



## **News Release FOR IMMEDIATE RELEASE**

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### **Keller Williams Realty Canada Welcomes New Franchise in Pt. Coquitlam, British Columbia *Company continues to grow with financial model, agent-centric initiatives***

Toronto, ON (March 11, 2009) — Keller Williams Realty Canada is proud to announce the launch of a new franchise in Port Coquitlam, British Columbia.

Top Keller Williams agent Josh Bath and his partner Terri Spilsbury have opened Keller Williams Elite Realty in the Lower Mainland – east of Vancouver.

With 80 agents already on-board and expectations of gaining 100 in the next 30 days, KW Elite Realty is starting at a record setting pace.

Bath, a 20-year veteran of the real estate business, has been recognized on numerous occasions as a top agent both locally and internationally. He is a member of the President's Club as a member of the top one percent of Realtors in Vancouver/Lower Mainland and most recently was recognized for being among the top five teams of Keller Williams Realty internationally.

As one of the original agents who introduced Keller Williams Realty to the Vancouver area, Bath says, "I am a true believer that the culture, training and profit share model are what sets our company apart from the others. As a team, we built our success by faithfully following the financial model. Now, I am thrilled to bring these systems to agents that have not reaped the benefits of a sound financial model and the profit share opportunity."

Terri Spilsbury joined Keller Williams Realty in 2005 and soon partnered with Bath. "With integrity, energy, confidence and our love for this company, we are going to succeed," says Spilsbury. "I have received an overwhelming show of support from Keller Williams executives and leadership staff from across the country. It is easy to see my dream for this company quickly materializing into reality."

Canadian Regional Director, John Furber, says, "We know that through Josh and Terri's leadership, we will build a dominant presence in Western Canada. This is a big moment for KW in Canada and we are blessed to be in business with such wonderful people."

Keller Williams Realty has been gaining ground for the last three years in both Canada and the U.S., outpacing pervasive downward trends in the real estate industry. Comparing the average annual performance of the company from 2004 - 2005 (before the shift in the United States real estate market) to 2006 - 2008, Keller Williams Realty increased its associate count by 52 percent, while market share for its offices increased 83 percent and agent gross commission income went up 35 percent. In 2008, the company shared more than \$30 million in profits with its associates through its profit sharing program.

The company also recently announced that it had surpassed RE/MAX® International as the third-largest real estate franchise in the United States, according to Steve Murray of *REAL Trends*, a leading source of analysis and information in the residential real estate industry. The Austin, Texas-based company claimed the number three spot with 72,794 U.S. associates at the end of 2008.

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**About Keller Williams Realty Inc.:**

*Founded in 1983, Keller Williams Realty Inc. is the third-largest real estate franchise operation in the United States, with 679 offices and 74,000 associates in the United States and Canada. The company, which began franchising in 1990, has an agent-centric culture that emphasizes access to leading-edge education and promotes an economic model that rewards associates as stakeholders and partners. For more information, visit Keller Williams Realty online at ([www.kw.com](http://www.kw.com)).*