

Keller Williams Reports First Quarter Results

AUSTIN, TEXAS April 26, 2016 — [Keller Williams](#), the world's largest real estate franchise by agent count, surpassed 139,000 associates in the first quarter of 2016, a net gain of 4,989 agents. The company beat previous productivity benchmarks for a Q1 and leading indicators point to a strong second quarter.

“By focusing on the activities that generate results, our associates are expanding their market share and building momentum during months when real estate traditionally goes backward,” said John Davis, president, Keller Williams. “They’re turning winter into summer and creating new opportunities for themselves and their families.”

Q1 2016 Results

- Net agent count increased 36 percent over Q1 2015. (Keller Williams added more net agents in March than in any month in the company's history.)
- Agents closed 182,676 transactions, up 19 percent over Q1 2015.
- Agents closed \$49.1 billion in sales volume, up 24 percent from previous Q1.
- Franchisee owner profit in the first quarter was up 30 percent over Q1 2015, to \$28.7 million.
- Profit share increased 30 percent over Q1 2015 to 23.7 million.

Recent Highlights

- [Training Magazine](#) Named Keller Williams a Top Training Organization Worldwide
- Keller Williams expanded into [Panama](#)
- [Josh Team](#) Named as New Chief Innovation Officer
- Keller Williams Home to Largest Number of Firms on [Top Brokerage Lists](#)
- Stanford Graduate School of Business Publishes Study on [Keller Williams Culture](#)
- Chairman Gary Keller, CEO Chris Heller and President John Davis Named Among 10 Most Powerful and Influential [Corporate Executives](#) in Residential Real Estate

“As a company built by and for agents, we’re thrilled that our teams are out-performing the high expectations they’ve set,” said Chris Heller, CEO, Keller Williams. “Our agents are leveraging our training and innovation to provide an exceptional customer experience. And with record listings taken and contracts written, we’re confident our best days are to come.”

About Keller Williams Realty, Inc.

Austin-Texas based Keller Williams Realty, Inc. is the largest real estate franchise by agent count in the world with more than 790 offices and 139,000 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 company also provides specialized agents in luxury homes, commercial and farm and ranch properties. For more information, visit kw.com.