



KELLERWILLIAMS.[®]
REALTY PHOENIX

**WELCOME
TO OUR
MONTHLY
MARKET CENTER
MEETING**

RECOGNITION & AWARDS

FIRST CLOSING

CHRISTINA CLAUSEN
JONATHON HERNANDEZ
KYLE TYLER

FIRST LISTING

ALEXANDRA CONBOY
CHRISTINA CLAUSEN
PAUL MIKHAIL
ROSALINDA O'HARE





CAPPERS earn

100% COMMISSION

The Bedak's
JP Brandvig
Eric Brossart
Arlene Day
Brett Tanner

Nick Rice
David Ruiz
Paul Sanchez
Christopher Spelman
Tadesse Habetyes



RECOGNITION

★ KELLER WILLIAMS REALTY PHOENIX ★

HOMERUNS & CLOSED VOLUME



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

JUNE 2019

DAN RICE

ANGELA LARSON

DANIELA VIRANI

KIM ELIAS

BETHANIE MADEWELL

DAVID BAKER

MATT ROGERS

BRETT TANNER

EMILY DUARTE

NICOLE DREW

BRIAN GUBERNICK

ERIC BROSSART

STEVE HORN

CARIN NGUYEN

JAEI VALDEZ

TADESSE HABETYES

CARLIE BACK

JAMES SANSON

THOMAS DEVOR

CASEY CUPPY

JOSH ASANOVICH

WILL CARTER

CHRISTINA CLAUSEN

KELLY HENDERSON

WINSTON TEASE, JR.

CRISTEN CORUPE

CLOSED VOLUME: TOP INDIVIDUAL AGENTS

Eric Brossart	\$2,787,500	JUNE 2019
Ryan Loeding	\$2,630,000	
Nathan Leidigh	\$2,001,416	
Arlene Day	\$1,453,500	
Angela Larson	\$1,448,400	
Tadesse Habetyes	\$1,143,000	
David Baker	\$1,025,900	

CLOSED VOLUME: TOP TEAMS, 2 AGENTS

JUNE 2019

Matchmaker Home Consultants	\$1,017,000
Echelon Home Group	\$999,000
The Steve Horn Team	\$722,990
The Avdee Team	\$720,000
The Devor Team	\$611,350
The Dan Rice Team	\$593,800

CLOSED VOLUME: TOP GROUPS, 3+ AGENTS

JUNE 2019

The Carin Nguyen Team	\$6,557,745
Lux Home Group	\$5,975,500
Homehelper Consultants	\$4,276,800
The Brett Tanner Team	\$3,513,583
The James Sanson Team	\$3,307,382
Smart Concept Realty Group	\$2,453,400
Momentum Real Estate Group	\$1,362,100
The Amy Knows Homes Group	\$1,320,590
CC & Co Real Estate Team	\$1,320,590

OFFICE UPDATES



Success Leaves Clues



JUNE 2019

Irfan Uddin
Nicole Cruz

Ashley Bean
Suzanna Johnson





**Happy
Workiversary!**

JULY

3 years

Kim Elias

Katherine Fiore

Shane Swanberg

2 years

Shane Peck

1 year

Lindsey Bidwell

Nathan Leidigh

Synde Murray

Brian Thompson

Happy
BIRTHDAY

JULY

6th – Shannon Mathiesen

7th – Greg Hauger

8th – Andrea Phillips

10th – Devin Jasmin, Juan Ramirez, Troy Fleck

11th – Samantha Durazo

13th – Jael Valdez, Winston Tease, Jr.

14th – David Ornelas

15th – Erika Trowell, Jonathon Hernandez

17th – Donna Kelly

19th – Adrian Kindred

20th – Thomas Devor

25th – Nicole Drew

30th – Jarvis Williams



Amount Given Year to date

\$1,945.00

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!

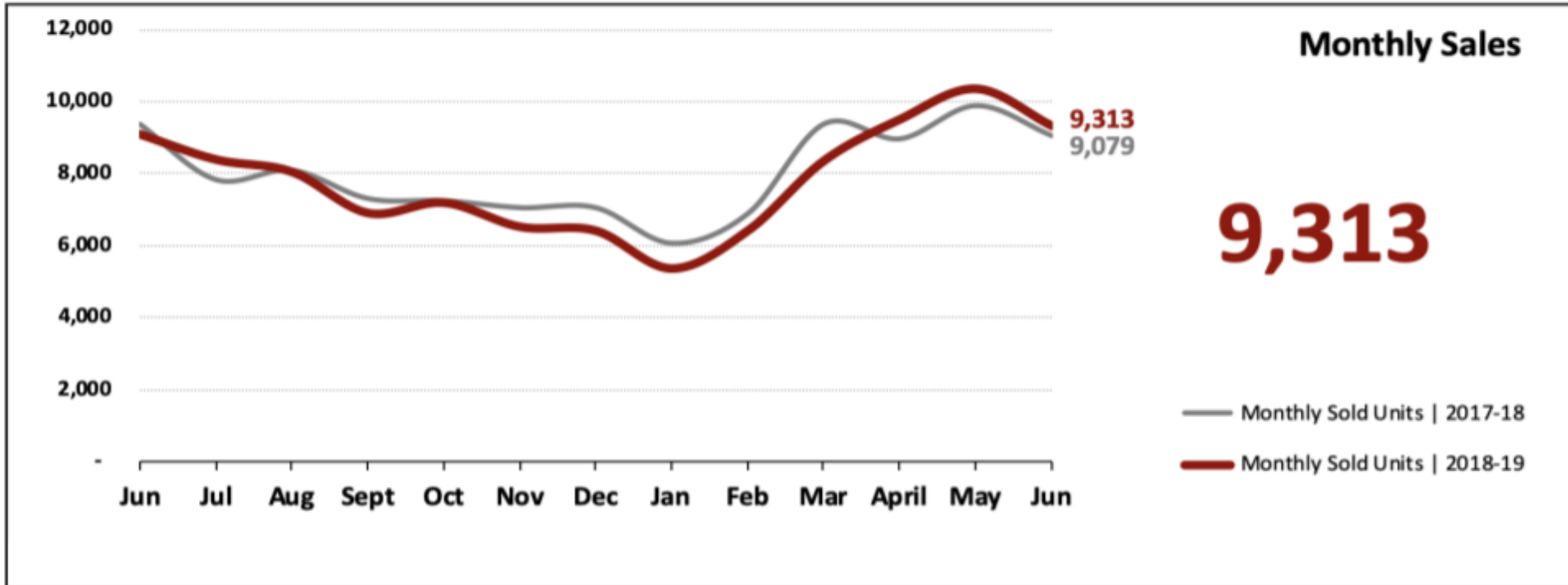
Amount Of Profit Shared Year To Date

\$98,564.33

WILL CARTER BROKER BUSINESS

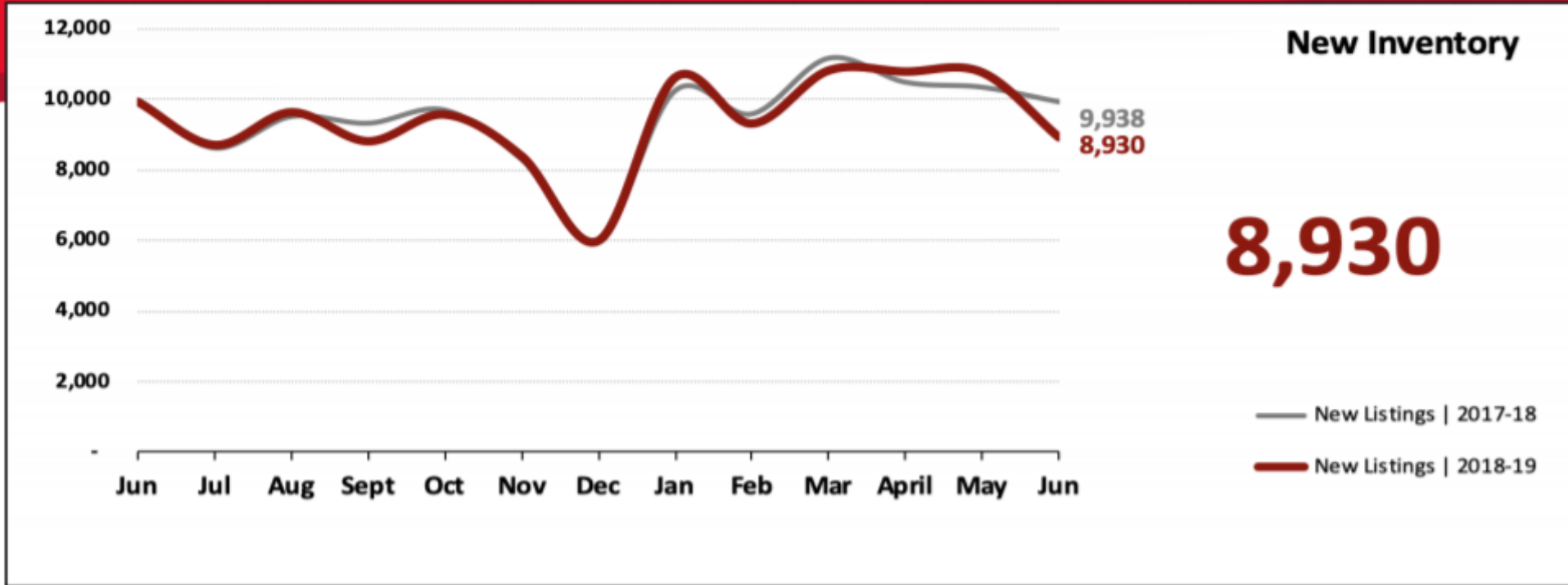
STATISTICS

DATA FOR JUNE 2019 - Published July 16, 2019



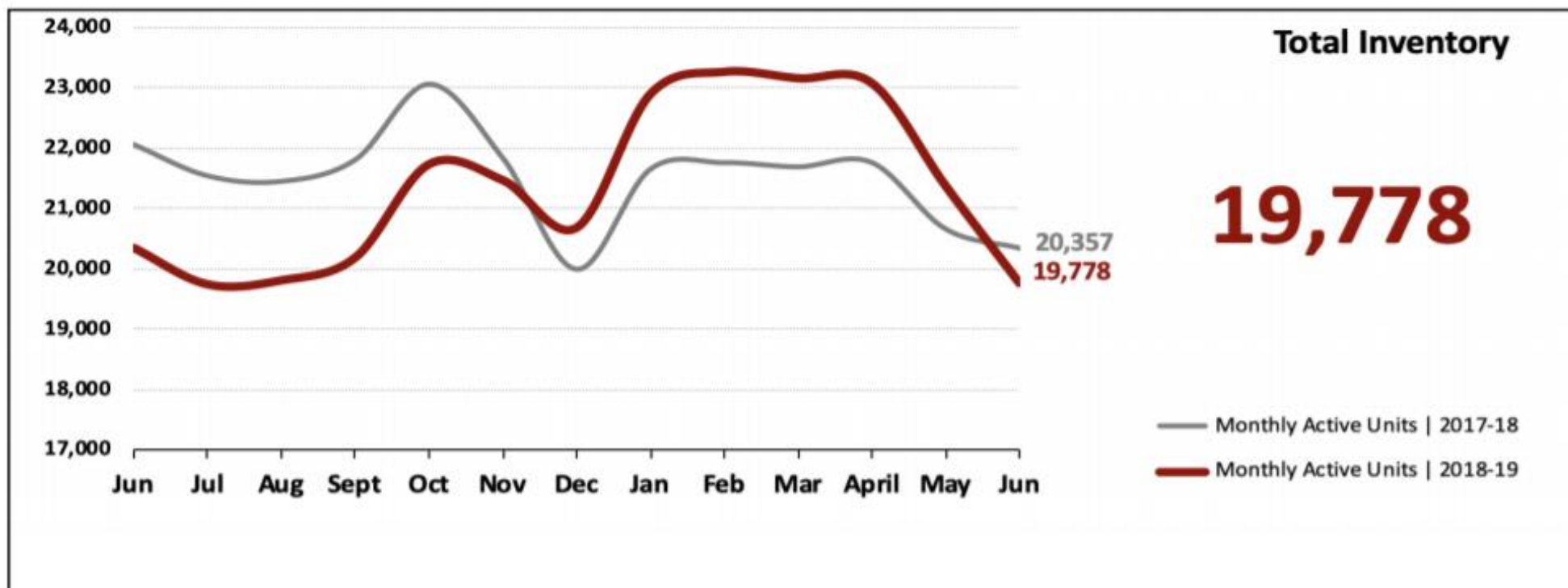
Sales are down -9.9% month-over-month. The year-over-year comparison is up +2.6%.

Closed MLS sales with a close of escrow date from 6/1/2019 to 6/30/2019, 0 day DOM sales removed



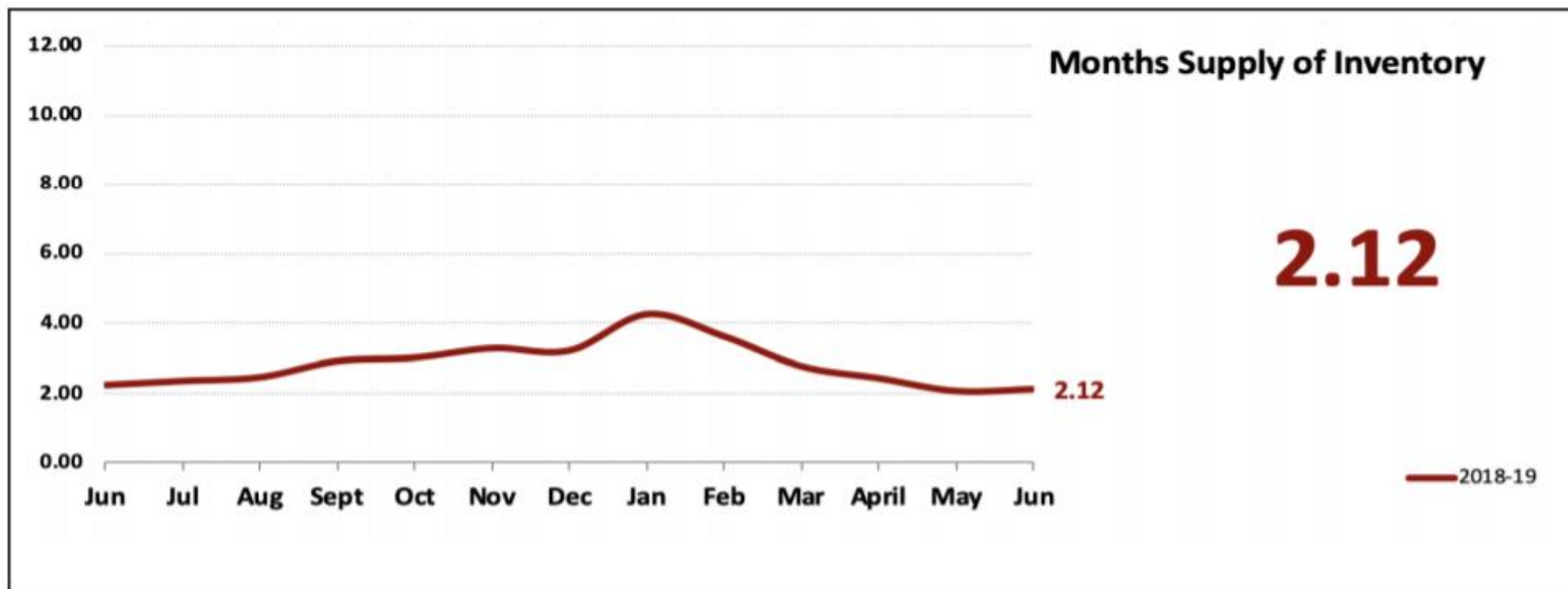
New inventory is down -17.2% month-over-month while the year-over-year comparison decreased by -10.1%.

New MLS listings that were active for at least one day from 6/1/2019 to 6/30/2019, 0 day DOM sales removed



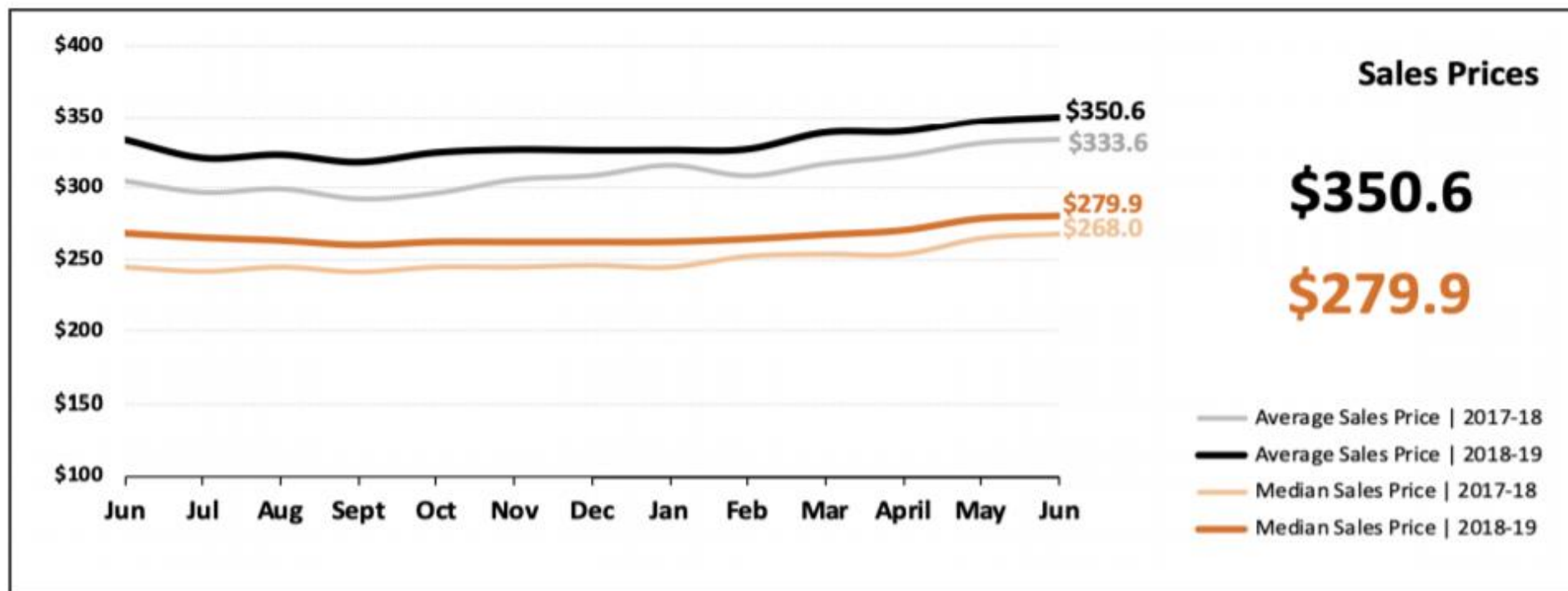
Total inventory has a month-over-month decrease of -7.5% while year-over-year reflects a decrease of -2.8%.

Snapshot of statuses on 6/30/2019



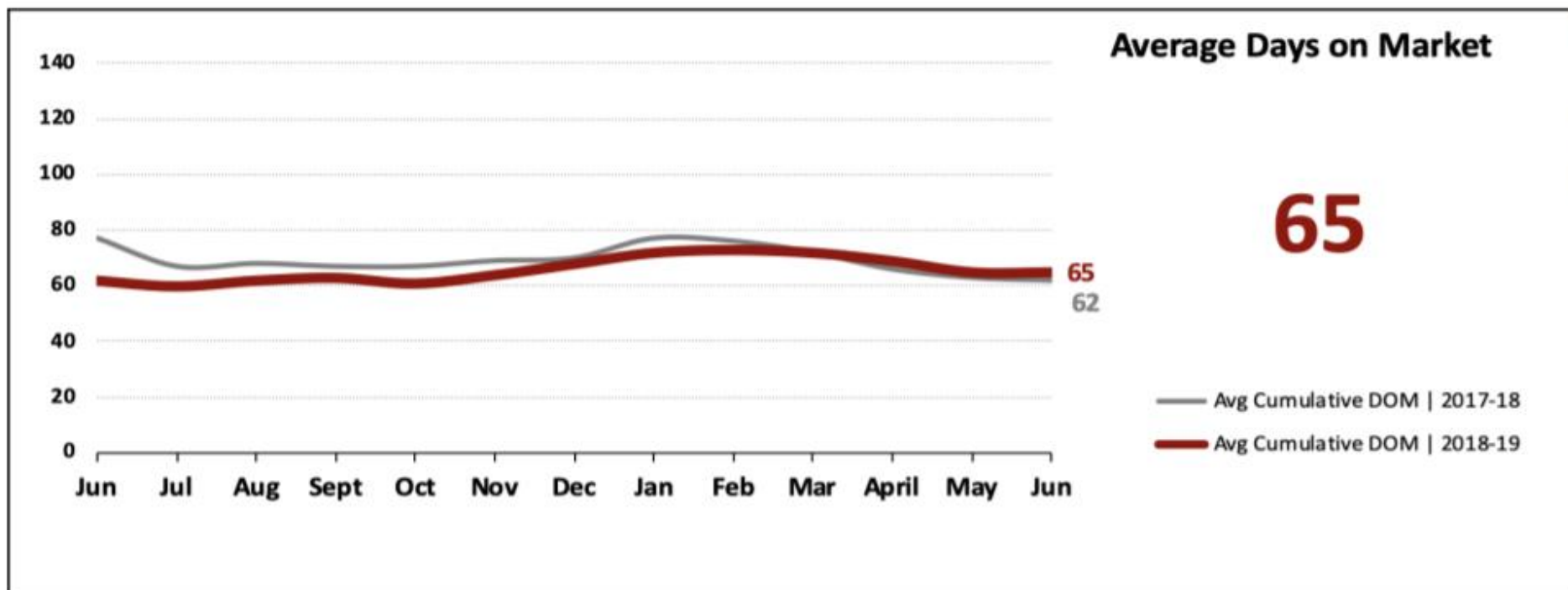
Months supply of inventory for May was 2.07 with June at 2.12.

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



The average sales price is up +5.1% year-over-year while the year-over-year median sales price is also up +4.4%.

MLS sales prices for closed listings with a close of escrow date from 6/1/2019 to 6/30/2019, 0 day DOM sales removed



Days on market were up +3 days year-over-year while month-over-month stayed the same.

MLS sales prices for closed listings with a close of escrow date from 6/1/2019 to 6/30/2019, 0 day DOM sales removed

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

<u>Category</u>	<u>KWRP</u>	<u>MLS</u>	<u>Difference</u>
VOLUME			
Listings Taken – YoY	+29.62%	-2.04%	+31.66%
Closed Production Sell Side – MoM	+12.96%	-9.43%	+22.39%
Contracts Written List Side – MoM	+3.18%	-9.01%	+12.19%
UNITS			
Contracts Written List Side – YoY	+31.15%	+10.69%	+20.46%
Listings Taken – YoY	+8.99%	-9.98%	+18.97%
Contracts Written List Side – MoM	+11.11%	-6.64%	+17.75%

The DIFFERENCE is CLEAR, KWRP consistently BEATS the market!

NEEDS & WANTS

PLEASE POST THESE ON THE
FACEBOOK NEEDS, WANTS, AND
OPEN HOUSES PAGE

TRAINING & EVENTS



kw KELLER WILLIAMS.
REALTY PHOENIX

BACK TO School
Supply Drive
July 1st - August 15th

benefitting

Sunshine Acres
CHILDREN'S HOME


Children First Academy
of PHOENIX

[https://amzn.
to/2X7Zwyj](https://amzn.to/2X7Zwyj)

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



RAE WAYNE



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.)

66 Day Command Challenge

11:00 every day, 6 minutes
Starting Monday July 22nd

Who
wants to
join us
for the 66 day
challenge?

The Serious Agent Series

Next Week



July 24th
Open Houses
with Arnold Bedak



The Serious Agent Series

Wednesdays
1:00-3:00

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!

Coming Up In August

9:00-11:00 Daily Lead Gen
11:00-11:06 Daily 66 Day Command Challenge
11:30-12:00 Tuesdays Scripts

Tue 6 th	12:00-12:30	Agent/Mentor MasterMind
Wed 7 th	9:00-12:00	CE CLASS! Transaction Desk, lunch included, Tammy of Fidelity
Wed 7 th	1:00-3:00	Serious Agent Series: The BINSR w/ Carlie Goulet
Thu 8 th	1:00-2:00	ALC Committee Meetings
Fri 9 th	9:00-11:00	New Agent Orientation & Greensheets, SkySlope
August 13th – 16th MEGA CAMP		
Tue 20 th	12:00-12:30	Agent/Mentor MasterMind
Wed 21 st	1:00-3:00	Serious Agent Series: Building Wealth at a Young Age w/ Eric Avdee
Thu 22 nd		Wholesale Class w/ Stephen
Thu 22 nd	12:00-1:00	Monthly Market Center Meeting, 2:00-3:30 ALC Meeting
Tue 27 th	2:00-5:00	New Agent Orientation & Greensheets, Contracts 101, SkySlope
Wed 28 th	1:30	Mentor Coaching

DAILY LEAD GEN

**Mornings
9:00-11:00**

**Training Room
Starting Aug. 1**



27

DAYS

17

HOURS

47

MINUTES

21

SECONDS

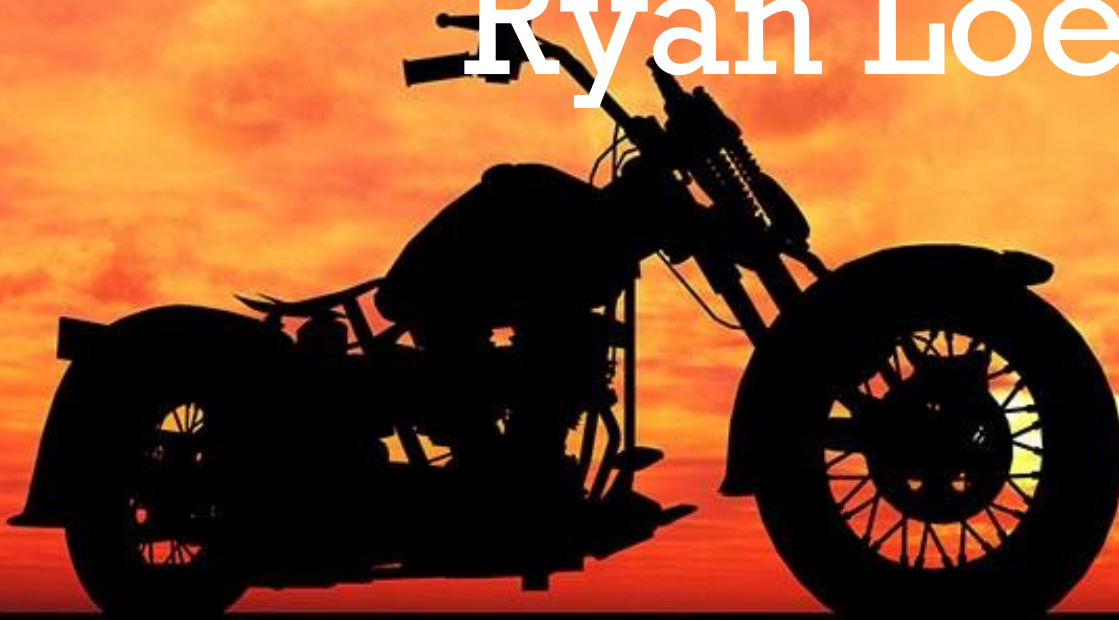
MEGACAMP

August 13 - 15, 2019, Austin, TX

[HTTPS://MEGACAMP.KW.COM](https://megacamp.kw.com)

SPIRIT AWARD

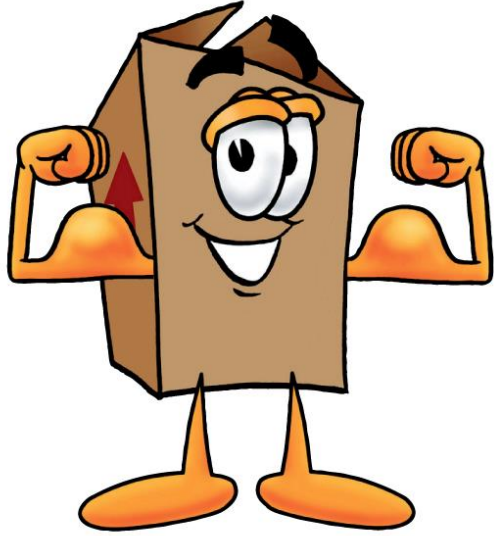
Ryan Loeding to...



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

THANK YOU TO OUR LUNCH SPONSOR



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