



**News Release
FOR IMMEDIATE RELEASE**

CONTACT: Ellen Marks
512.329.7497
emarks@kw.com

**Keller Williams® Realty Announces 2011 Results and
First Steps in Worldwide Expansion**

AUSTIN, TX (February 13, 2012) — Keller Williams Realty, Inc., the second largest real estate franchise in the United States, announced today that despite the continued downturn in the real estate market, the company continued to move forward in productivity, profitability and profit share in 2011.

At the company's annual convention, Family Reunion, CEO Mark Willis delivered his annual State of the Company speech in which he shared several key success indicators. More than 9,000 KW associates are in attendance for the event, currently being held in Orlando, Fla.

According to Willis, Keller Williams Realty's per agent productivity (in units closed) increased year over year, by 19 percent. The average gross commissions earned per agent also increased by more than 16 percent. Commenting on the increases, Willis said: "At Keller Williams, we're used to taking big leaps – but this is unprecedented! Congratulations, Keller Williams family!"

He also shared that since the shift in the real estate market in 2005, Keller Williams Realty has grown by more than 23 percent in agent count to more than 75,000 and that the company gave back more than \$38 million to its associates in profit share over the last year.

“If you break that down, we gave back \$100,000 per day, every day last year to our associates,” said Willis. “It’s truly our honor to share these unprecedented profits with our associates.”

Chris Heller, president of KW Worldwide, the company’s global division, was on hand to announce the signing of the company’s first overseas master franchise -- in Vietnam.

“As we began looking for opportunities to expand outside the U.S. and Canada, our primary goal was always to find the right leadership first. We know that Paul Mason [the new president of KW Vietnam] along with the other leaders we are exploring opportunities with, share our belief system and our commitment to grow the Keller Williams culture,” said Heller.

Mason is a real estate veteran with almost 20 years of experience in real estate in Vietnam, including leadership positions at the international firm Cushman & Wakefield and NAI Vietnam. He received a BSc in Estate Management from Southbank Polytechnic in London and is a member of the Royal Institution of Chartered Surveyors (RICS) where he serves as chairman in Vietnam.

Mason commented, “The question wasn’t whether or not to join Keller Williams Realty; it was how soon can we join?”

Heller also announced that the company was in conversations with potential franchisees in several other countries, including: South Africa, New Zealand, Indonesia, Egypt and several Middle Eastern countries.

KW will offer its overseas franchisees and associates award-winning tools including coaching and training via MAPS Coaching and Keller Williams University, as well as a worldwide version of the company’s proprietary technology tool eEdge, for lead management, contact management and development of custom marketing materials.

Additionally, the company will expand its unique wealth building platform through a new growth share model, which financially rewards associates who help grow the company.

In 2011, Keller Williams Realty surpassed Century 21 to become the 2nd largest real estate company in the United States and began aggressively pursuing franchising outside of the U.S. and Canada.

“We are not a ‘brand-in-a-box,’” added Heller. “Our entire approach as we expand is to work with our international franchisees to customize the proven Keller Williams systems and tools to the needs of each country.”

###

About Keller Williams Realty, Inc.:

Keller Williams Realty Inc. is the second-largest real estate franchise operation in the United States, with almost 700 offices and more than 75,000 associates in the United States and Canada. The company has grown exponentially since the opening of the first Keller Williams Realty office in 1983, and continues to cultivate its agent-centric culture that emphasizes access to leading-edge education and promotes an economic model that rewards associates as stakeholders. The company also provides specialized agents in luxury homes and commercial real estate properties. For more information, or to search for homes for sale visit Keller Williams Realty online at (www.kw.com). For more information about KW Worldwide, visit (www.kwworldwide.com).