

Keller Williams Reports Q1 '18 Results

AUSTIN, TEXAS May 3, 2018 — Keller Williams, the world's largest real estate franchise by agent count and the U.S. leader in units and sales volume, achieved significant technology milestones and surpassed 181,000 associates in Q1 '18, a net gain of 3,914-agents across the globe.

"At Keller Williams, we're focused on building technology for our people," said John Davis, CEO and president, Keller Williams. "Our people are letting us know exactly what they want and we are building for them."

Technology, R&D and Industry Highlights

- Kelle, a proprietary artificial intelligence real estate business partner, is available in the U.S. and Canada.
- As of March 31, 46,453 agents have downloaded Kelle and asked more than 315,000 questions, in total over 1 million interactions have been logged.
- Referrals, an agent-to-agent referral network and transaction tool, is available in the U.S and Canada.
- Within Q1 '18, 4,674 live referrals were sent, representing \$1.2 billion in sales volume.
- Within Referrals, 1,012,523 network invites were sent between agents in Q1 '18 alone.
- KW Labs, the innovation hub of Keller Williams, conducted just under 100 labs in Q1 '18 to fuel ongoing R&D into technology powered by agent and consumer insights.
- *Training* magazine inducted Keller Williams into its Hall of Fame of top training organizations.
- Keller Williams' 324 firms ranked on [RISMedia's Power Broker - Top 1,000](#) represented 21 percent of the total volume, a full \$123.2 billion in front of any other real estate franchise.
- Keller Williams had the most (161) brokerages on the [REAL Trends 500](#) by volume.
- Glassdoor rated Keller Williams [No. 13](#) on its Top Large category for Best Places to Work in 2018.
- CareerBliss rated Keller Williams [No. 1](#) Happiest Company to Work For in 2018.

"Once again, we're excited to report our agents are outperforming the industry, breaking production records originally set in the first quarter of 2017," said Davis. "Across the globe, our agents continue to grow market share, helping them fund bigger lives and create new opportunities."

United States *(U.S.-only production data in Q1 '18)*

- Franchise is now home to 159,792 agents in the United States alone, as of March 31.
- Agents closed 213,071 transactions in Q1 '18, up 4.8 percent over Q1 '17.
- Agents closed \$62.7 billion in sales volume, up 10.7 percent from previous Q1.
- Franchisee owner profit in the first quarter was up 3.4 percent over Q1 '17 to \$35.1 million.
- Profit share increased 5.6 percent over Q1 '17 to \$30.2 million.
- Agents took 174,149 new listings (new market inventory), up 8.8 percent over Q1 '17.
- Listings taken volume totaled \$59.3 billion, up 18.2 percent over Q1 '17.
- Agents wrote 264,007 contracts (projected closings), up 3.7 percent over Q1 '17.
- Contracts written volume was \$78.6 billion, up 9.8 percent over Q1 '17.

KW Canada *(Canada-only production data in Q1 '18)*

- Franchise is now home to 3,155 agents in Canada, as of March 31.
- Agents closed 5,130 transactions in Q1 '18, up 4.4 percent over Q1 '17.
- Agents closed \$1.9 billion in sales volume, up 10.5 percent from previous Q1.

- Franchisee owner profit in the first quarter was up 8.9 percent over Q1 '17 to \$306,171.
- Agents took 5,662 new listings (new market inventory), up 15.3 percent over Q1 '17.
- Listings taken volume totaled \$2.4 billion, up 38.7 percent over Q1 '17.
- Agents wrote 6,133 contracts (projected closings), up 4.0 percent over Q1 '17.
- Contracts written volume was \$2.3 billion, up 8.3 percent over Q1 '17.

Keller Williams Worldwide (*outside the U.S. and Canada in Q1 '18*)

- Outside of the U.S. and Canada, the franchise is now home to 6,609 agents, as of March 31.
- Agents closed 5,787 transactions in Q1 '18, up 61.9 percent over Q1 '17.
- Agents closed \$1.3 billion in sales volume, up 163.6 percent from previous Q1.
- Growth share increased 91.0 percent over Q1 '17 to \$446,842.
- Agents took 18,348 new listings (new market inventory), up 89.1 percent over Q1 '17.
- Listings taken volume totaled \$5.7 billion, up 121.7 percent over Q1 '17.
- Agents wrote 6,482 contracts (projected closings), up 45.7 percent over Q1 '17.
- Contracts written volume was \$830.4 million, up 69.2 percent over Q1 '17.

Operating outside of the United States and Canada, Keller Williams Worldwide, the international division of Keller Williams, regions include Argentina; Belize; Bermuda; Colombia; Costa Rica; Czech Republic; Dubai, UAE; France; Greater Shanghai, China; Greece; Indonesia; Israel; Jamaica; Mexico; Monaco; Nicaragua; Panama; Philippines; Poland; Portugal; Puerto Rico; Romania; Southern Africa; Southern Cyprus; Spain; Turkey; Northern Cyprus; United Kingdom; and Vietnam.

About Keller Williams

Austin, Texas-based Keller Williams, the world's largest real estate franchise by agent count, has more than 950 offices and 181,000 associates. The franchise is No. 1 in units and sales volume in the United States. In 2018, *Training* magazine inducted Keller Williams into its Hall of Fame of top training organizations 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 land properties. For more information, visit kw.com and kwworldwide.com.