WELCOME TO OUR MONTHLY MARKET CENTER MEETING

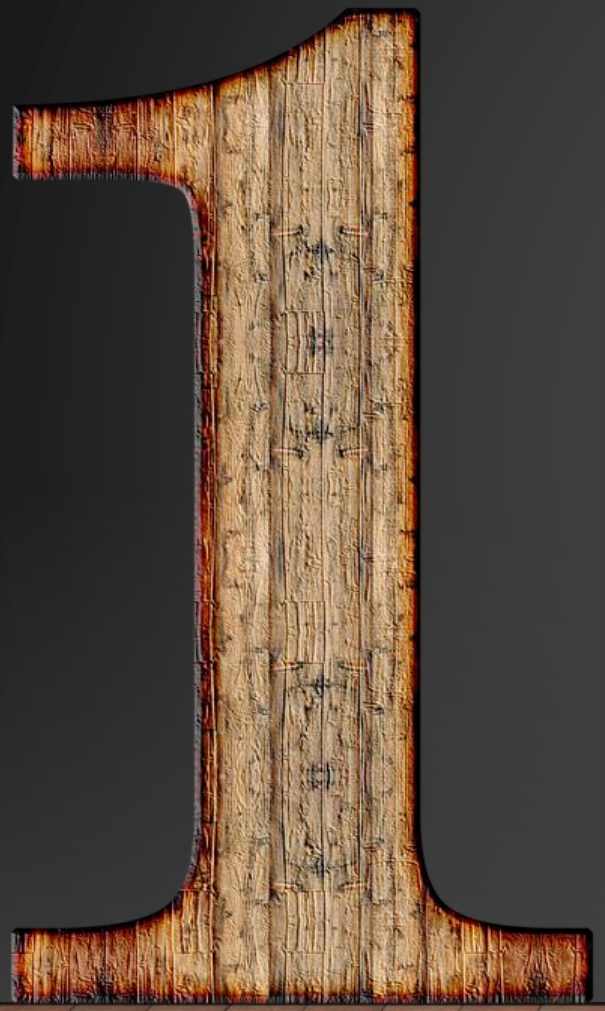
HTTPS://YOUTU.BE/EMS2CUMYFC8

THANK YOU TO OUR LUNCH SPONSOR

PLEASE WELCOME
CJ HENDERSON
OUR NEW TL

CJHENDERSON@KW.COM
239-216-1120

RECOGNITION & AWARDS



FIRST CLOSING

BILL CASTORENA

FIRST LISTING

CHRIS HANDSEL
JP BRANDVIG

CAPPERS earn

100% COMMISSION

CARLIE BACK
JUDY BERG
MERCEDES HINES
AMY JARVIS

DOUG PALMER
DAN RICE
JAEL VALDEZ
JEREMY RODRIGUEZ

100%

RECOGNITION

KELLER WILLIAMS REALTY PHOENIX

HOMERUNS & CLOSED VOLUME

1 listing taken, 1 contract written, and 1 contract closed in 1 month

MAY 2019

ANGELA LARSON
BETHANIE MADEWELL
BRETT TANNER
BRIAN GUBERNICK
BRIAN THOMPSON
CARIN NGUYEN
CARLIE BACK
CAROL HARMON
CASEY CUPPY
CRISTEN CORUPE

DAN RICE
DAVID BAKER
EMILY DUARTE
ERIC AVDEE
ERIC BROSSART
GLORIA IORIO
GREG HAUGER
JAMES SANSON
JP BRANDVIG
JOSH ASANOVICH
KELLY HENDERSON

NATE LEIDIGH
NICK KIBBY
NICOLE DREW
RYAN LOEDING
SHANE EDIC
SKYLER KEYSER
STEVE HORN
TADESSE HABETYES
THOMAS DEVOR
WILL CARTER

CLOSED VOLUME: TOP INDIVIDUAL AGENTS

May 2019

Angela Larson	$3,718,900
David Baker	$2,402,900
Ryan Loeding	$1,383,000
Eric Brossart	$1,111,000
Nicole Drew	$978,200

VOLUME & UNITS GROWTH: HEAVY HITTERS

Units YTD '19 vs '18:	Volume YTD '19 vs '18:
JP Brandvig	Amy Pradetto
Shane Peck	Casey Cuppy
Jael Valdez	Kimberly Lamb
Eric Avdee	Eric Avdee
Lori Kennedy	Amy Jarvis

May 2019

CLOSED VOLUME: TOP TEAMS, 2 AGENTS

May 2019

Relevate	$2,506,000
The Avdee Team	$2,361,500
The Steve Horn Team	$2,354,625
The Dan Rice Team	$2,088,400

CLOSED VOLUME: TOP GROUPS, 3+ AGENTS

May 2019

The Carin Nguyen Team	$11,072,329
The James Sanson Team	$3,418,995
Lux Home Group	$3,082,481
Homehelper Consultants	$2,825,680
The Brett Tanner Team	$2,722,850
Momentum Real Estate	$2,726,340
Smart Concept Realty	$2,167,800
CC & Co Real Estate	$2,028,400

OFFICE UPDATES

MAY 2019

Tamara Cade
Tom Chastain
Allison Pritchard
David Casey
Mark Day
Becky Munoz
Jessica Wells

KELLERWILLIAMS.
REALTY PHOENIX

JUNE

10 years
Brett Tanner

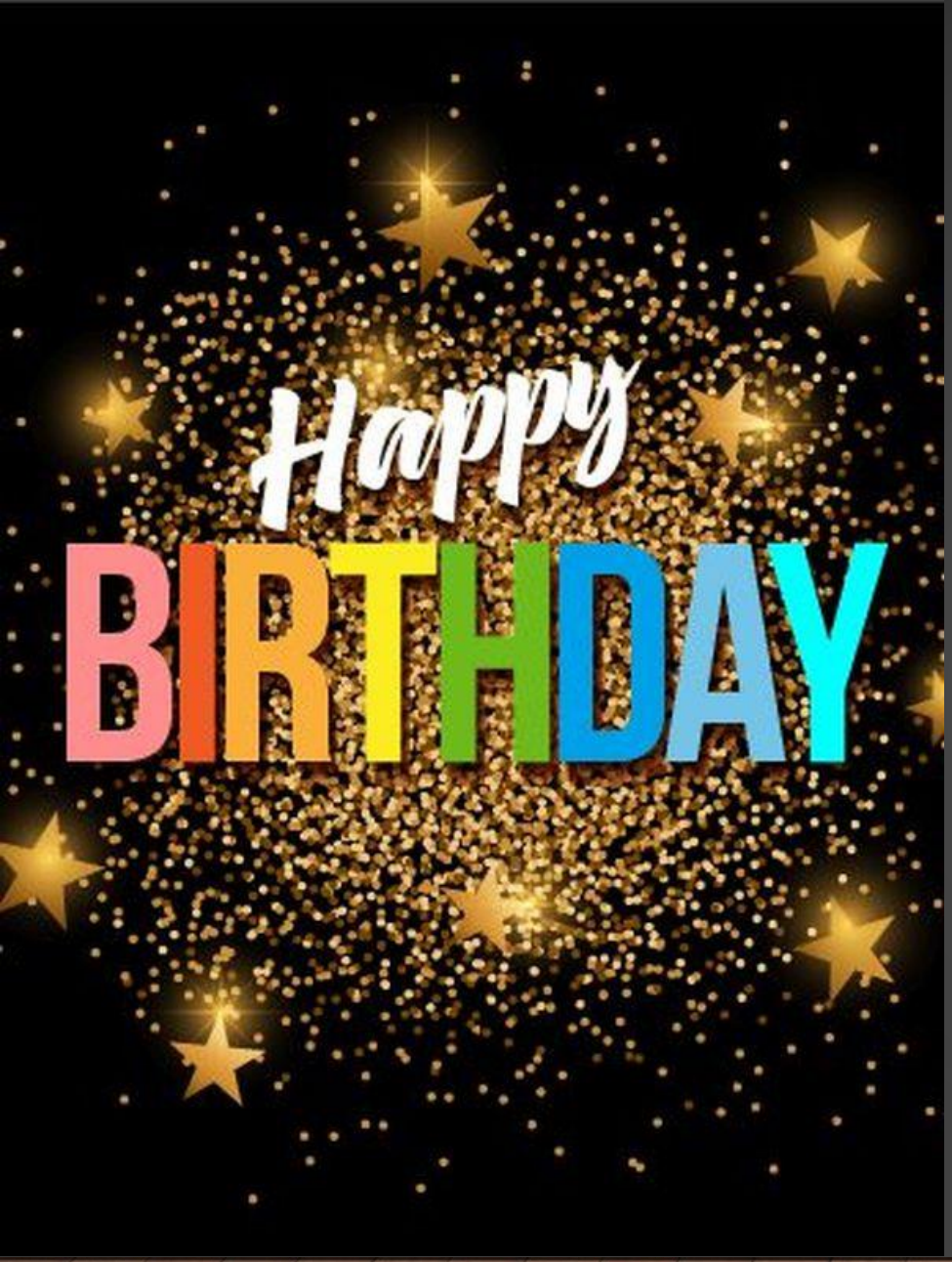
9 years
Paul Barger

5 years
Andrew McCargar

3 years
Jacqueline Church
Casey Cuppy
James Sanson

2 years
Paul Barger
Caleb Janus
Kim Sargent

1 year
Alex Talamantes
Trevor Espinoza
Krista Jauregui
Aubri Monroe
Cole Thomas
Mary Vega



JUNE

3rd – Brittany Klemme
5th – Bill Gowitzka
7th – Casey Cuppy, Renai Ricketts
8th – Tamara Bohnstedt
10th – Julie Gutwein
11th – Christina Clausen
12th – Alex Mogo, Gary Morrow
14th – Danielle Brown, Mary Vega
15th – Tadesse Habetyes
16th – Kerry Loeding
18th – Jessica Rice
21st – Trish Arana, Lisbeth Marquez
26th – Dianne Burelli
28th – Nathan Leidigh
29th – Sabrina Song, Emily Duarte
30th – Lora Mwaniki Lyman, Carin Nguyen, Rima McIntire

Amount Given Year of 2019

$1,685.00

KW Cares is a 501(c)(3) public charity created to support Keller Williams associates and their families with hardship as a result of a sudden emergency.

PROFIT SHARE

come and get your fair share!

Amount Of Profit Shared Year To Date

$81,580.50

WILL CARTER
BROKER BUSINESS

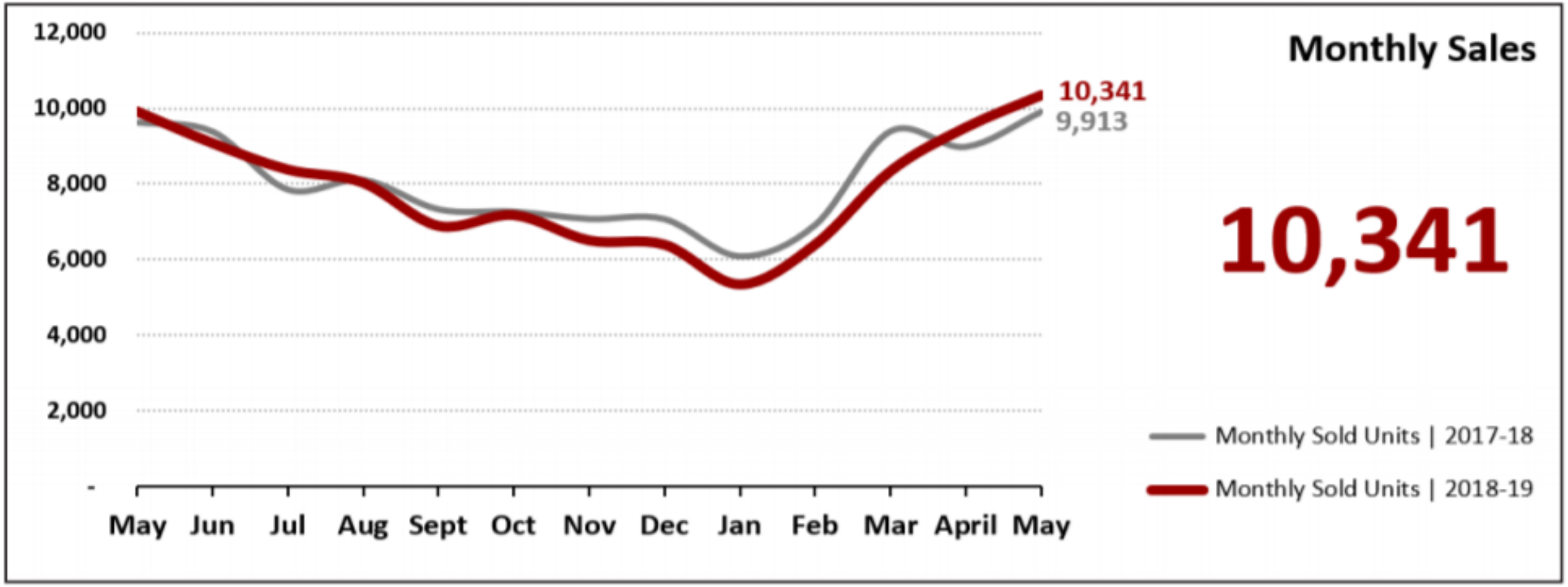
STATISTICS

Language of Real Estate - L.O.R.E. Report May 2019

Category	KWRP	MLS	Difference
VOLUME			
Listings Taken – YoY	+55.76%	+13.78%	**+41.98%**
Closed Production List Side – MoM	+35.37%	+10.53%	**+24.84%**
Listings Taken – MoM	+16.68%	-1.02%	**+17.70%**
UNITS			
Closed Production List Side – MoM	+31.58%	+8.19%	**+23.39%**
Listings Taken – YoY	+22.35%	+3.05%	**+19.30%**
Listings Taken – MoM	+11.83%	-1.60%	**+13.43%**

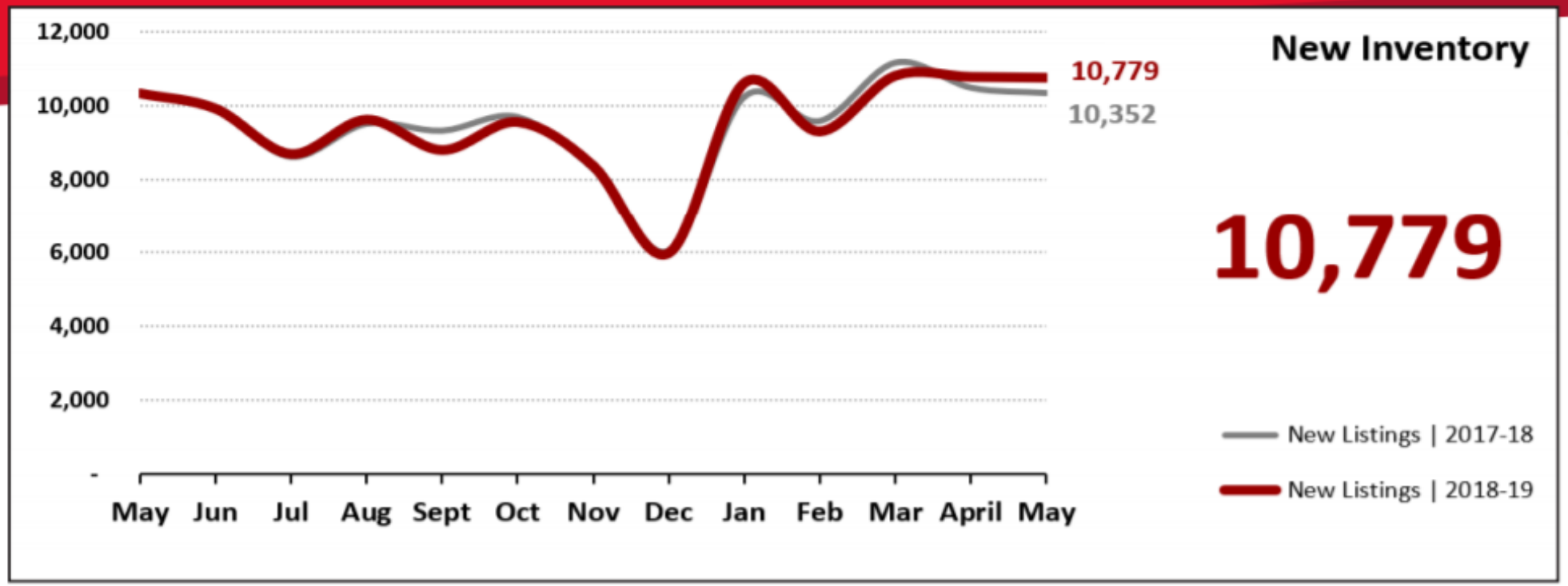
The DIFFERENCE is CLEAR, KWRP consistently BEATS the market!

DATA FOR MAY 2019 - Published June 18, 2019



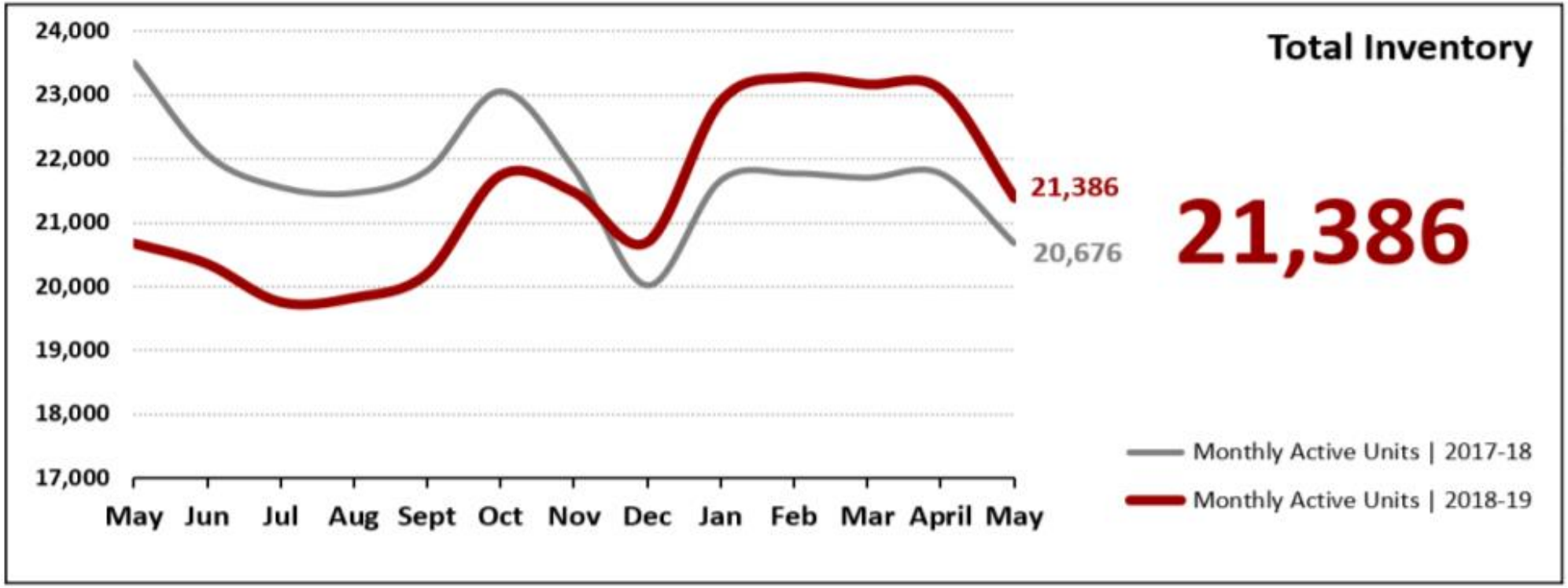
Sales are up +8.9% month-over-month. The year-over-year comparison is also up +4.3%.

Closed MLS sales with a close of escrow date from 5/1/2019 to 5/31/2019, 0 day DOM sales removed



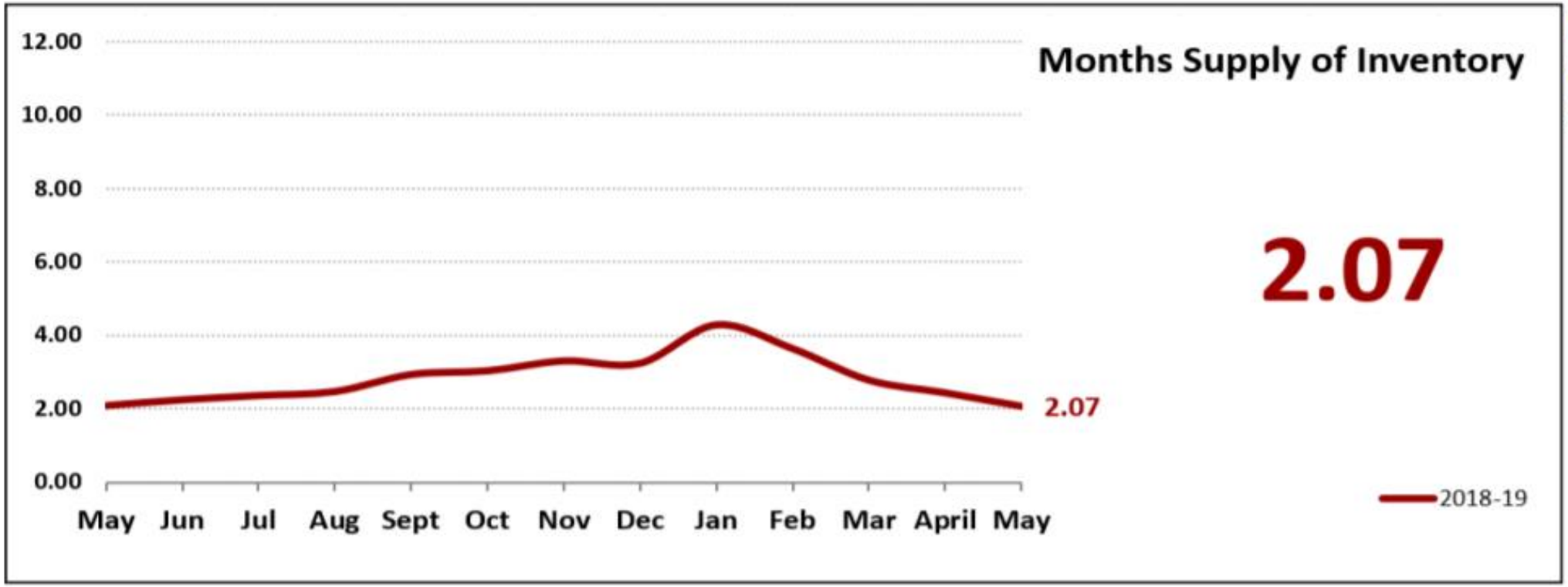
New inventory is down -0.2% month-over-month while the year-over-year comparison increased by +4.1%.

New MLS listings that were active for at least one day from 5/1/2019 to 5/31/2019, 0 day DOM sales removed



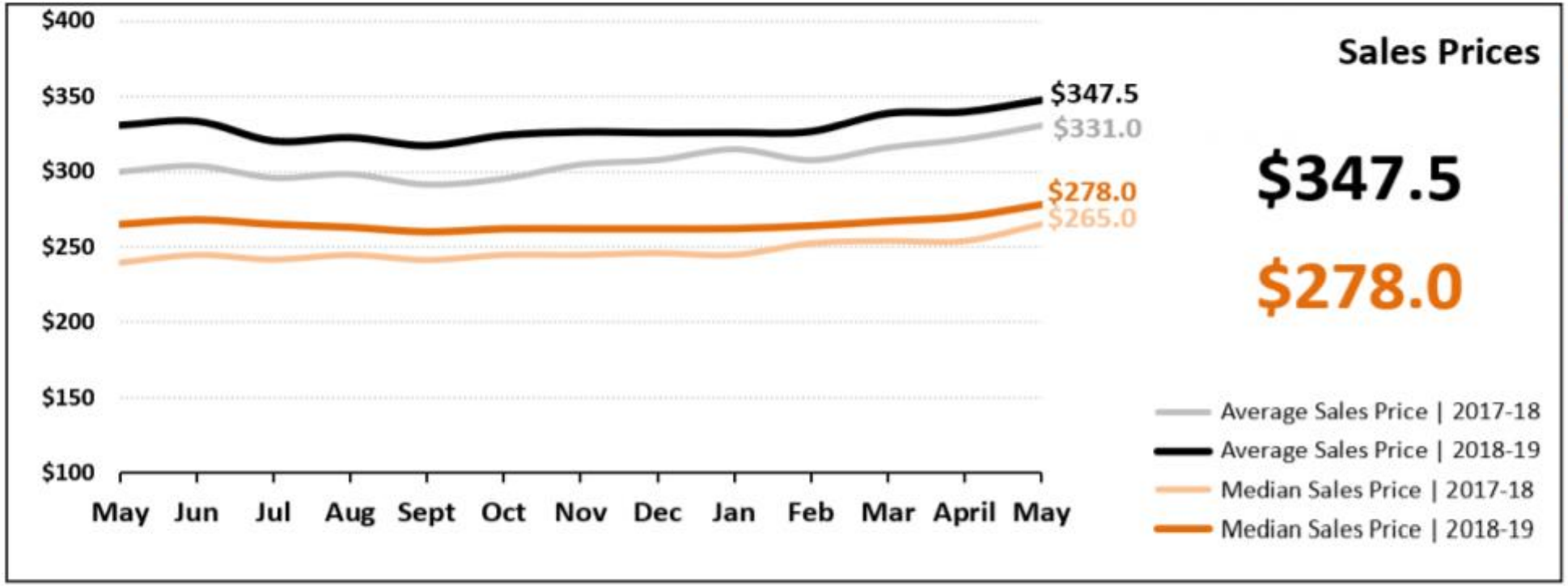
Total inventory has a month-over-month decrease of -7.4% while year-over-year reflects an increase of +3.4%.

Snapshot of statuses on 5/31/2019



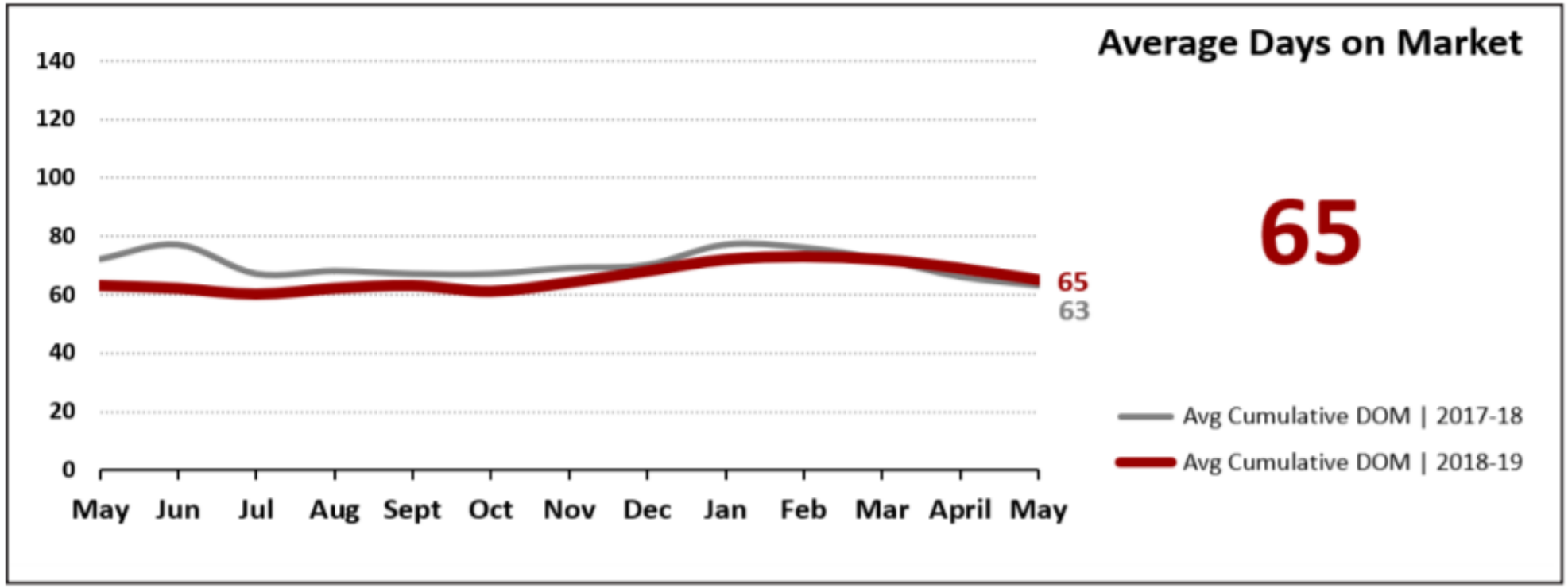
Months supply of inventory for April was 2.43 with May at 2.07.

Current inventory of Active/UCB/CCBS divided by the monthly sales volume of MAY 2019, 0 day DOM sales removed



The average sales price is up +5.0% year-over-year while the year-over-year median sales price is also up +4.9%.

MLS sales prices for closed listings with a close of escrow date from 5/1/2019 to 5/31/2019, 0 day DOM sales removed



Days on market were up +2 days year-over-year while month-over-month decreased by -4 days.

MLS sales prices for closed listings with a close of escrow date from 5/1/2019 to 5/31/2019, 0 day DOM sales removed

NEEDS & WANTS

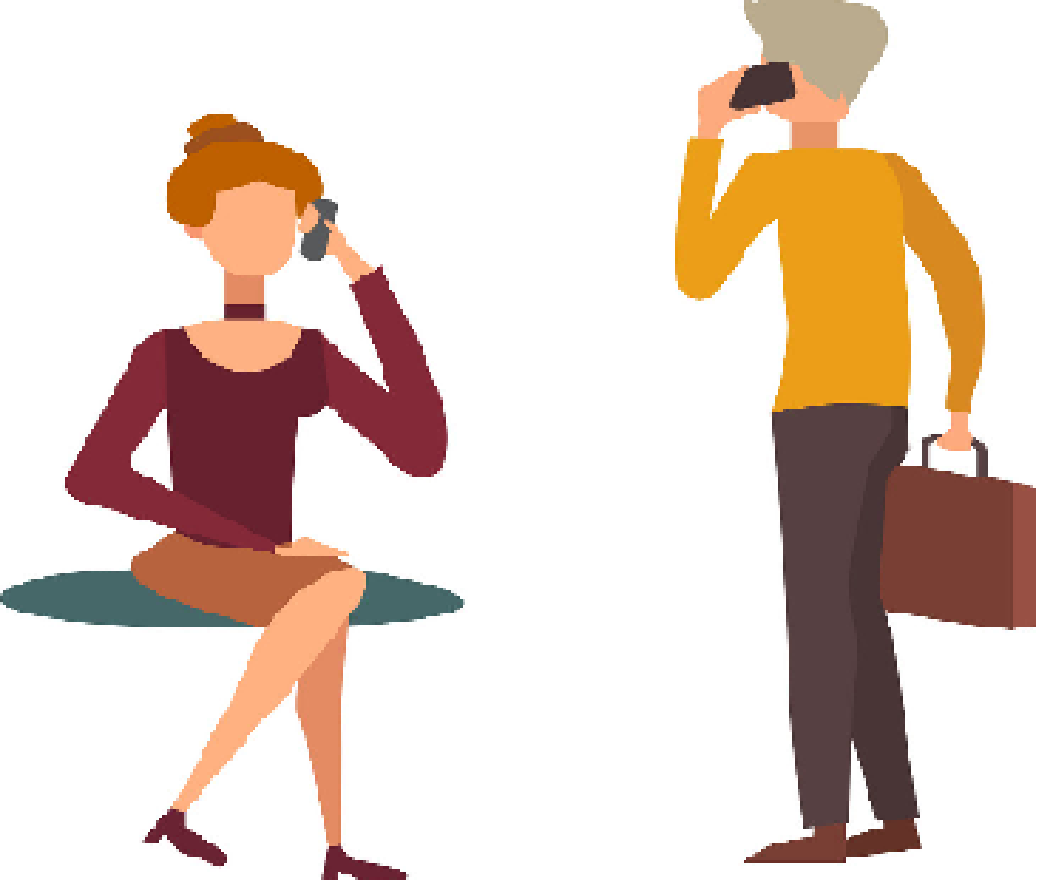
STAND UP AND SHARE

TRAINING & EVENTS

ALC MEETING

KELLER WILLIAMS REALTY PHOENIX LEADERSHIP IN ACTION FOR YOU

2:00-3:30



SCRIPTS FOR LEAD GENERATION

w/ Eric Avdee

TUESDAYS

11:30-12:00

Tuesday June 25th

2pm	3pm	4pm
NEW Agent Orientation	Green-sheets	Sky Slope

Contracts 101 cancelled

KELLERWILLIAMS.
REALTY PHOENIX

BACK TO School

Supply Drive

July 1st - August 15th

benefitting

Sunshine Acres
CHILDREN'S HOME

Children First Academy
of PHOENIX

KELLER WILLIAMS SOUTHWEST REGION PRESENTS

CUSTOMER EXPERIENCE

WITH RAE WAYNE

We want our customers to have an elevated level of service that exceeds their expectations and presents them with an unforgettable experience that is a tangible, palatable difference from any experience they have had with another agent throughout their real estate journey.

TUESDAY
JULY 30, 2019
9AM - 5PM MT

Courtyard by
Marriott Scottsdale Salt River
5201 N. Pima Road
Scottsdale, AZ 85250

Registration link:
https://www.eventbrite.com/e/customer-experience-w-rae-wayne-tickets-61615152580

$99.00
(Includes Materials and Lunch)

EACH OFFICE IS INDEPENDENTLY OWNED AND OPERATED

YOU COULD WIN:

a ticket to Rae Wayne's Customer Experience!

Receive 1 raffle ticket for each $5 you spend now thru July 24th

(please bring Erika your receipt if Possible.)

Thursday July 4th

Thursday July 11th

ALC

COMMITTEE

MEETINGS

KELLER WILLIAMS REALTY PHOENIX LEADERSHIP IN ACTION FOR YOU

1:00 - 2:00

NEW CLASSES!

WEDNESDAYS 1-3 PM

Jul 10th	Buyer Broker Conversion	Skyler Keyser
Jul 24th	Open Houses	Arnold Bedak
Aug 7th	The BINSR	Carlie Goulet
Aug 21st	Building Wealth at a Young Age	Eric Avdee
Sep 11th	Touch Program Database SOI	Cristen Corupe

TOP AGENTS TEACHING TOP CONTENT!

Home Agenda Hotels Venue Resources REGISTRATION

55 DAYS

13 HOURS

52 MINUTES

31 SECONDS

MEGACAMP

August 13 - 15, 2019, Austin, TX

HTTPS://MEGACAMP.KW.COM

MENTOR PROGRAM:

STEVE PHIPPS

OUR PARTNERS

- Fairway Mortgage Corporation
- Old Republic Home Protection
- Fidelity Home Warranty
- Fidelity National Title Agency
- Magnus Title ETA
- Alliance Property Inspections
- Muscular Moving Men

FAIRWAY®
INDEPENDENT MORTGAGE CORPORATION

TEAM GREEN

PREFERRED PARTNERS OF

KELLERWILLIAMS.
REALTY PHOENIX

Team Green
A True Partner in Your Real Estate Business

Reggie Green
Team Leader
480-206-5577

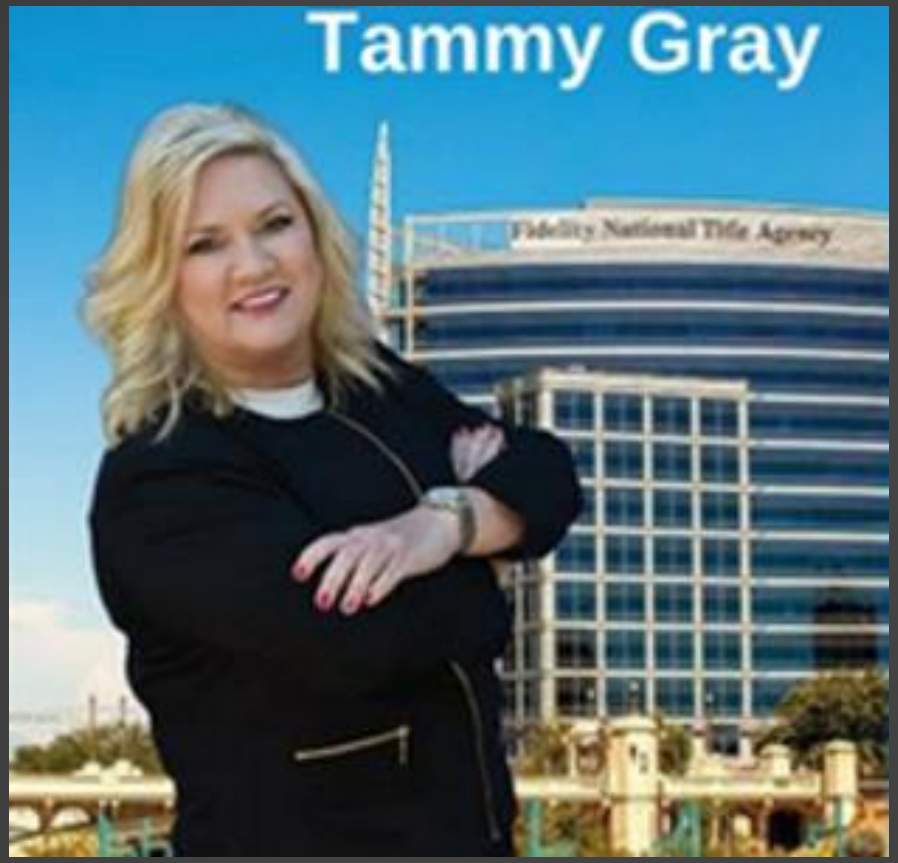
Jennifer Patel
Sales Manager
480-818-3769

Nate Dillard
Senior Loan Officer
480-434-2326

Stacie Goodman
Senior Loan Officer
602-505-2618

Kalee Taylor
Business Development Manager
720-206-5698

TITLE TIME



SPIRIT AWARD

thank you