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Keller Williams Surpasses 125,000 Associates Amid Record Expansion

Strong growth credited to industry's best business training and coaching

AUSTIN, TEXAS Sept. 8, 2015 — [Keller Williams](#), the world's largest real estate franchise by associate count, has increased its base by 17 percent since January 1 to more than 125,000 associates. In the first half of the year, Keller Williams shattered monthly records as transactions were up 20 percent to almost 400,000 units, sales volume increased 26 percent to \$100 billion and agents earned \$3 billion in gross commission income.

"We're growing at six times the rate of the overall industry," said Chris Heller, CEO, Keller Williams. "We're focusing on innovation and providing top-notch real estate business training and coaching to our agents. It's the reason we're outpacing the market and providing more opportunities for our associates and their families."

In 2015, Training Magazine named Keller Williams the [No. 1 training organization](#) across all industries in the world. Keller Williams offers training programs and courses catered specifically to each stage of a real estate agent's career. The wide selection of courses allows agents to select the best training and coaching for growth in their personal and professional lives.

To ensure the most effective models and systems are integrated into its training offerings, Keller Williams continually refreshes education programs with proven models and systems from its top agents in the field. Through market-of-the-moment training, agents are empowered to establish themselves as local market experts.

Leveraging industry-leading training and coaching on real estate business best practices, Keller Williams franchise owners have increased their profits by 37 percent. The company's profit share and growth share program, which rewards associates who help the company grow, gave back \$98 million in 2014 and has now surpassed \$650 million in distributions since the program's inception.

"Our individual agents and agent teams are building momentum in local markets throughout the world," said John Davis, President, Keller Williams. "We're providing them with the training and tools to drive their businesses forward and they're seizing these growth opportunities."

A testament to the success of its business training programs, Keller Williams' agents and agent teams consistently rank among the nation's top real estate producers. In 2015, Keller Williams led the industry in the number of top agent teams recognized in the REAL Trends "The Thousand" by the number of transactions they closed.

Keller Williams is also home to 25 percent of "Power Brokers by Brand" and 25 percent "Power Brokers by Referral Network," as recognized on the RIS Media Power Broker 500. Among many distinctions, this year Keller Williams' top producing agents also held two of the Top 10 agent spots on NAHREP's annual listing of top-producing Latino agents; in total, 30 of the company's agents received the national recognition.

"With growth, we're even better positioned to reinvest in our people," said Davis. "We're currently innovating and supplementing our robust training programs with the latest technology solutions that will fuel the success of our agents tomorrow."

About Keller Williams Realty, Inc.

Austin-Texas based Keller Williams Realty, Inc. is the largest real estate franchise by associate count in the world with more than 700 offices and 125,000 associates across the Americas, Europe, Africa and Asia. In 2015, *Training Magazine* named Keller Williams the No. 1 training organization across all industries in the world.

Since 1983, Keller Williams has grown exponentially and continues to cultivate an agent-centric, education-based, technology-driven culture that rewards agents as stakeholders. The company also provides specialized agents in luxury homes, commercial and farm and ranch properties.

For more information on Keller Williams, visit kw.com.