



News Release

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Keller Williams Excels on List of Top Real Estate Offices

Franchise leads REAL Trends 500 in offices ranked by transactions and sales volume

AUSTIN, TEXAS (April 13, 2015) — Keller Williams is once again home to more offices on the REAL Trends 500 than any other real estate franchise. The world’s largest real estate franchise by agent count is represented by 143 offices ranked by the number of transactions and 140 ranked by sales volume – increases of 13 percent and 11 percent, respectively, compared with 2014. The REAL Trends 500 is an annual ranking published by REAL Trends, Inc., a leading source of analysis and information on the residential brokerage and housing industry.

The Keller Williams brokerages on the list increased the number of transactions they handled by 17 percent year over year. (This compares favorably to the 0.001 percent increase from 2014 to 2015 for all offices on the REAL Trends 500.) Moreover, Keller Williams offices increased their sales volume – that is, the cumulative sales price of all properties sold – by 22 percent (compared with a 6 percent gain for the overall list). The Keller Williams representatives on this year’s REAL Trends 500 handled approximately 443,000 transactions and more than \$117 billion in sales.

“Keller Williams continues to set the pace for growth in the real estate industry,” CEO Chris Heller said. “We’re attracting the top talent in the real estate industry and giving them the training and tools to grow their businesses.”

In the three full years since Keller Williams launched its Growth Initiative – a companywide training and accountability program led by President John Davis – the number of transactions handled by Keller Williams representatives on the REAL Trends 500 is up 71 percent and closed volume has more than doubled. The Growth Initiative is contributing to record productivity and profitability

gains. Indeed, Keller Williams Realty's impressive showing on the REAL Trends 500 mirrors the company's achievements in 2014:

- Becoming the largest real estate franchise by agent count in the world.
- Being named the #1 training organization across all industries by *Training Magazine*.
- Distributing \$98 million in profits to associates through the company's Profit Share and Growth Share system.

"Keller Williams associates are achieving success on a level the real estate industry has never seen," Davis said. "They're dialed-in to our training and coaching, they're mastering our systems and models, they're providing great value to clients and they're creating more opportunities for themselves and their families."

For more information about the REAL Trends 500, visit realtrends.com.

About Keller Williams Realty, Inc.:

Keller Williams Realty, Inc. is the largest real estate franchise by agent count in the world, with approximately 700 offices and 115,000 associates in more than a dozen countries around the world. In 2015, Keller Williams was named the No. 1 training organization across all industries in the world by *Training* magazine. The company has grown exponentially since the opening of the first Keller Williams Realty office in 1983, and continues to cultivate an agent-centric, education-based, technology-driven culture that rewards associates as stakeholders. The company also provides specialized agents in luxury homes, commercial and farm and ranch properties. For more information or to search for homes for sale visit Keller Williams Realty online at (www.kw.com). For more information about Keller Williams Worldwide, please visit (www.kwworldwide.com).