



News Release FOR IMMEDIATE RELEASE

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REAL Trends 500 Ranks Keller Williams Realty #1

Keller Williams Realty Brokerages Lead Industry in Sales Volume and Transactions

AUSTIN, TEXAS (May 31, 2013) — According to the *REAL Trends 500*, Keller Williams Realty's top brokerages sold more real estate than any other franchise's brokerages last year. The report is an annual industry ranking published by REAL Trends, Inc., a leading source of analysis and information on the residential brokerage and housing industry.

Of the Top 500 real estate brokerages in the United States, Keller Williams Realty offices significantly outpaced the industry in both sales volume per office and transactions per office. Keller Williams Realty brokerages represented 23 percent (116 offices) of the Top 500 by closed volume and 22 percent (111 offices) of the top 500 brokerages ranked by closed transactions. The Keller Williams Realty offices included in the Top 500 handled approximately \$67 billion in sales and more than 289,000 transactions.

"We are honored to be in business with so many talented associates who share our goal of being the largest, most productive and most profitable real estate company in the world," Keller Williams Realty CEO Mark Willis said. "By putting our agents at the center of every decision we make as a company, we are able to empower our people to succeed as leaders in their markets."

In addition to the overall rankings, Keller Williams Realty had more offices ranked than any other national franchise company in the Top 50 in each of the following categories:

- Transactions per Office
- Sales Volume per Office
- Percent Increase in Transactions
- Percent Increase in Volume
- 5-year Percent Increase in Transactions

The *REAL Trends* results reinforce the record-setting productivity gains Keller Williams Realty announced previously. In 2012, per-agent units increased 23 percent, closed volume was up 31 percent, and gross commission income rose 28 percent – far outpacing the industry. A record 91 percent of the company's offices were profitable for the year. Moreover, the Keller Williams Realty profit share system distributed \$55 million in profits to associates – an increase of 44 percent over the previous year.

"We are always moving toward our next big goal," Willis said. "Once we achieve it, we set the next one and tackle it so that we are always making forward progress. Since last year's *REAL Trends 500*, we've grown by 10,000 associates, become the largest real estate franchise in the United States, and been recognized by J.D. Power and Associates as highest in customer satisfaction among both home buyers and home sellers.* This year's report shows that, once again, our education-based, technology-driven company is setting the bar for our industry."

"It's all about our people's success," added Keller Williams Realty President Mary Tennant. "When you make sure your associates have careers worth having, businesses worth owning and lives worth living, it's no surprise when they dominate reports like this. We are so proud to be in business with all of the talented people who make it possible."

For more details, the full reports are available on the REAL Trends Website: <http://www.realtrends.com>.

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**Disclaimer: Keller Williams received the highest numerical score among full service real estate firms for home buyers and home sellers in the proprietary J.D. Power and Associates 2012 Home Buyer/Seller StudySM. Study based on 2,994 total evaluations measuring five firms and measures opinions of individuals who bought or sold a home between March 2011 and April 2012. Proprietary study results are based on experiences and perceptions of consumers surveyed March-May 2012. Your experiences may vary. Visit jdpower.com*

About Keller Williams Realty, Inc.:

Keller Williams Realty Inc. is the largest real estate franchise company in the United States, with approximately 700 offices and 84,000 associates around the world. 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 and commercial real estate properties. For more information or to search for homes for sale visit Keller Williams Realty online at (www.kw.com)