



TIBURON STRATEGIC ADVISORS

Strategy Consultants to Financial Institutions

Financial Institutions Research Series

The Real Estate Agents Industry: A Recovering & Concentrating Market

(Table of Contents)



January 2012

TABLE OF CONTENTS

Evolution of the Real Estate Agents Industry

Market History	
Early Phase	
Middle Phase	
Market Turmoil Phase	
Market Definition	
Residential Real Estate Agents	
Commercial Real Estate Agents	
Market Growth	
Real Estate Agencies	
Real Estate Agency Offices	
Real Estate Agency Agents	
Real Estate Agency Transactions	
Real Estate Agency Transaction Values	
Real Estate Agency Revenues	
Real Estate Agency Net Profits	
Leading Real Estate Agencies	
Real Estate Agency Offices	
Real Estate Agency Agents	
Real Estate Agency Transactions	
Real Estate Agency Transaction Values	
Real Estate Agency Revenues	
Real Estate Agency Net Profits	

Market Segmentation

Residential Real Estate Agents	
Market Growth	
Residential Real Estate Agencies	
Residential Real Estate Agency Offices	
Residential Real Estate Agency Agents	
Residential Real Estate Agency Transactions	
Residential Real Estate Agency Transaction Values	
Residential Real Estate Agency Revenues	
Residential Real Estate Agency Net Profits	
Leading Residential Real Estate Agencies	
Residential Real Estate Agency Offices	
Residential Real Estate Agency Agents	
Residential Real Estate Agency Transactions	
Residential Real Estate Agency Transaction Values	
Residential Real Estate Agency Revenues	
Residential Real Estate Agency Net Profits	
Commercial Real Estate Agents	
Market Growth	
Commercial Real Estate Agencies	
Commercial Real Estate Agency Offices	
Commercial Real Estate Agency Agents	
Commercial Real Estate Agency Transactions	
Commercial Real Estate Agency Transaction Values	

- Commercial Real Estate Agency Revenues
- Commercial Real Estate Agency Net Profits
- Leading Commercial Real Estate Agencies
- Commercial Real Estate Agency Offices
- Commercial Real Estate Agency Agents
- Commercial Real Estate Agency Transactions.....
- Commercial Real Estate Agency Transaction Values.....
- Commercial Real Estate Agency Revenues
- Commercial Real Estate Agency Net Profits

Key Service Providers to Real Estate Agencies

- Independent Broker/Dealers, Custodians, & Clearing Brokers
- Independent Broker/Dealers
- Custodians
- Clearing Brokers
- Mutual Fund Companies & Other Traditional Product Companies
- Mutual Fund Companies.....
- Other Traditional Product Companies.....
- Fee-Accounts, TAMPs, & Separate Account Managers
- Fee-Accounts
- TAMPs.....
- Separate Account Managers
- Exchange Traded Funds, Hedge Funds, & Other Investment Product Companies
- Exchange Traded Funds.....
- Hedge Funds.....
- Other Investment Product Companies
- Wealth Management & Family Office Service Product Companies
- Wealth Management Companies.....
- Family Office Service Product Companies.....
- Technology Companies & Other Key Service Providers to Real Estate Agencies..
- Technology Companies
- Other Key Service Providers.....

Future Predictions for the Real Estate Agents Industry

- Market Recovery.....
- Increasing Market Share Concentration.....
- Increasing Dual Agency Transactions.....
- Increasing Number of Pocket Listings.....