



KELLERWILLIAMS.[®]
REALTY PHOENIX



[HTTPS://YOUTU.BE/8SFCCJK
C1-K](https://youtu.be/8SFCCJKC1-K)

**WELCOME
TO OUR
MONTHLY
MARKET CENTER
MEETING**

RECOGNITION & AWARDS

FIRST CLOSING

DAVID HOOS

DAVID ORNELAS

ELEASE DAUGHERTY

BILL GOWITZKA

FIRST LISTING

KRIS WISDOM

SY BROWN

USHA PURUSHOTHAMAN





CAPPERS earn

100% COMMISSION

Casey Cuppy
Nicole Drew
Shane Edic

Skyler Keyser
Kimberly Small
Donna Kelly



RECOGNITION

★ KELLER WILLIAMS REALTY PHOENIX ★

HOMERUNS & CLOSED VOLUME



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

JULY 2019

ANGELA LARSON

DAVID BAKER

KELLY HENDERSON

BRETT TANNER

ELEAZAR RUIZ

KIM ELIAS

BRIAN GUBERNICK

EMILY DUARTE

NICOLE DREW

CARIN NGUYEN

ERIC AVDEE

SHANE EDIC

CARLIE BACK

ERIC BROSSART

SKYLER KEYSER

CAROLYN KARLOVSKY

JAMES SANSON

STEVE HORN

CASEY CUPPY

JOSH ASANOVICH

THOMAS DEVOR

CRISTEN CORUPE

KAY SHEPARD

WINSTON TEASE, JR.

CLOSED VOLUME: TOP INDIVIDUAL AGENTS

Angela Larson	\$1,967,900	JULY 2019
Eric Brossart	\$1,779,900	
Nicole Drew	\$1,652,990	
Daniela Virani	\$1,600,000	
Philip Baris	\$1,379,800	
Skyler Keyser	\$1,068,031	
Bethanie Madewell	\$1,059,500	

CLOSED VOLUME: TOP TEAMS, 2 AGENTS

JULY 2019

The Dan Rice Team	\$1,788,090
The Avdee Team	\$1,533,500
Echelon Home Group	\$1,430,000
The Devor Team	\$988,500
The Steve Horn Team	\$833,000
Az Real Estate Team	\$626,640

CLOSED VOLUME: TOP GROUPS, 3+ AGENTS

JULY 2019

The Carin Nguyen Team	\$8,593,949
Smart Concept Realty Group	\$3,158,275
The James Sanson Team	\$2,875,850
Homehelper Consultants	\$2,514,245
The Brett Tanner Team	\$2,480,140
The Will Carter Team	\$2,020,000
Lux Home Group	\$1,794,000
Momentum Real Estate Group	\$1,550,250
Relevate	\$1,297,000
CC & Co Real Estate Team	\$1,264,256

OFFICE UPDATES



JULY 2019

Paige Altenburg
Ashley Bean
Selina Chavez
Kathryn Carson
Nicole Cruz

Clint Kauer
Jennifer O'Connor
Haydee Sainz
Irfan Uddin
Annette Whatcott
Alma Yarbrough





**Happy
Workiversary!**

JULY

3 years

Michael Millyard

Jason Elkins

Adrea France

9 years

Carolyn Karlovsky

8 years

Andrew Karlovsky

William Tease Jr.

2 years

Tami Bohnstedt

Cristen Corupe

1 year

Shannon Mathisen

Crystal Kubitz

Bill Gowitza

Mercedes Hines

Amanda Lang

5 years

Rima McIntire

Happy
BIRTHDAY

August

1st-David Hoos

2nd-Shane Edic

3rd-Tim Copley

3rd-Clayton Susich

6th-Judy Berg

7th-Eleazar Ruiz

8th-Jason Elkins

13th-Doug Palmer

14th-Caroline Torres

15th-Kim Small

15th-Aleta Sarano

16th-Ashley Bean

20th-Paul Sanchez

20th-Deborah Hayes

21st-Paige Altenburg

22nd- Natalie Badalof

25th-Courtney Blair

28th-Caleb Janus

31st-Kyle Tyler



Amount Given Year to date

\$2,465.00

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

\$102,590.79

WILL CARTER BROKER BUSINESS

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

<u>Category</u>	<u>KWRP</u>	<u>MLS</u>	<u>Difference</u>
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VOLUME

Closed Production List Side-YoY	+56.54%	+17.52	+39.02%
Closed Production List Side – MoM	+24.97%	-2.64%	+27.61%
Listings Taken – YoY	+9.56%	+2.19%	+7.37%

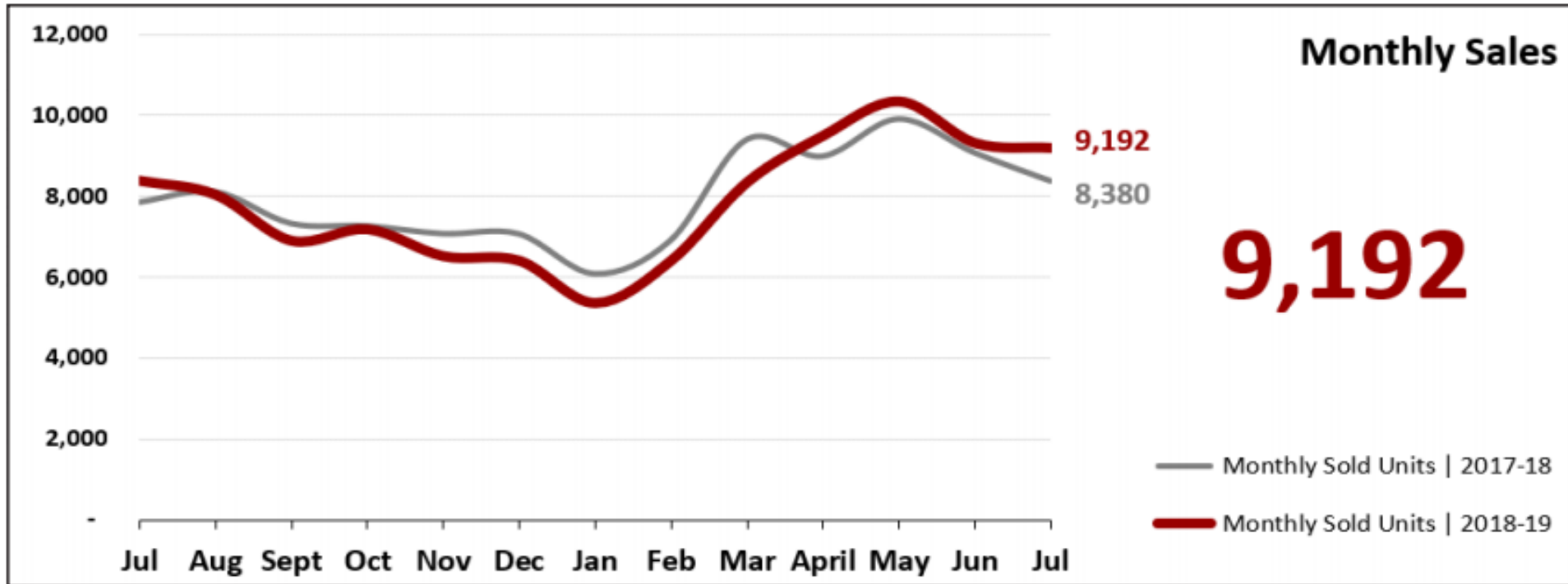
UNITS

Closed Production List Side – YoY	+41.67%	+9.20%	+32.47%
Closed Production List Side MoM	+26.87%	-1.33%	+28.20%

The DIFFERENCE is CLEAR, KWRP consistently BEATS the market!

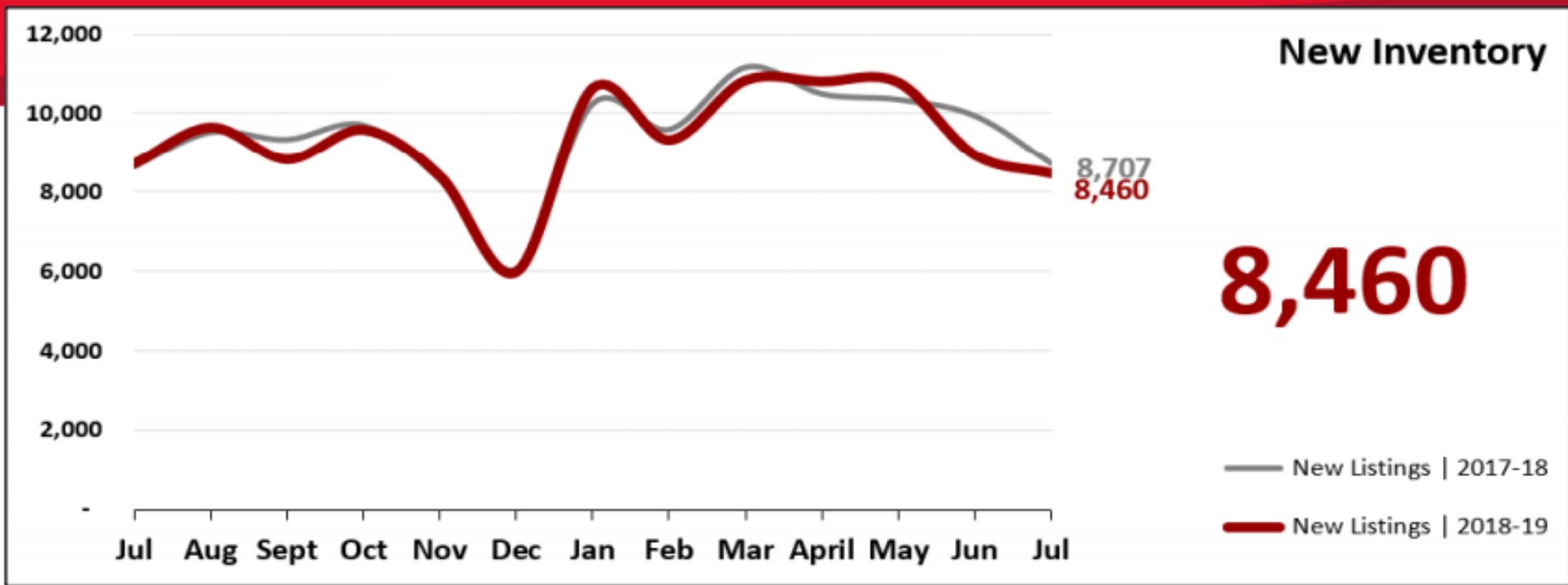
STATISTICS

DATA FOR JULY 2019 - Published August 16, 2019



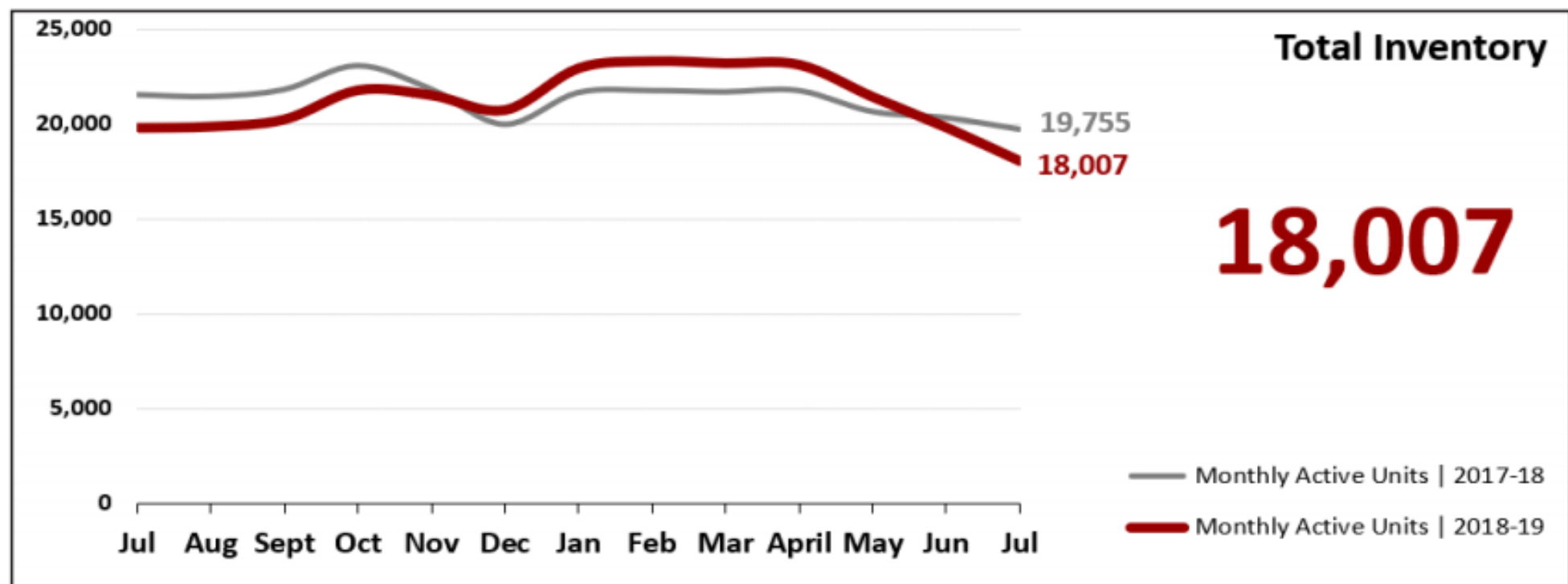
Sales are down -1.3% month-over-month.
The year-over-year comparison is up +9.7%.

Closed MLS sales with a close of escrow date from 7/1/2019 to 7/31/2019, 0 day DOM sales removed



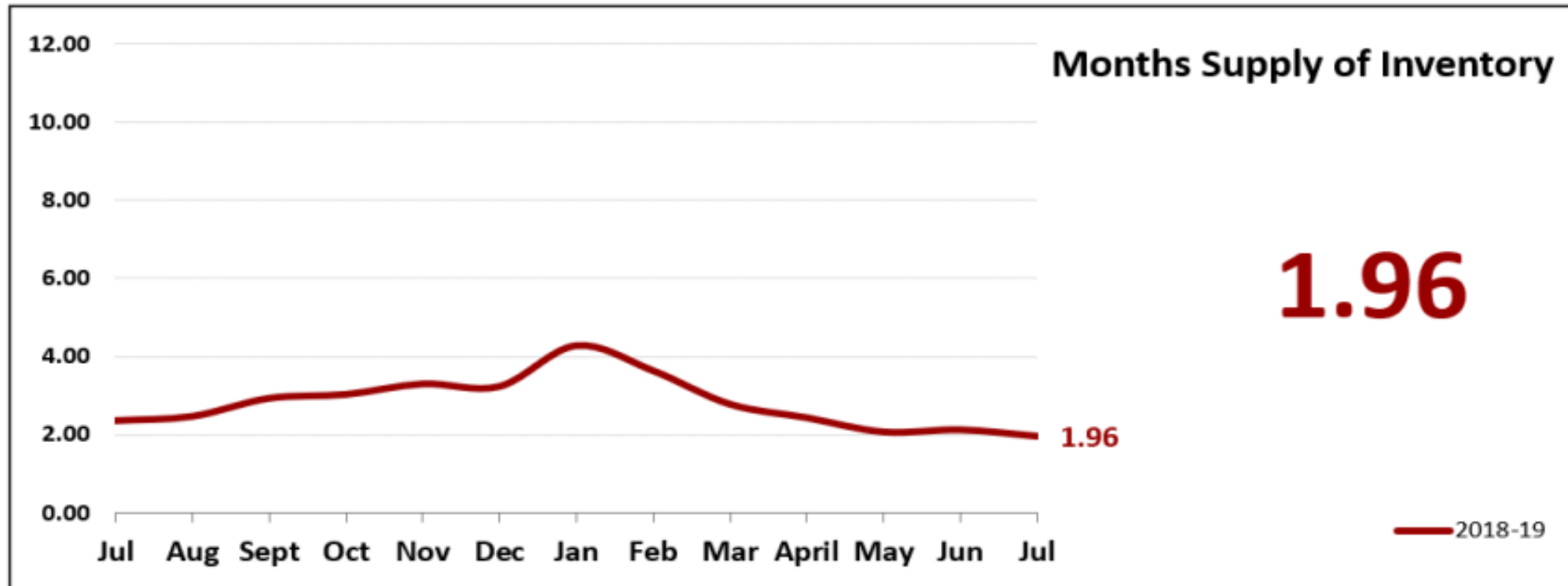
New MLS listings that were active for at least one day from 7/1/2019 to 7/31/2019, 0 day DOM sales removed

New inventory is down -5.3% month-over-month while the year-over-year comparison decreased by -2.8%.



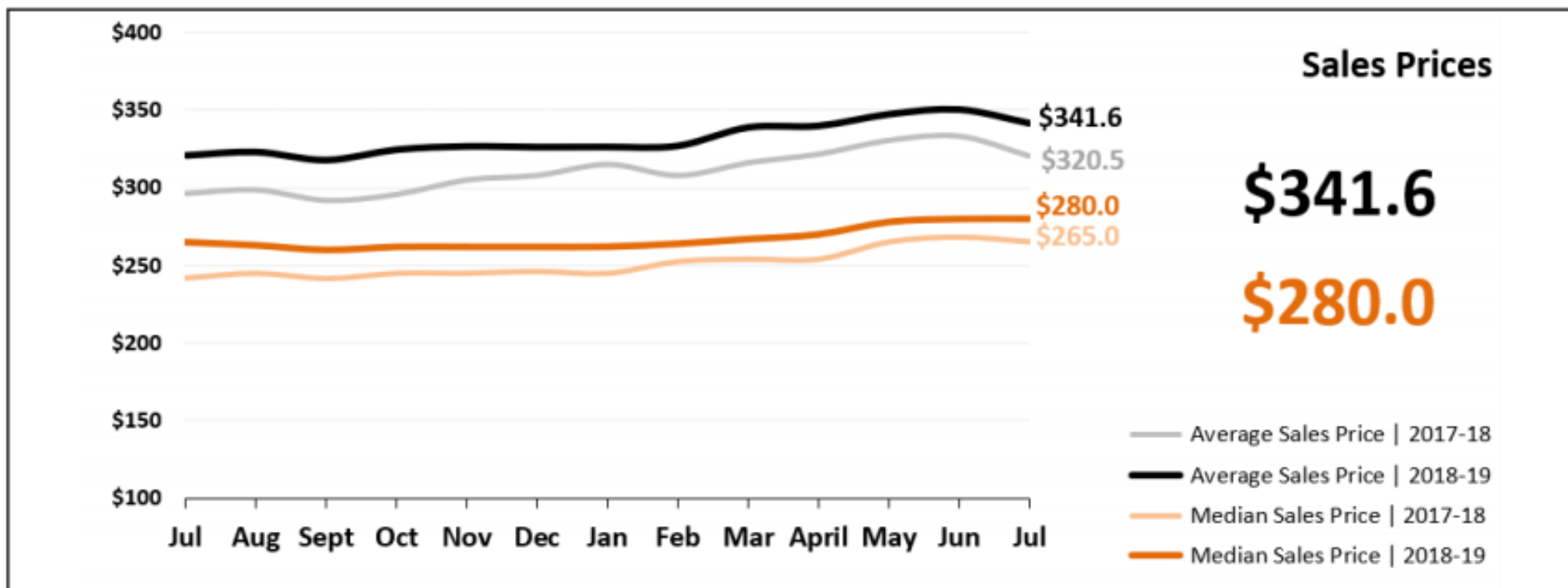
Total inventory has a month-over-month decrease of -9.0% while year-over-year reflects a decrease of -8.8%.

Snapshot of statuses on 7/31/2019



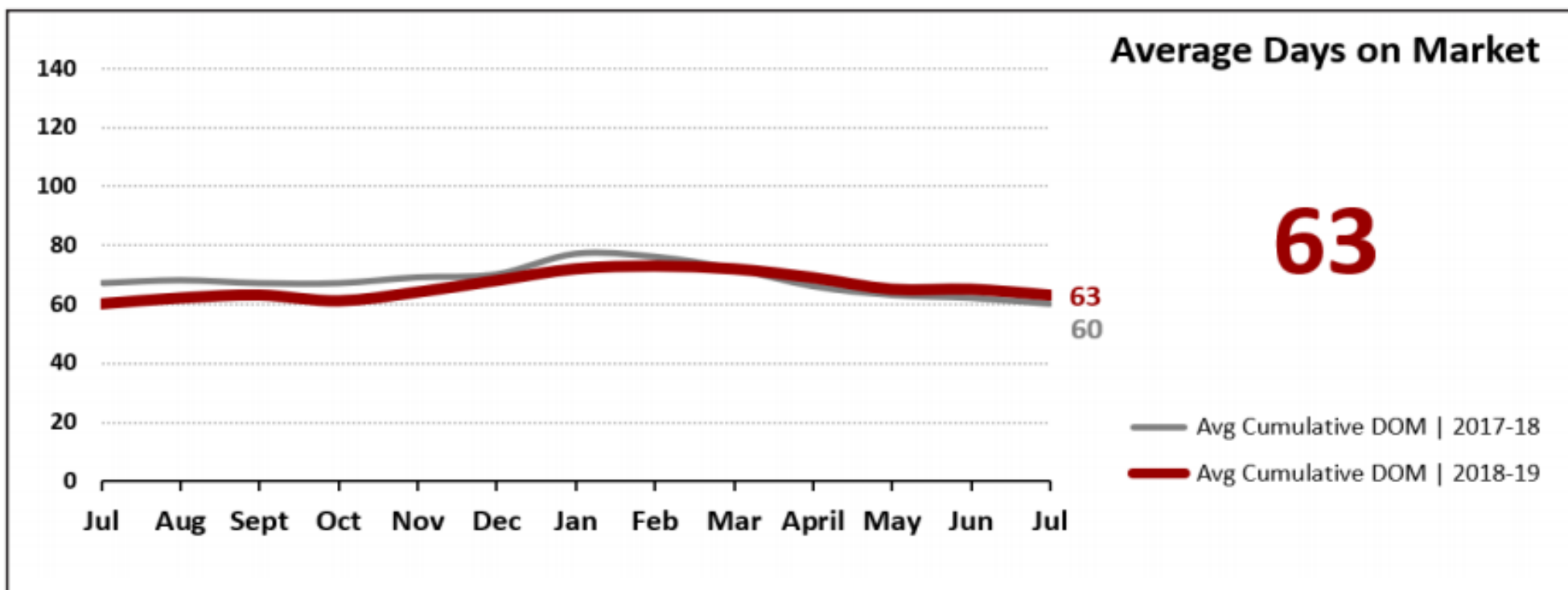
Months supply of inventory for June was 2.12 with July at 1.96.

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



The average sales price is up +6.6% year-over-year while the year-over-year median sales price is also up +5.7%.

MLS sales prices for closed listings with a close of escrow date from 7/1/2019 to 7/31/2019, 0 day DOM sales removed



Days on market were up +3 days year-over-year while month-over-month went down by -2.

MLS sales prices for closed listings with a close of escrow date from 7/1/2019 to 7/31/2019, 0 day DOM sales removed

NEEDS & WANTS

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

MEGACAMP

August 13 - 15, 2019, Austin, TX

JP BRANDVIG
NICK KIBBY
JAEI VALDEZ

TRAINING & EVENTS

think like a CEO

PODCAST

WITH GARY KELLER
& JAY PAPASAN



September is
Mega Tech
Month!!!

September Schedule

September 4th 2:00pm to 3:00pm

Intro To Command

September 6th 8:00am to 9:00am

Intro To Command

September 9th 2:00pm to 3:00pm

Intro to Command

September 11th 8:00am to 9:00am

Intro to Command

September 13th 2:00pm to 3:00pm

Intro to Command

September Schedule

September 16th 9:00am to 11:00am

Intermediate Command

September 18th 1:00pm to 3:00pm

Intermediate Command

September 20th 9:00am to 11:00am

Intermediate Command

September 23rd 1:00pm to 3:00pm

Intermediate Command

September Schedule

September 25th 9:00am-11:00am

Intermediate Command

September 27th 1:00pm-3:00pm

Intermediate Command

September 30th 9:00am-11:00am

Intermediate Command

WHAT CAN YOU DO
IN 5 MINUTES? 🤔

Take
Command

Agents: 5 minutes.

That's all you need.

Our KW Command platform allows our agents to create "5 Minutes to Value."

- ☐ 5 minutes to create a FB ad
- ☐ 5 minutes to create a tri-fold brochure
- ☐ 5 minutes to set up a Neighborhood Snap Shot
- ☐ 5 minutes to send a referral
- ☐ 5 minutes to schedule a FB post
- ☐ 5 minutes to add a transaction to your pipeline
- ☐ 5 minutes to design an Instagram post

And so much more.

Our agents have ONE PLATFORM packed with value to manage their business that allows them to eliminate many of their 3rd party expenses so they can get back to helping people buy and sell homes.

Zip Forms and SkySlope

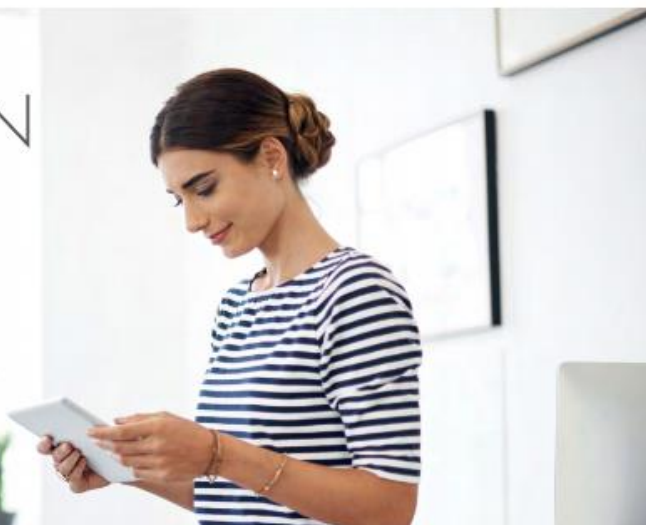


PRE-LICENSING | EXAM PREP | POST-LICENSING | CONTINUING EDUCATION | UPGRADE YOUR LICENSE

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is proud to announce a brand-new partnership with The CE Shop



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The Serious Agent Series

Wednesdays
1:00-3:00

Sep 11th

Touch Program Database SOI Cristen Corupe

Oct 10th

Hiring and Onboarding for Teams Carin Nguyen

TOP AGENTS TEACHING TOP CONTENT!

Upcoming Classes

9:00-11:00 Daily Lead Gen
11:30-12:00 Tuesdays Scripts

Tue Aug 27th 2:00-5:00 New Agent Orientation & Greensheets, Contracts 101, SkySlope
Wed Aug 28th 1:30 Mentor Coaching

Monday Sept 2nd CLOSED FOR LABOR DAY
Wed Sept 11th 1:00-3:00 Serious Agents Series; Touch Program Database with Cristen Corupe
Thur Sept 12th 1:00-2:00 Committee Meetings
Fri Sept 13th 9:00-10:00 New Agent Orientation and Greensheets
Fri Sept 13th 10:00-11:00 SkySlope



COMPETITION

Thursday, September 19th, 2019 1:00-2:00

Please sign-up through the Google Form at www.phxkw.com/events

YOU'RE *Invited!*

Renovation Lending Class

Adding value and keeping yourself relevant is one of the most important topics in today's real estate climate. What can you do to provide value? What can you do to differentiate yourself from others? The Team Green of Fairway Independent Mortgage Corporation wants to show you how Renovation Lending can increase customer satisfaction, create more referrals and increase your bottom line.

Topics Include

- 203K and HomeStyle Product Eligibility
- What to look for during your inspection
- Understanding your market and determining if a renovation loan is a good option
- Taking the fear out of renovation lending

DATE: Thursday, September 26th

TIME: 11:00 – 1:00 pm with lunch to be provided

LOCATION: Keller Williams Realty Phoenix
3920 S Rural Rd, Suite 110, Tempe, AZ 85282

DETAILS: Jeff Lee - AVP Renovation of Fairway
will be present at the event

PLEASE RSVP TO: Kalee Taylor at kalee.taylor@fairwaymc.com



DAILY LEAD GEN

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

Training Room



SPIRIT AWARD

Shannon Mathiesen

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

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Dominic Arnold
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Team Green

A True Partner in Your Real Estate Business

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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



Fidelity National Title Agency

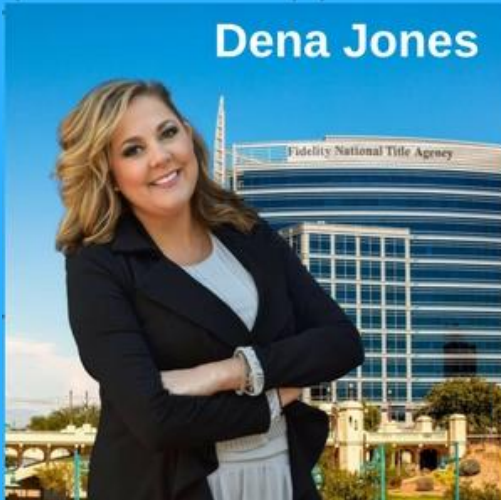
Contact us to take your Business to the Next Level!

KWRPSales@FNF.com

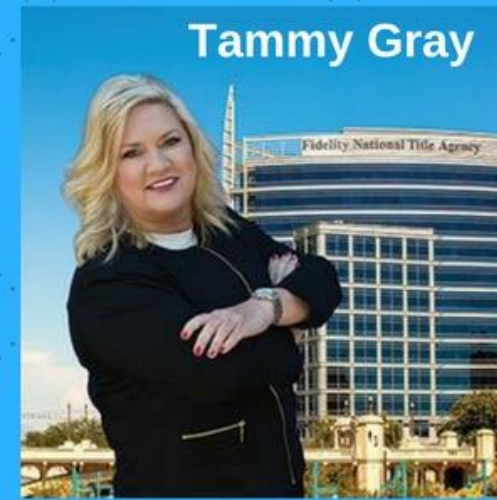
602-931-6382

- *Lead Generation**
- *Social Strategies**
- *Business Planning**
- *Facebook Ads**

Dena Jones



Tammy Gray



Fidelity National Title Agency
...a Tradition of Trust