

Shipping out

Waning numbers

	JAN 1, 2014	JAN 1, 2015	JAN 1, 2016
Number of salespersons	31,783	30,830	29,262
Number of estate agents	1,425	1,369	1,369

	Jan 1 – Dec 31, 2013	Jan 1 – Dec 31, 2014	Jan 1 – Dec 31, 2015
Number of new salespersons	3,336	3,006	1,299