

Q1

2019 KELLER WILLIAMS
WORLDWIDE
PERFORMANCE REPORT

DRIVEN TO SUCCEED

kw
KELLERWILLIAMS.



OUR STORY

Keller Williams is more than a real estate company. From its inception, the people of Keller Williams have made a name for themselves as industry disruptors. Relentless **INNOVATION**, a remarkable **CULTURE** and unsurpassed **TRAINING AND EDUCATION** have combined to create the most formidable sales force in real estate.

In a fast-changing world with evolving consumer expectations, Keller Williams agents are **DRIVEN TO SUCCEED** with the utmost professionalism and customer service. Keller Williams agents show up each day ready to take on the world.

AND THE PROOF IS IN THE NUMBERS.



KW Jamaica and KW Bermuda

THE QUICK HITS



Keller Williams is now home to **8,385** agents outside the United States and Canada, up **34** percent from Q1 2018.

The **36** regions operate **207** market centers, up **34** percent from Q1 2018.

KW agents closed **7,364** transactions in this quarter, up **27** percent over Q1 2018.

The transactions closed account for **\$1.1 BILLION** in sales volume, up **11** percent over Q1 2018.

Worldwide agents took **22,992** new listings, up **42** percent over Q1 2018.

Their listings taken volume totaled **\$8.2 BILLION**, up **54** percent over Q1 2018.

Growth share increased **21** percent over Q1 2018 with associates cashing checks worth **\$542,061**.

***All monetary amounts converted and shown in USD for reporting purposes.**

INTERNATIONAL EXPANSION

In Q1, Keller Williams welcomed a new region to the KW family: **KW Italy**.



Master franchise agreements have now been awarded to **36 regions** outside of the United States and Canada.

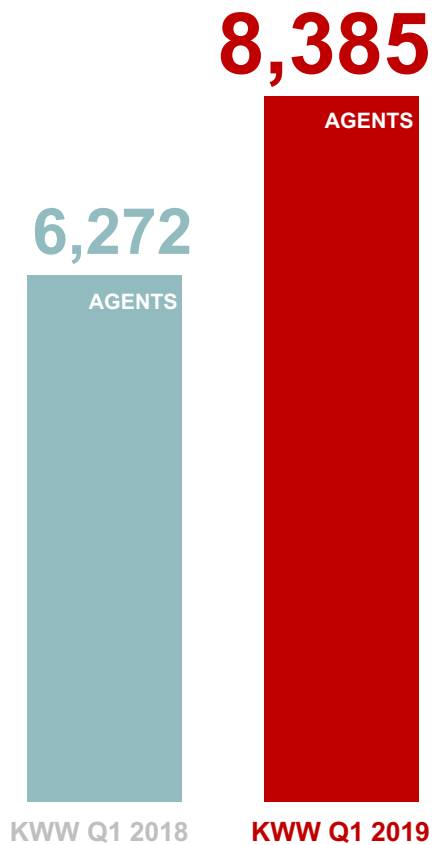
REGIONS

Argentina; Belgium; Belize; Bermuda; Cambodia; Chile; Colombia; Costa Rica; Czech Republic; Dubai, UAE; France; Greater Shanghai, China; Greece; Indonesia; Ireland; Israel; Italy; Jamaica; Luxembourg; Mexico; Monaco; Nicaragua; Northern Cyprus; Panama; Philippines; Poland; Portugal; Puerto Rico; Romania; Southern Africa; Southern Cyprus; Spain; Trinidad and Tobago; Turkey; United Kingdom; Vietnam

AGENT COUNT

Keller Williams Worldwide regions OUTPACED themselves in AGENT GROWTH in Q1 2019.

+34%
INCREASE IN
AGENT GROWTH



+11%
CLOSED SALES
**VOLUME
GROWTH**



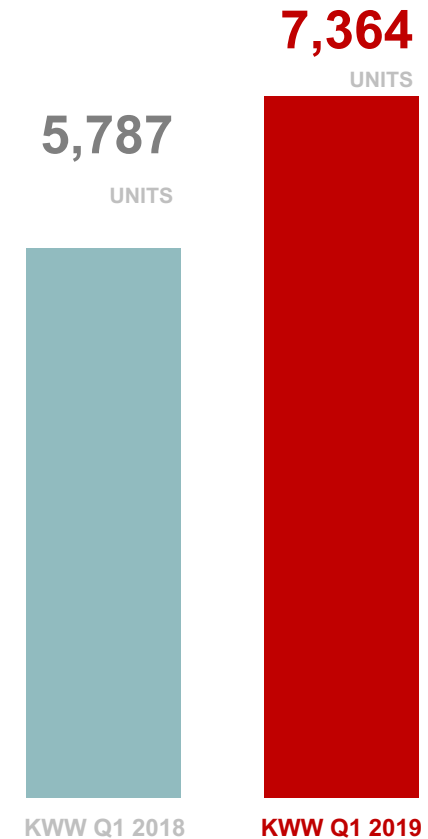
KWW Q1 2018 KWW Q1 2019

KW Mexico

TRANSACTIONS

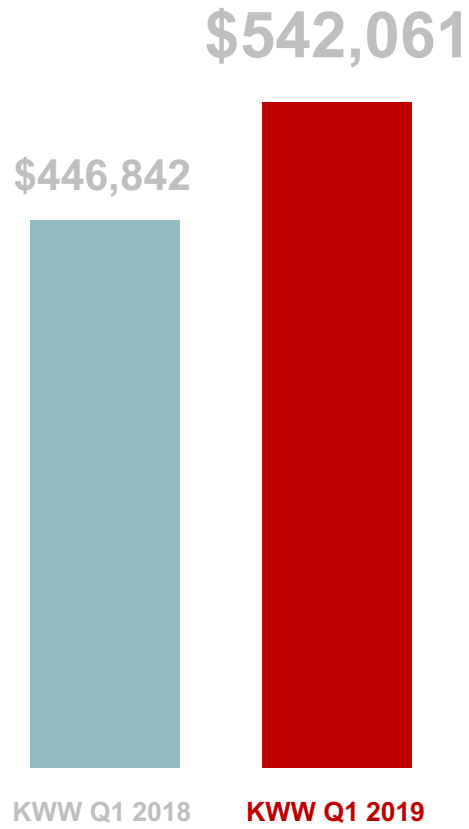
Keller Williams Worldwide regions OUTPACED themselves in TRANSACTION GROWTH & CLOSED SALES VOLUME GROWTH.

+27%
INCREASE IN
TRANSACTION
GROWTH



GROWTH SHARE

Keller Williams owners share the rewards with the associates who contribute to their growth.



+21%
INCREASE IN
GROWTH
SHARE

EQUATING TO
\$6,023
SHARED
PER DAY



LABS GONE LOCAL



KW Labs, the innovation hub of Keller Williams, conducted labs as part of ongoing research and technology development fueled by agent insights.

In Q1 2019, Labs went local with four of our regions running their own labs. With 200 KWW associates getting access to the Keller Cloud at Family Reunion, the groundwork was laid for mass entry to the Keller Cloud in Q2.

In a business where relationships determine everything and staying in communication is key, working together to perfect this functionality is of the utmost importance.

Held in Q1 2019:





AWARDS & ACCOLADES

FAST COMPANY: #1 Most Innovative Real Estate Company

SWANEPOEL POWER 200: Gary Keller Is the #2 Most Powerful and Influential Person in Real Estate.

FORBES: One of America's Best Employers 2019.

For more such defining moments, visit
Outfront.kw.com > Performance > [Breakthroughs](#)

**KEEP
BLAZING
THOSE
TRAILS.**



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KELLERWILLIAMS.