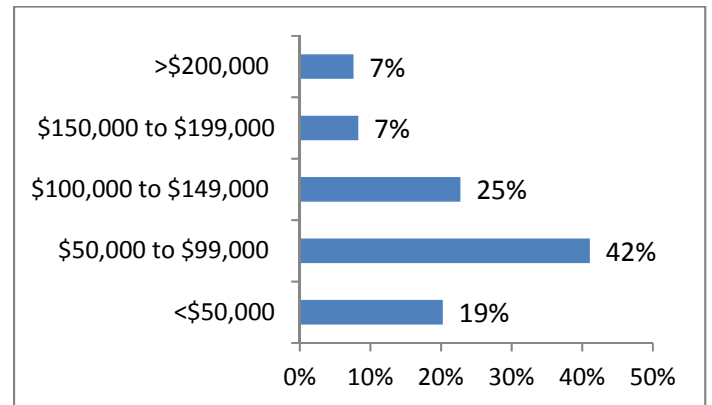


Figure 12 Annual incomes all valuation professionals

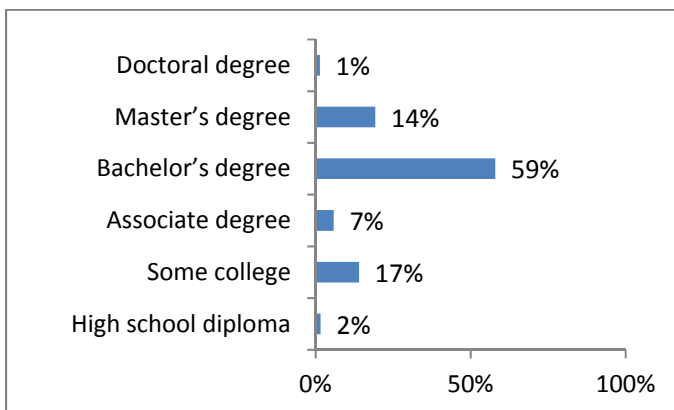


Figure 9 Education level

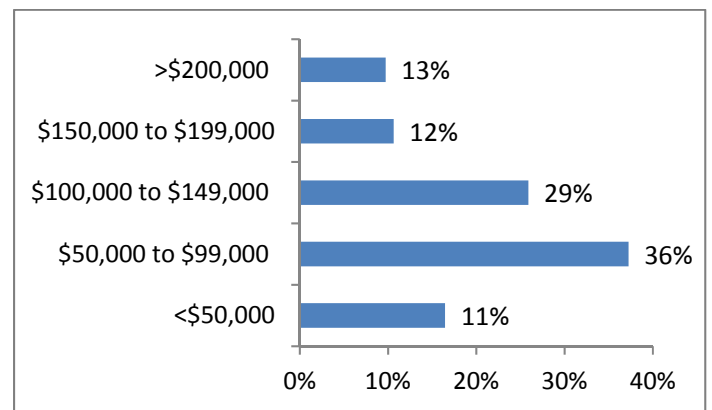


Figure 13 Annual incomes AI Professionals

The Appraisal Institute is a global professional association of real estate appraisers, with more than 18,000 professionals in nearly 50 countries throughout the world. Its mission is to advance professionalism and ethics, global standards, methodologies, and practices through the professional development of property economics worldwide.