

## Keller Williams Reports Third Quarter and Year-to-Date Results

**AUSTIN, TEXAS October 27, 2016** — [Keller Williams](#), the world's largest real estate franchise by agent count, set all-time company records for agent production and profits in Q3, with leading indicators pointing to a strong Q4.

"With the successful launch of our Career Growth Initiative, Keller Williams agents are taking on 'traditional' real estate thinking and generating big results," said John Davis, president, Keller Williams.

"During September, when traditional real estate is content to slow down, we set all-time company records in every major production category we track. Our agents are focusing on the right activities at the right time. They're expanding market share and funding bigger lives for their families," said Davis.

### Q3 2016 Results

- Agents closed 279,289 transactions in Q3, up 12.7 percent over Q3 2015.
- Agents closed \$78.9 billion in sales volume, up 15.2 percent from previous Q3.
- Franchisee owner profit in the third quarter was up 7.5 percent over Q3 2015 to \$51.4 million.
- Profit share increased 10.4 percent over Q3 2015 to \$44.6 million.

### Year-to-Date (YTD) Results (as of September 30)

- Franchise is home to more than 152,000 global associates, up 16.8 percent over same period 2015.
- Closed transactions YTD total 739,548 units, up 15.5 percent over same period last year.
- Sales volume YTD is \$206.6 billion, up 18.9 percent over first nine months of 2015.
- Owner profit YTD is \$142 million, up 14.2 percent over same period last year.
- Profit share YTD is \$122.1 million, up 17.1 percent over first nine months of 2015.

### Q4 Outlook (KPIs indicative of Q4 performance)

- Agents took 177,134 new listings (new market inventory), up 8.2 percent over Q3 2015.
- Listings taken volume totaled \$53.4 billion, up 12.7 percent over Q3 2015.
- Agents wrote 295,977 contracts (projected to close in 60 days), up 11.9 percent over Q3 2015.
- Contracts written volume is \$82.8 billion, up 13.1 percent over Q3 2015.

"With the help of innovative platforms like the CGI Calculator we rolled out at the start of the quarter, Keller Williams agents are thinking big, setting goals, and taking action," said Chris Heller, CEO, Keller Williams. "Our agents and local leadership teams are working hand-in-hand to build strong businesses and deliver a great consumer experience."

### About Keller Williams Realty, Inc.

Austin-Texas based Keller Williams Realty, Inc. is the largest real estate franchise by agent count in the world with more than 800 offices and 152,000 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, visit [kw.com](http://kw.com).