Profile of GMAT® Testing: North America

Five-Year Summary: TY2012–TY2016

November 2016

Globally, nearly 1.3 million Graduate Management Admission Test® (GMAT®) exams have been taken over the past five years by individuals interested in pursuing graduate management education. The GMAT exam is an important part of the admissions process for more than 6,100 graduate management programs worldwide. A total of 261,248 GMAT exams were taken worldwide by prospective business school students in testing year 2016 (TY2016), which ran from July 1, 2015 through June 30, 2016. These examinees sent a total of 561,866 score reports to graduate-level management programs across the globe.

This report summarizes five-year GMAT testing trends for US and Canadian residents for:

- GMAT exams taken by US region, US state of residence, and race/ethnicity of examinees (US citizens only);
- GMAT exams taken by Canadian residents, by Canadian province;
- GMAT exams taken by gender and mean age of GMAT examinees;
- Mean GMAT Total Score; and
- GMAT score-sending breakdowns by program type (MBA, non-MBA master's, and doctoral/other), TY2016.

Mean GMAT Total Scores and mean age of examinees are provided for groups with five or more exams taken and 10 or more score reports sent.

What Can I Do With the Data?

Use the data to build candidate profiles for specific US or Canadian groups. For example, you can use the tables to determine the following about Pennsylvania residents who sat for the GMAT exam in TY2016:

- Pennsylvania residents sat for 3,667 GMAT exams.
- The mean age of Pennsylvania residents was 25.8 and the mean GMAT Total Score was 547.
- Of the 8,183 GMAT score reports sent by Pennsylvania residents, 75.8 percent were directed to MBA programs.
- Women in Pennsylvania (26.7% of scores sent) were more likely than men in Pennsylvania (17.1%) to send scores to non-MBA business master's programs.
- Pennsylvania residents represent 3.4 percent of total testing by US residents.

Make this report your starting point to target your search of potential students and enhance school recruitment efforts. For example, purchase names of prospective students using the **Graduate Management Admission Search Service® (GMASS®)** database or develop profiles of the decision-making process for US and Canadian candidates based on data in the **mba.com Prospective Students Survey Interactive Report**.

About This Report

This Data Brief summarizes five years of data for GMAT exams taken and score reports sent worldwide, filtered by US and Canadian residence at time of GMAT registration.

Review GMAT exam and score reporting trends by:

- **US Region of Residence**
- **US State of Residence**
- **Race/Ethnicity of US Citizens**
- **Canadian Province of Residence**

About GMAT Examinees

Data in this report reflect the total number of GMAT exams that generated valid Total Scores during a given testing year. Test takers who took the exam more than once during the year are included in the aggregate data. For example, an individual who took the GMAT exam twice in TY2016 would represent a total of two exams taken during that year.

GMAT Volume and Score Preview

In late June 2014, GMAC instituted a revised policy offering test takers the ability to preview their GMAT exam scores before deciding whether to accept or cancel the exam results. Although no score reports are distributed to schools for those who cancel their exam results, candidates do have the option to reinstate their scores and submit them to schools of their choosing at a later date.

The ability to cancel exam results is not new; however, candidates in the past were unable to see their scores *before* making the decision to cancel a score. Following the policy change, the number of test takers choosing to cancel their score increased from approximately 1 percent a year to 27 percent in testing year (TY) 2016. Ultimately, the majority of test takers who cancel their exam results go on to retake the GMAT exam and generate a new set of reportable scores.

This new candidate feature has led to different behaviors among candidates in the pipeline based on their GMAT exam performance. **Table 1** shows that candidates with a GMAT Total Score lower than 650 tend to cancel their scores at a much higher rate than candidates who score 650 or greater (33% versus 11% in TY2016, respectively).

This behavior, along with other factors such as changing demographics in the testing pool, has led to an increase in GMAT exam volume for candidates scoring 650 or greater—an 18 percent increase in TY2016 compared with TY2014. In addition, GMAT score sending among this group of candidates is up by nearly 13,000 score reports in TY2016 when compared with TY2014.

On the other hand, GMAT test takers scoring lower than 650 have reduced their GMAT score sending from 470,690 score reports in TY2014 to 331,726 in TY2016, a drop of nearly 140,000 score reports.

These dynamics have led to a more refined candidate pool, with higher-scoring candidates representing more of the global GMAT exam pipeline and directing a greater number of GMAT score reports to business programs around the world.

Care should be taken, however, when comparing aggregate score-sending figures in TY2016 with previous years, as fewer score reports overall are now being sent as candidates have changed their score cancel behavior in line with the new policy.

GMAC reports annual GMAT exam trends to monitor global interest and student mobility in high-quality graduate management education worldwide. Because candidates who cancel their scores continue to represent recruitment opportunities for business programs around the world, GMAC will continue to include canceled exam volume in its candidate reports. This reporting change allows comparisons to be made more accurately across time for the number of exams taken by any given student group.

Table 1. Distribution of GMAT® Exams, Score Reports Sent, and Canceled Score Rate (%)

		TY2014[†]	TY2015*	TY2016*
All Candidates	GMAT Exams	243,529	247,432	261,248
	GMAT Scores Sent	687,976	600,415	561,866
	Canceled Score Rate (%)	1.6%	19.2%	27.2%
Candidates With Total Score Lower Than 650	GMAT Exams	186,768	185,643	194,037
	GMAT Scores Sent	470,690	373,550	331,726
	Canceled Score Rate (%)	1.9%	23.8%	32.9%
Candidates With Total Score of 650 or Greater	GMAT Exams	56,761	61,789	67,211
	GMAT Scores Sent	217,286	226,865	230,140
	Canceled Score Rate (%)	0.4%	5.3%	10.8%

† GMAT exam volume for TY2014 includes only exams that resulted in a reportable score. GMAT exam volumes for TY2015 and TY2016 include both score reportable exams and those with candidate canceled scores.
*Score Preview policy went into effect in TY2015.

Table 2. GMAT® Testing Trends by US Region of Residence

Region of Residence	GMAT® Exams Taken by Testing Year						TY2016 Score Reports Sent by Program			
	Exams Taken	TY2012	TY2013	TY2014	TY2015	TY2016	Scores Sent	MBA	Non-MBA Master's	Doctoral /Other
All US Residents	Total	144,650	113,434	110,878	108,740	109,376	245,887	73.3%	23.8%	2.9%
	Men	85,827	67,352	65,372	63,760	63,451	151,118	77.1%	20.4%	2.5%
	Women	58,823	46,082	45,506	44,980	45,916	94,743	67.3%	29.2%	3.5%
	Mean Age	26.8	26.6	26.5	26.4	26.3	26.3	26.9	24.1	29.7
	Mean Total Score	530	528	532	536	542	576	584	547	607
Middle Atlantic	Total	14,457	11,122	11,246	10,387	10,221	24,051	77.5%	19.3%	3.2%
	Men	8,750	6,755	6,829	6,261	6,073	14,942	80.8%	16.2%	3.0%
	Women	5,707	4,367	4,417	4,126	4,148	9,109	72.0%	24.4%	3.5%
	Mean Age	26.6	26.5	26.5	26.5	26.2	26.3	26.7	23.9	29.7
	Mean Total Score	543	542	547	553	559	593	600	562	593
Midwest	Total	27,466	22,176	21,539	21,120	20,563	45,381	72.9%	23.8%	3.3%
	Men	16,493	13,351	12,667	12,348	11,843	28,317	78.0%	19.1%	2.9%
	Women	10,973	8,825	8,872	8,772	8,718	17,049	64.5%	31.6%	3.9%
	Mean Age	26.6	26.4	26.2	26.1	25.9	26.1	26.8	23.5	29.5
	Mean Total Score	531	531	534	537	543	577	577	571	625
Northeast	Total	31,766	23,762	23,077	22,387	22,917	49,389	78.1%	19.5%	2.4%
	Men	18,489	13,945	13,550	12,887	13,084	29,311	80.8%	17.3%	1.9%
	Women	13,277	9,817	9,527	9,500	9,831	20,076	74.2%	22.6%	3.2%
	Mean Age	26.2	26.0	26.1	25.9	25.8	26.0	26.4	23.9	29.3
	Mean Total Score	546	543	548	555	564	600	613	541	622
South	Total	27,128	21,679	20,456	19,604	19,299	44,971	63.5%	33.1%	3.4%
	Men	15,698	12,527	11,813	11,534	11,215	27,735	67.4%	29.7%	2.9%
	Women	11,430	9,152	8,643	8,070	8,084	17,236	57.3%	38.5%	4.2%
	Mean Age	26.7	26.4	26.2	26.1	25.7	25.7	26.4	23.7	30.3
	Mean Total Score	499	500	504	509	510	538	541	526	583
Southwest	Total	15,610	12,774	12,267	12,566	12,925	29,393	71.2%	25.5%	3.3%
	Men	9,198	7,597	7,273	7,401	7,729	18,782	75.6%	21.5%	2.8%
	Women	6,412	5,177	4,994	5,165	5,196	10,611	63.4%	32.5%	4.1%
	Mean Age	27.2	27.0	26.9	27.0	26.9	26.8	27.3	24.9	30.5
	Mean Total Score	508	509	512	515	520	556	564	528	595
US Military Bases	Total	141	114	118	162	164	459	89.1%	10.2%	0.7%
	Men	105	89	91	126	126	400	90.8%	8.5%	0.8%
	Women	36	25	27	36	38	59	78.0%	22.0%	0.0%
	Mean Age	29.0	30.3	31.3	30.8	30.3	30.2	30.2	29.7	—
	Mean Total Score	545	566	547	537	541	587	601	464	—
West	Total	28,082	21,807	22,175	22,514	23,287	52,243	76.7%	21.1%	2.1%
	Men	17,094	13,088	13,149	13,203	13,381	31,631	80.5%	17.7%	1.8%
	Women	10,988	8,719	9,026	9,311	9,901	20,603	70.9%	26.4%	2.7%
	Mean Age	27.5	27.4	27.3	27.2	27.2	27.2	27.7	25.1	29.2
	Mean Total Score	544	539	542	546	549	588	594	563	622

Table 3. GMAT® Testing Trends by US State of Residence

Residence	Exams Taken	GMAT® Exams Taken by Testing Year					TY2016 Score Reports Sent by Program			
		TY2012	TY2013	TY2014	TY2015	TY2016	Scores Sent	MBA	Non-MBA Master's	Doctoral /Other
Alabama	Total	1,905	1,626	1,715	1,724	1,931	4,249	52.5%	45.1%	2.4%
	Men	981	886	883	941	1,068	2,609	54.9%	42.8%	2.3%
	Women	924	740	832	783	863	1,640	48.8%	48.7%	2.6%
	Mean Age	26.1	25.9	25.4	25.3	25.0	24.9	25.9	23.5	32.0
	Mean Total Score	473	474	480	485	484	511	504	516	581
Alaska	Total	97	88	90	108	101	230	73.5%	25.2%	1.3%
	Men	61	56	55	64	67	161	77.0%	21.1%	1.9%
	Women	36	32	35	44	34	69	65.2%	34.8%	0.0%
	Mean Age	28.5	29.5	28.6	27.5	29.1	28.4	28.9	26.9	—
	Mean Total Score	519	501	506	528	545	584	599	535	—
Arizona	Total	1,698	1,298	1,255	1,273	1,354	3,050	68.2%	29.1%	2.7%
	Men	1,076	819	831	778	792	1,927	72.3%	24.8%	2.9%
	Women	622	479	424	495	562	1,123	61.3%	36.5%	2.2%
	Mean Age	27.4	27.2	27.3	26.7	26.1	26.3	27.2	24.1	27.3
	Mean Total Score	535	530	531	535	532	575	579	560	634
Arkansas	Total	929	752	665	553	519	1,099	65.2%	29.2%	5.6%
	Men	546	439	361	339	291	692	70.2%	23.6%	6.2%
	Women	383	313	304	214	228	407	56.8%	38.8%	4.4%
	Mean Age	26.0	25.9	25.7	25.5	24.8	24.8	25.6	22.8	26.0
	Mean Total Score	481	479	488	488	495	527	520	523	635
California	Total	17,648	13,447	13,764	13,886	14,595	33,049	80.3%	17.9%	1.8%
	Men	10,398	7,871	7,956	7,963	8,194	19,181	84.2%	14.5%	1.3%
	Women	7,250	5,576	5,808	5,923	6,399	13,862	74.9%	22.6%	2.5%
	Mean Age	27.5	27.5	27.4	27.3	27.3	27.2	27.7	25.1	28.8
	Mean Total Score	551	545	550	556	560	598	603	574	626
Colorado	Total	2,368	1,998	1,913	2,014	2,027	4,352	67.4%	30.9%	1.7%
	Men	1,419	1,172	1,111	1,174	1,202	2,696	72.3%	26.0%	1.7%
	Women	949	826	802	840	825	1,656	59.5%	38.7%	1.8%
	Mean Age	26.9	26.5	26.7	26.4	26.6	26.5	27.0	25.3	30.1
	Mean Total Score	527	531	536	532	529	567	574	551	578
Connecticut	Total	2,122	1,669	1,701	1,581	1,459	3,175	74.0%	24.0%	2.0%
	Men	1,305	1,054	1,045	985	941	2,082	78.3%	20.3%	1.3%
	Women	817	615	656	596	518	1,093	65.6%	31.1%	3.3%
	Mean Age	26.1	26.0	26.4	26.0	25.4	25.7	26.2	23.7	31.3
	Mean Total Score	535	532	538	542	557	583	597	538	619
Delaware	Total	379	335	377	356	306	557	73.4%	23.9%	2.7%
	Men	217	158	217	220	191	361	77.3%	19.4%	3.3%
	Women	162	177	160	136	115	196	66.3%	32.1%	1.5%
	Mean Age	26.5	25.4	25.2	26.3	26.2	26.3	26.8	24.9	26.8
	Mean Total Score	506	519	505	508	527	564	575	529	576
District of Columbia	Total	1,673	1,185	1,437	1,446	1,426	3,821	90.6%	7.7%	1.6%
	Men	923	716	842	767	789	2,215	91.4%	7.4%	1.2%
	Women	750	469	595	679	637	1,606	89.5%	8.2%	2.2%
	Mean Age	26.6	26.7	26.7	26.7	26.7	26.9	27.0	24.8	33.3
	Mean Total Score	609	610	619	619	622	654	659	603	590

Table 3. GMAT® Testing Trends by US State of Residence

Residence	Exams Taken	GMAT® Exams Taken by Testing Year					TY2016 Score Reports Sent by Program			
		TY2012	TY2013	TY2014	TY2015	TY2016	Scores Sent	MBA	Non-MBA Master's	Doctoral /Other
Florida	Total	7,214	5,725	5,592	5,334	5,414	12,126	58.1%	37.7%	4.3%
	Men	4,200	3,316	3,238	3,159	3,177	7,466	62.2%	34.1%	3.7%
	Women	3,014	2,409	2,354	2,175	2,237	4,660	51.4%	43.4%	5.2%
	Mean Age	26.4	26.1	25.9	25.6	25.5	25.4	26.3	23.6	30.3
	Mean Total Score	505	507	513	516	517	545	551	532	584
Georgia	Total	4,597	3,579	3,308	3,404	3,319	8,436	71.6%	25.6%	2.7%
	Men	2,700	2,128	1,964	1,968	1,916	5,121	75.7%	22.2%	2.1%
	Women	1,897	1,451	1,344	1,436	1,403	3,315	65.3%	31.0%	3.7%
	Mean Age	27.5	27.0	26.7	26.8	26.5	26.4	27.1	24.0	30.3
	Mean Total Score	513	516	516	525	527	548	555	526	571
Hawaii	Total	409	317	320	322	324	734	82.0%	17.6%	0.4%
	Men	230	176	198	205	199	509	85.3%	14.7%	0.0%
	Women	179	141	122	117	125	225	74.7%	24.0%	1.3%
	Mean Age	28.5	28.8	28.7	29.8	29.0	28.5	29.0	26.4	—
	Mean Total Score	528	522	522	519	516	561	570	522	—
Idaho	Total	414	294	272	278	247	604	64.6%	33.9%	1.5%
	Men	306	205	196	191	178	475	66.7%	33.1%	0.2%
	Women	108	89	76	87	69	129	56.6%	37.2%	6.2%
	Mean Age	27.3	27.7	27.0	27.7	28.2	27.8	28.6	25.7	—
	Mean Total Score	520	503	524	509	513	552	553	545	—
Illinois	Total	7,304	5,692	5,619	5,630	5,575	13,345	81.6%	15.7%	2.7%
	Men	4,532	3,536	3,445	3,422	3,306	8,253	84.4%	13.3%	2.3%
	Women	2,772	2,156	2,174	2,208	2,269	5,092	77.1%	19.6%	3.3%
	Mean Age	26.9	26.9	26.7	26.5	26.4	26.6	27.0	23.8	29.3
	Mean Total Score	558	552	558	564	572	599	606	557	639
Indiana	Total	2,227	1,860	2,028	2,086	2,133	4,478	66.9%	30.1%	3.0%
	Men	1,380	1,178	1,214	1,177	1,165	2,737	77.3%	19.7%	3.0%
	Women	847	682	814	909	968	1,741	50.7%	46.4%	3.0%
	Mean Age	27.1	26.6	26.1	25.9	25.6	26.0	27.2	23.2	27.8
	Mean Total Score	520	529	526	527	535	574	562	597	619
Iowa	Total	1,177	1,053	1,033	1,046	906	1,663	65.3%	33.2%	1.5%
	Men	667	623	605	561	502	1,069	73.2%	25.0%	1.9%
	Women	510	430	428	485	404	594	51.2%	48.0%	0.8%
	Mean Age	27.0	27.1	26.2	26.2	25.7	25.6	26.8	22.9	33.9
	Mean Total Score	531	531	533	525	526	557	541	588	594
Kansas	Total	1,245	1,037	938	739	664	1,367	70.3%	26.3%	3.4%
	Men	711	614	511	444	383	875	76.9%	21.7%	1.4%
	Women	534	423	427	295	281	492	58.5%	34.3%	7.1%
	Mean Age	25.3	25.5	25.7	26.0	26.0	25.9	26.4	23.9	30.4
	Mean Total Score	514	508	497	498	503	535	531	528	674
Kentucky	Total	1,226	985	944	939	853	1,849	76.8%	19.6%	3.6%
	Men	726	584	569	585	529	1,239	78.4%	17.8%	3.9%
	Women	500	401	375	354	324	610	73.6%	23.4%	3.0%
	Mean Age	27.4	26.5	26.2	26.3	26.2	26.0	26.1	24.8	29.5
	Mean Total Score	498	507	504	494	496	524	518	532	595

Table 3. GMAT® Testing Trends by US State of Residence

| Residence | Exams Taken | GMAT® Exams Taken by Testing Year | | | | | TY2016 Score Reports Sent by Program | | | |
		TY2012	TY2013	TY2014	TY2015	TY2016	Scores Sent	MBA	Non-MBA Master's	Doctoral /Other
Louisiana	Total	1,859	1,544	1,429	1,254	1,168	2,706	74.9%	21.5%	3.6%
	Men	958	764	752	683	648	1,660	78.9%	17.5%	3.6%
	Women	901	780	677	571	520	1,046	68.5%	27.9%	3.5%
	Mean Age	25.5	25.6	25.4	25.5	25.2	25.1	25.3	23.9	28.6
	Mean Total Score	475	471	479	479	488	524	525	505	598
Maine	Total	260	189	157	152	142	302	84.4%	13.6%	2.0%
	Men	164	120	102	88	91	206	83.5%	16.5%	0.0%
	Women	96	69	55	64	51	96	86.5%	7.3%	6.3%
	Mean Age	26.8	26.5	27.7	27.1	25.2	25.1	25.3	23.3	—
	Mean Total Score	519	527	523	534	549	583	596	485	—
Maryland	Total	2,410	1,912	1,893	1,802	1,626	3,813	79.4%	17.2%	3.4%
	Men	1,458	1,171	1,123	1,040	975	2,407	82.9%	14.3%	2.7%
	Women	952	741	770	762	651	1,406	73.5%	22.1%	4.4%
	Mean Age	26.4	26.5	26.7	26.3	26.2	26.4	26.7	24.2	31.3
	Mean Total Score	529	535	532	536	544	583	590	549	615
Massachusetts	Total	5,888	4,621	4,385	4,429	4,521	10,482	81.3%	16.0%	2.6%
	Men	3,412	2,697	2,598	2,522	2,568	6,365	83.3%	14.5%	2.2%
	Women	2,476	1,924	1,787	1,907	1,953	4,117	78.2%	18.5%	3.3%
	Mean Age	26.6	26.3	26.3	26.2	25.9	26.2	26.5	24.2	30.4
	Mean Total Score	553	554	557	565	575	613	621	574	601
Michigan	Total	3,466	2,912	2,762	2,749	2,841	6,332	68.6%	28.3%	3.1%
	Men	2,078	1,758	1,678	1,672	1,678	4,162	74.1%	22.5%	3.4%
	Women	1,388	1,154	1,084	1,077	1,163	2,170	58.0%	39.3%	2.7%
	Mean Age	26.7	26.3	26.4	26.2	25.8	26.1	26.8	23.7	31.9
	Mean Total Score	519	519	525	530	537	572	572	568	626
Minnesota	Total	2,191	1,708	1,602	1,406	1,511	3,625	83.0%	15.2%	1.8%
	Men	1,291	1,020	941	809	889	2,204	88.0%	10.4%	1.6%
	Women	900	688	661	597	622	1,421	75.3%	22.5%	2.2%
	Mean Age	27.2	26.8	26.9	26.6	26.7	26.6	27.1	23.7	28.3
	Mean Total Score	550	553	554	555	564	595	593	605	596
Mississippi	Total	1,131	819	714	660	638	1,280	55.6%	38.1%	6.3%
	Men	602	414	377	382	371	775	57.5%	38.3%	4.1%
	Women	529	405	337	278	267	505	52.7%	37.8%	9.5%
	Mean Age	26.5	26.8	25.9	26.2	25.6	25.5	26.3	22.8	34.0
	Mean Total Score	442	441	451	451	452	488	464	513	555
Missouri	Total	2,366	1,918	1,853	1,976	1,670	3,332	66.5%	29.7%	3.8%
	Men	1,305	1,113	1,027	1,066	958	2,043	73.0%	24.5%	2.5%
	Women	1,061	805	826	910	712	1,289	56.2%	37.9%	5.9%
	Mean Age	25.4	25.2	25.5	25.2	25.2	25.4	26.0	23.3	31.7
	Mean Total Score	510	516	509	504	517	553	548	560	595
Montana	Total	197	152	162	138	96	182	66.5%	30.8%	2.7%
	Men	107	102	91	75	47	98	78.6%	21.4%	0.0%
	Women	90	50	71	63	49	84	52.4%	41.7%	6.0%
	Mean Age	27.3	28.0	27.1	26.5	27.9	29.9	30.5	28.9	—
	Mean Total Score	504	508	499	503	494	527	516	541	—

Table 3. GMAT® Testing Trends by US State of Residence

Residence	Exams Taken	GMAT® Exams Taken by Testing Year					TY2016 Score Reports Sent by Program			
		TY2012	TY2013	TY2014	TY2015	TY2016	Scores Sent	MBA	Non-MBA Master's	Doctoral /Other
Nebraska	Total	664	546	504	486	427	975	73.4%	21.2%	5.3%
	Men	405	332	292	279	270	700	76.1%	19.3%	4.6%
	Women	259	214	212	207	157	275	66.5%	26.2%	7.3%
	Mean Age	26.3	25.6	26.2	25.8	25.5	25.5	25.7	24.0	29.7
	Mean Total Score	520	525	516	519	517	551	552	546	558
Nevada	Total	669	546	566	528	583	1,052	69.7%	27.3%	3.0%
	Men	383	309	346	296	328	658	72.8%	24.6%	2.6%
	Women	286	237	220	232	255	394	64.5%	31.7%	3.8%
	Mean Age	28.4	28.3	28.7	28.2	28.4	27.6	28.0	26.4	28.3
	Mean Total Score	516	504	503	511	500	544	548	527	603
New Hampshire	Total	351	284	274	262	227	537	81.2%	17.1%	1.7%
	Men	201	187	170	174	143	359	82.7%	14.8%	2.5%
	Women	150	97	104	88	84	178	78.1%	21.9%	0.0%
	Mean Age	26.2	25.8	25.8	25.4	24.9	25.1	25.4	22.9	—
	Mean Total Score	547	556	538	546	543	593	598	569	—
New Jersey	Total	5,727	4,163	3,960	3,714	3,700	7,838	80.3%	17.2%	2.5%
	Men	3,554	2,569	2,483	2,315	2,180	4,889	83.7%	14.5%	1.9%
	Women	2,173	1,594	1,477	1,399	1,520	2,949	74.7%	21.7%	3.6%
	Mean Age	26.7	26.4	26.4	26.1	26.1	26.5	26.8	24.3	30.6
	Mean Total Score	532	534	534	543	552	586	595	541	611
New Mexico	Total	348	313	270	316	268	515	75.7%	19.4%	4.9%
	Men	195	163	160	177	154	323	77.1%	17.0%	5.9%
	Women	153	150	110	139	114	192	73.4%	23.4%	3.1%
	Mean Age	27.2	26.6	26.6	27.3	27.8	27.8	27.5	26.2	39.4
	Mean Total Score	512	503	508	501	483	521	521	517	549
New York	Total	16,755	12,326	12,072	11,780	12,430	26,114	76.7%	20.9%	2.4%
	Men	9,443	7,030	6,831	6,541	6,908	14,862	79.2%	18.9%	1.9%
	Women	7,312	5,296	5,241	5,239	5,520	11,250	73.4%	23.5%	3.1%
	Mean Age	26.0	25.8	25.8	25.8	25.8	25.8	26.3	23.8	28.3
	Mean Total Score	551	544	553	558	566	602	620	531	635
North Carolina	Total	4,390	3,356	3,103	2,888	2,830	6,872	60.3%	36.9%	2.8%
	Men	2,624	2,025	1,866	1,765	1,663	4,137	64.5%	33.1%	2.4%
	Women	1,766	1,331	1,237	1,123	1,167	2,735	53.9%	42.7%	3.3%
	Mean Age	27.3	27.1	26.9	26.6	25.9	25.7	26.7	23.8	30.8
	Mean Total Score	517	519	519	534	531	553	567	528	595
North Dakota	Total	145	101	106	122	154	272	76.5%	23.5%	0.0%
	Men	86	70	66	70	92	158	82.9%	17.1%	0.0%
	Women	59	31	40	52	62	114	67.5%	32.5%	0.0%
	Mean Age	25.4	26.0	26.0	26.2	28.3	27.8	28.6	25.1	—
	Mean Total Score	531	539	516	509	479	529	521	557	—
Ohio	Total	4,674	3,636	3,490	3,307	3,168	6,706	64.1%	30.1%	5.8%
	Men	2,789	2,106	1,944	1,900	1,729	4,072	69.3%	25.6%	5.2%
	Women	1,885	1,530	1,546	1,407	1,439	2,634	56.2%	37.1%	6.8%
	Mean Age	26.4	26.0	25.8	25.7	25.1	25.4	26.2	23.1	28.2
	Mean Total Score	513	513	521	527	530	563	553	569	638

Table 3. GMAT® Testing Trends by US State of Residence

Residence	Exams Taken	GMAT® Exams Taken by Testing Year					TY2016 Score Reports Sent by Program			
		TY2012	TY2013	TY2014	TY2015	TY2016	Scores Sent	MBA	Non-MBA Master's	Doctoral/Other
Oklahoma	Total	1,240	1,058	1,036	1,057	1,113	2,257	72.0%	24.6%	3.4%
	Men	726	648	629	628	668	1,440	80.1%	17.7%	2.2%
	Women	514	410	407	429	445	817	57.5%	36.8%	5.6%
	Mean Age	26.6	26.7	26.3	26.5	26.3	26.2	26.8	23.9	31.1
	Mean Total Score	505	500	506	511	511	552	548	558	591
Oregon	Total	1,327	1,099	1,199	1,289	1,230	2,102	64.6%	33.0%	2.4%
	Men	758	618	661	704	623	1,183	70.4%	27.2%	2.4%
	Women	569	481	538	585	606	917	57.1%	40.5%	2.4%
	Mean Age	27.3	26.7	26.2	25.9	25.6	26.5	27.5	24.1	31.9
	Mean Total Score	519	515	505	497	501	556	560	544	630
Pennsylvania	Total	5,057	4,086	4,126	3,458	3,667	8,183	75.8%	20.7%	3.5%
	Men	3,108	2,520	2,514	2,148	2,188	5,108	79.4%	17.1%	3.5%
	Women	1,949	1,566	1,612	1,310	1,479	3,075	69.7%	26.7%	3.6%
	Mean Age	26.4	26.2	26.1	26.3	25.8	26.0	26.5	23.7	28.4
	Mean Total Score	528	530	535	541	547	577	577	570	630
Rhode Island	Total	545	426	414	395	329	715	71.6%	25.2%	3.2%
	Men	331	233	251	217	183	409	72.9%	25.9%	1.2%
	Women	214	193	163	178	146	306	69.9%	24.2%	5.9%
	Mean Age	25.5	25.3	25.3	25.2	25.2	25.8	26.3	24.2	27.0
	Mean Total Score	504	504	505	514	523	546	549	529	603
South Carolina	Total	1,369	1,160	975	1,014	895	2,150	55.3%	40.7%	3.9%
	Men	826	658	559	586	512	1,315	60.4%	37.8%	1.8%
	Women	543	502	416	428	383	835	47.4%	45.4%	7.2%
	Mean Age	26.0	25.7	25.7	25.2	25.2	25.1	26.3	23.1	28.8
	Mean Total Score	509	510	505	512	507	533	530	531	594
South Dakota	Total	150	150	111	127	121	251	72.1%	23.5%	4.4%
	Men	90	70	55	78	69	156	80.1%	19.9%	0.0%
	Women	60	80	56	49	52	95	58.9%	29.5%	11.6%
	Mean Age	26.3	26.7	26.5	26.0	26.3	25.5	25.8	24.3	27.8
	Mean Total Score	508	509	494	517	499	519	527	498	495
Tennessee	Total	2,508	2,133	2,011	1,834	1,732	4,204	72.4%	25.0%	2.6%
	Men	1,535	1,313	1,244	1,126	1,040	2,721	75.9%	22.1%	2.0%
	Women	973	820	767	708	692	1,483	66.1%	30.3%	3.6%
	Mean Age	26.9	26.7	26.6	27.0	26.5	26.2	26.9	24.0	30.3
	Mean Total Score	491	490	496	499	502	530	533	521	547
Texas	Total	12,324	10,105	9,706	9,920	10,190	23,571	71.5%	25.2%	3.3%
	Men	7,201	5,967	5,653	5,818	6,115	15,092	75.6%	21.6%	2.8%
	Women	5,123	4,138	4,053	4,102	4,075	8,479	64.1%	31.7%	4.2%
	Mean Age	27.2	27.1	26.9	27.1	27.0	26.9	27.4	25.1	30.5
	Mean Total Score	505	508	510	513	520	554	565	521	593
US Military Bases	Total	141	114	118	162	164	459	89.1%	10.2%	0.7%
	Men	105	89	91	126	126	400	90.8%	8.5%	0.8%
	Women	36	25	27	36	38	59	78.0%	22.0%	0.0%
	Mean Age	29.0	30.3	31.3	30.8	30.3	30.2	30.2	29.7	—
	Mean Total Score	545	566	547	537	541	587	601	464	—

Table 3. GMAT® Testing Trends by US State of Residence

Residence	Exams Taken	GMAT® Exams Taken by Testing Year					TY2016 Score Reports Sent by Program			
		TY2012	TY2013	TY2014	TY2015	TY2016	Scores Sent	MBA	Non-MBA Master's	Doctoral /Other
Utah	Total	2,224	1,625	1,533	1,511	1,560	4,092	67.7%	27.4%	4.9%
	Men	1,781	1,232	1,191	1,121	1,145	3,276	70.7%	24.2%	5.1%
	Women	443	393	342	390	414	815	55.7%	40.0%	4.3%
	Mean Age	27.6	27.9	27.9	27.9	27.4	27.4	28.1	25.6	28.5
	Mean Total Score	545	543	540	544	545	579	584	553	659
Vermont	Total	118	84	114	74	109	226	79.2%	20.8%	0.0%
	Men	79	55	70	45	70	139	84.9%	15.1%	0.0%
	Women	39	29	44	29	39	87	70.1%	29.9%	0.0%
	Mean Age	25.7	27.5	26.4	24.7	25.8	25.9	26.8	22.7	—
	Mean Total Score	580	555	556	542	571	604	621	543	—
Virginia	Total	4,553	3,279	3,136	3,043	2,941	7,135	72.7%	23.7%	3.5%
	Men	2,805	1,975	1,948	1,912	1,761	4,466	77.5%	19.1%	3.3%
	Women	1,748	1,304	1,188	1,131	1,180	2,669	64.7%	31.4%	3.9%
	Mean Age	27.3	27.0	27.1	27.2	26.7	26.4	27.1	23.9	30.0
	Mean Total Score	551	545	550	557	559	590	603	559	534
Washington	Total	2,643	2,175	2,312	2,384	2,461	5,705	76.5%	21.2%	2.3%
	Men	1,591	1,311	1,319	1,380	1,357	3,315	82.2%	16.4%	1.4%
	Women	1,052	864	993	1,004	1,103	2,390	68.7%	27.7%	3.5%
	Mean Age	28.3	27.8	27.1	27.1	27.3	27.2	27.8	24.6	30.4
	Mean Total Score	542	543	537	546	546	580	585	564	579
West Virginia	Total	385	325	277	282	255	542	62.5%	33.2%	4.2%
	Men	239	215	185	174	169	385	64.7%	30.6%	4.7%
	Women	146	110	92	108	86	157	57.3%	39.5%	3.2%
	Mean Age	24.4	24.3	24.2	24.0	24.4	24.3	24.3	24.0	25.6
	Mean Total Score	473	478	489	493	497	522	511	524	663
Wisconsin	Total	1,857	1,563	1,493	1,446	1,393	3,035	72.1%	25.4%	2.5%
	Men	1,159	931	889	870	802	1,888	75.7%	22.0%	2.3%
	Women	698	632	604	576	589	1,132	65.8%	31.4%	2.8%
	Mean Age	26.4	26.4	25.9	26.5	26.0	26.2	27.1	23.4	28.6
	Mean Total Score	524	538	544	542	546	581	579	582	627
Wyoming	Total	86	66	44	56	63	141	73.8%	25.5%	0.7%
	Men	60	36	25	30	41	79	79.7%	20.3%	0.0%
	Women	26	30	19	26	22	62	66.1%	32.3%	1.6%
	Mean Age	24.9	25.5	28.5	27.3	25.8	26.5	26.0	27.7	—
	Mean Total Score	540	529	521	527	557	599	581	646	—

Note: Dashes that appear in the table are used to indicate "not applicable", such as when there are no examinees in a given subgroup, and thus, no scores exist. For examinee privacy, dashes are also used in place of mean age and mean Total Scores when there are fewer than five exams taken or less than 10 score reports sent by any given candidate group.

Table 4. GMAT® Testing Trends by Race/Ethnicity (US Citizens Only)

Race/Ethnicity (US Citizens Only)	GMAT® Exams Taken by Testing Year						TY2016 Score Reports Sent by Program			
	Exams Taken	TY2012	TY2013	TY2014	TY2015	TY2016	Scores Sent	MBA	Non—MBA Master's	Doctoral /Other
African American	Total	10,057	7,439	7,333	7,019	6,716	14,962	74.9%	19.3%	5.8%
	Men	4,958	3,705	3,684	3,554	3,364	7,554	76.9%	17.9%	5.2%
	Women	5,099	3,734	3,649	3,465	3,352	7,408	72.9%	20.7%	6.4%
	Mean Age	28.1	28.2	27.9	27.8	27.6	27.1	27.2	25.7	31.7
	Mean Total Score	433	432	436	440	445	467	473	426	531
American Indian, Alaskan Native, Pacific Islander, Other Native American	Total	878	658	599	556	585	1,335	77.1%	20.5%	2.4%
	Men	470	366	323	310	341	789	74.5%	23.8%	1.6%
	Women	408	292	276	246	244	546	80.8%	15.8%	3.5%
	Mean Age	28.2	28.2	28.1	27.8	27.9	27.0	27.3	25.5	31.4
	Mean Total Score	488	484	493	478	490	526	527	516	567
Asian American	Total	14,091	9,770	10,082	9,998	10,409	24,552	81.1%	17.2%	1.7%
	Men	7,917	5,597	5,794	5,633	5,680	13,875	82.6%	16.1%	1.4%
	Women	6,174	4,173	4,288	4,365	4,729	10,677	79.1%	18.7%	2.2%
	Mean Age	26.6	26.6	26.7	26.6	26.6	26.4	26.6	24.6	30.4
	Mean Total Score	565	560	566	574	577	609	621	548	646
Hispanic American	Total	7,802	6,055	6,115	6,159	6,325	14,381	74.8%	22.3%	3.0%
	Men	4,347	3,462	3,451	3,482	3,512	8,496	76.5%	20.8%	2.7%
	Women	3,455	2,593	2,664	2,677	2,813	5,885	72.3%	24.3%	3.4%
	Mean Age	27.2	27.1	26.8	26.9	26.7	26.5	26.9	24.7	29.7
	Mean Total Score	480	482	484	491	494	523	532	482	599
White (Non-Hispanic)	Total	77,776	61,459	57,906	56,078	54,305	130,794	78.8%	19.6%	1.6%
	Men	49,611	39,582	37,494	36,265	35,196	89,092	80.3%	18.2%	1.5%
	Women	28,165	21,877	20,412	19,813	19,107	41,700	75.5%	22.6%	1.9%
	Mean Age	26.6	26.5	26.5	26.4	26.3	26.2	26.7	24.0	30.5
	Mean Total Score	547	545	551	556	561	588	597	548	623
Multiracial/ Multiethnic/ Other	Total	6,227	4,554	4,682	4,469	4,702	10,303	81.2%	16.5%	2.3%
	Men	3,599	2,621	2,714	2,683	2,754	6,306	82.0%	15.8%	2.3%
	Women	2,628	1,933	1,968	1,786	1,941	3,973	79.9%	17.7%	2.3%
	Mean Age	27.1	27.2	27.1	27.0	27.0	26.8	26.9	25.3	31.5
	Mean Total Score	525	518	529	532	542	572	582	518	596
No Response	Total	680	606	393	321	368	866	81.1%	17.0%	2.0%
	Men	442	402	264	208	218	544	83.5%	14.2%	2.4%
	Women	238	204	129	113	150	322	77.0%	21.7%	1.2%
	Mean Age	27.4	27.3	27.6	27.4	27.2	27.5	28.2	24.5	27.8
	Mean Total Score	590	604	589	595	596	632	640	612	510

Note: Dashes that appear in the table are used to indicate "not applicable", such as when there are no examinees in a given subgroup, and thus, no scores exist. For examinee privacy, dashes are also used in place of mean age and mean Total Scores when there are fewer than five exams taken or less than 10 score reports sent by any given candidate group.

Table 5. GMAT® Testing Trends by Canadian Province of Residence

Province of Residence	Exams Taken	TY2012	TY2013	TY2014	TY2015	TY2016	Scores Sent	MBA	Non - MBA Master's	Doctoral /Other
		GMAT® Exams Taken by Testing Year					TY2016 Score Reports Sent by Program			
All Canadian Residents	Total	9,313	7,969	7,534	7,774	8,895	17,005	76.4%	19.9%	3.7%
	Men	5,458	4,739	4,474	4,540	5,021	10,291	80.8%	16.3%	2.9%
	Women	3,855	3,230	3,060	3,234	3,873	6,713	69.8%	25.3%	4.9%
	Mean Age	27.6	27.5	27.4	27.4	27.2	27.2	27.8	24.2	30.9
	Mean Total Score	555	553	552	557	558	602	600	603	648
Alberta	Total	801	772	718	753	1,035	2,145	86.9%	9.6%	3.5%
	Men	533	492	450	492	690	1,530	89.2%	7.6%	3.2%
	Women	268	280	268	261	345	615	81.5%	14.3%	4.2%
	Mean Age	29.2	29.7	29.6	29.3	29.1	28.7	29.1	25.4	30.2
	Mean Total Score	563	550	552	558	572	619	619	609	635
British Columbia	Total	1,185	976	856	893	1,061	1,956	67.1%	29.3%	3.6%
	Men	658	528	483	497	531	1,045	72.3%	25.5%	2.2%
	Women	527	448	373	396	530	911	61.1%	33.7%	5.2%
	Mean Age	27.8	27.4	27.7	27.5	27.1	27.4	28.8	23.8	30.7
	Mean Total Score	562	556	557	561	569	611	606	619	649
Manitoba	Total	110	91	97	142	131	233	77.7%	18.5%	3.9%
	Men	57	51	66	98	74	146	87.0%	7.5%	5.5%
	Women	53	40	31	44	57	87	62.1%	36.8%	1.1%
	Mean Age	28.3	29.5	27.5	28.5	29.4	28.7	29.3	23.4	—
	Mean Total Score	537	531	532	538	514	546	525	614	—
New Brunswick	Total	66	75	60	38	48	59	67.8%	23.7%	8.5%
	Men	47	49	30	29	26	33	84.8%	0.0%	15.2%
	Women	19	26	30	9	22	26	46.2%	53.8%	0.0%
	Mean Age	26.8	24.9	25.7	25.5	25.5	24.8	25.6	22.6	—
	Mean Total Score	498	502	479	524	486	528	530	485	—
Newfoundland	Total	112	94	73	77	89	147	89.8%	6.8%	3.4%
	Men	40	53	34	46	49	84	88.1%	6.0%	6.0%
	Women	72	41	39	31	40	63	92.1%	7.9%	0.0%
	Mean Age	26.3	27.9	26.8	27.6	28.5	28.0	28.1	26.6	—
	Mean Total Score	508	532	522	550	546	604	606	612	—
Nova Scotia	Total	234	232	251	181	204	280	70.4%	24.3%	5.4%
	Men	113	123	131	91	119	189	72.0%	25.4%	2.6%
	Women	121	109	120	90	85	91	67.0%	22.0%	11.0%
	Mean Age	26.5	26.0	25.5	26.0	24.8	25.2	25.7	22.6	30.0
	Mean Total Score	514	509	508	522	518	572	551	617	647
Northwest Territories	Total	1	0	2	3	2	1	—	—	—
	Men	0	0	1	3	1	1	—	—	—
	Women	1	0	1	0	1	0	—	—	—
	Mean Age	—	—	—	—	—	—	—	—	—
	Mean Total Score	—	—	—	—	—	—	—	—	—
Nunavut	Total	0	0	0	2	4	6	—	—	—
	Men	0	0	0	2	4	6	—	—	—
	Women	0	0	0	0	0	0	—	—	—
	Mean Age	—	—	—	—	—	—	—	—	—
	Mean Total Score	—	—	—	—	—	—	—	—	—

Table 5. GMAT® Testing Trends by Canadian Province of Residence

Province of Residence	Exams Taken	TY2012	TY2013	TY2014	TY2015	TY2016	Scores Sent	MBA	Non - MBA Master's	Doctoral /Other
		GMAT® Exams Taken by Testing Year					TY2016 Score Reports Sent by Program			
Ontario	Total	5,479	4,604	4,411	4,515	5,125	9,785	77.0%	20.0%	3.0%
	Men	3,210	2,766	2,621	2,562	2,770	5,672	81.9%	16.0%	2.2%
	Women	2,269	1,838	1,790	1,953	2,354	4,112	70.3%	25.5%	4.2%
	Mean Age	27.3	27.1	27.0	26.9	26.6	26.5	27.0	24.3	31.0
	Mean Total Score	558	559	556	560	556	601	598	601	665
Prince Edward Island	Total	19	15	14	10	9	20	65.0%	35.0%	0.0%
	Men	9	7	8	4	6	6	—	—	—
	Women	10	8	6	6	3	14	57.1%	42.9%	0.0%
	Mean Age	23.9	23.7	23.4	24.4	22.9	21.8	21.9	—	—
	Mean Total Score	537	504	578	540	536	574	526	—	—
Quebec	Total	1,170	985	965	1,044	1,094	2,197	71.7%	21.7%	6.6%
	Men	721	600	601	647	698	1,463	73.3%	21.3%	5.4%
	Women	449	385	364	397	396	734	68.5%	22.5%	9.0%
	Mean Age	28.2	28.0	27.8	28.0	28.2	28.3	29.3	24.2	31.0
	Mean Total Score	547	551	553	556	564	598	598	592	624
Saskatchewan	Total	134	122	86	114	93	176	83.0%	15.3%	1.7%
	Men	69	70	49	68	53	116	90.5%	9.5%	0.0%
	Women	65	52	37	46	40	60	68.3%	26.7%	5.0%
	Mean Age	28.5	27.5	28.9	29.4	28.6	27.7	28.3	24.7	—
	Mean Total Score	521	521	518	525	538	581	580	577	—
Yukon	Total	2	3	1	2	0	0	—	—	—
	Men	1	0	0	1	0	0	—	—	—
	Women	1	3	1	1	0	0	—	—	—
	Mean Age	—	—	—	—	—	—	—	—	—
	Mean Total Score	—	—	—	—	—	—	—	—	—

Note: Dashes that appear in the table are used to indicate "not applicable", such as when there are no examinees in a given subgroup, and thus, no scores exist. For examinee privacy, dashes are also used in place of mean age and mean Total Scores when there are fewer than five exams taken or less than 10 score reports sent by any given candidate group.

About the GMAT Exam

The GMAT exam consists of four sections: Verbal, Quantitative, Analytical Writing, and Integrated Reasoning. GMAT Total Scores, as presented in this report, are calculated based on performance on the Verbal and Quantitative sections of the exam. Total Scores are reported in increments of 10, on a scale ranging from 200 to 800. Results are valid for a five-year period from test sitting. Please note that GMAT exam volume was artificially elevated in TY2012 as many examinees opted to sit for the exam before the addition of Integrated Reasoning (IR) in June 2012.

Notes About the Data

Gender Classifications

Beginning in testing year 2016, individuals who registered to take the GMAT exam had the option of checking a gender category called "Other" when entering their background information and setting up an account on mba.com. In TY2016, a total of 13 GMAT exams were taken by individuals who checked the "Other" gender option when registering. These exams are reflected in the total exam count in the region and country tables but are not broken out in separate gender categories within the tables.

GMAT Program Code Classifications

Program data in this report are based on a business school's current GMAT code classifications for its respective programs. In any given GMAT testing year, school representatives have the opportunity to modify their program classifications if they differ from original classifications established at the time of GMAT program code assignment. As a result, historic GMAT score-sending data may change based on such program classification changes.

Review of Historical GMAT Testing Data

In August 2015, GMAC conducted a review of historical GMAT testing data using new database technology. Minor anomalies were discovered and subsequently corrected for GMAT testing data between TY2007 and TY2008. Updated testing volumes for this period have dropped by approximately 1,000 exams. For details please contact David Svancer at dsvancer@gmac.com or the GMAC Research Services Department at research@gmac.com.

Regional Categories

UNITED STATES

Middle Atlantic
Delaware
District of Columbia (Washington, DC)
Maryland
Pennsylvania
Virginia
West Virginia

Midwest
Illinois
Indiana
Iowa
Kansas
Michigan
Minnesota
Missouri
Nebraska
North Dakota
Ohio
South Dakota
Wisconsin

Northeast
Connecticut
Maine
Massachusetts
New Hampshire
New Jersey
New York
Rhode Island
Vermont

South
Alabama
Arkansas
Florida
Georgia
Kentucky
Louisiana
Mississippi
North Carolina
South Carolina
Tennessee

Southwest
Arizona
New Mexico
Oklahoma
Texas

West
Alaska
California
Colorado
Hawaii
Idaho
Montana
Nevada
Oregon
Utah
Washington
Wyoming

CANADA

Alberta
British Columbia
Manitoba
New Brunswick
Newfoundland
Nova Scotia
Northwest Territories
Nunavut
Ontario
Prince Edward Island
Quebec
Saskatchewan
Yukon

Related Publications

- *Profile of GMAT Testing: Citizenship, Five-Year Summary, TY2012–TY2016* gmac.com/profile

- *Profile of GMAT Testing: Residence, Five-Year Summary, TY2012–TY2016* gmac.com/profile

- *2016 mba.com Prospective Students Survey Report* gmac.com/prospectivestudents

- *2016 mba.com Prospective Students Interactive Research Tool* gmac.com/interactiveresearch

Admissions Recruiting Resource

Looking for more students? The **Graduate Management Admission Search Service® (GMASS®)** database can help you find the best talent to recruit for your programs. As a GMAT score recipient, you have access to the GMASS global database of prospective candidates interested in graduate management education—nearly 500,000 candidates who are waiting to hear from you.

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- Recruit early: Target GMAT pre-test candidates early in their decision-making process.
- Save money: GMASS is a cost-effective way to build multichannel marketing programs.

For more information, or to start a GMASS subscription, please contact Paula McKay at pmckay@gmac.com, or visit gmac.com/gmass.

Contact Information

For questions or comments regarding the study findings, methodology, or data, please contact the GMAC Research Services Department at research@gmac.com. For more information about all Research Services products, surveys, and resources, visit gmac.com/research.

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