



A REAL ESTATE REVOLUTION



KELLER WILLIAMS PERFORMANCE REPORT 2015



Since 2011, Keller Williams **AGENT COUNT** has **INCREASED 76 PERCENT** to more than 133,000 today.

Keller Williams agents **CLOSED \$228 BILLION IN SALES** volume, up 24 percent from 2014.

Since 2009, Keller Williams collective **AGENT COMMISSIONS HAVE TRIPLED** to 6 billion.

99 PERCENT of Keller Williams franchise offices were **PROFITABLE** for 2015.

Franchisee **OWNER PROFIT** in 2015 was **UP 29 PERCENT** over 2014 at \$155 million.

PROFIT SHARE to agents **INCREASED 32 PERCENT** to \$129.8 million last year.

Three market centers distributed over **\$1 MILLION IN PROFIT SHARE** in 2015.

Keller Williams
OUTPACES INDUSTRY
in agent growth by 3X.



+19%

+6%

2015

NAR*

KW

*National Association of REALTORS®

Keller Williams
OUTPACES INDUSTRY
in transaction growth
by 3X.

+19%

+6%

2015

NAR

KW

TRANSACTIONS

YEAR OVER YEAR

709,323

843,547

2014

2015



\$228 BILLION

\$184 BILLION

2014

2015

YEAR OVER YEAR

SALES VOLUME

Keller Williams
OUTPACES INDUSTRY
on closed sales volume
growth by 2X.

+24%

+11%

2015

NAR

KW

2015

\$130 MILLION

+32%

2014

\$98 MILLION

Keller Williams market center OWNERS SHARE
CLOSE TO 50 PERCENT OF PROFITS with
associates who contribute to growth.

PROFIT SHARE

YEAR OVER YEAR

99%

**KELLER WILLIAMS FRANCHISE OFFICES
WERE PROFITABLE IN 2015**

KELLER WILLIAMS PERFORMANCE REPORT 2015



Keller Williams is a company **BUILT BY AGENTS, FOR AGENTS.**

Keller Williams is the **LARGEST REAL ESTATE FRANCHISE BY AGENT COUNT IN THE WORLD** with more than 773 offices and 133,000 associates across the Americas, Europe, Africa and Asia.

In 2015, *Training* magazine named Keller Williams the **NO. 1 TRAINING ORGANIZATION 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 franchise provides **SPECIALIZED AGENTS** in luxury homes, commercial and farm and ranch properties.

**BUILT BY AGENTS,
FOR AGENTS**

