KW COMMERCIAL℠

LOCAL EXPERTISE...INTERNATIONAL REACH

When Keller Williams Realty was founded in 1983, our vision was to build a real estate company that would dominate in both the residential and commercial real estate markets.

As a company with an International reach, serving both the United States and Canada, KW Commercial is more than just a division of our company, it is the fulfillment of our vision to be a full-service real estate provider.

We are a unique real estate company, delivering industry-leading education, top-of-the-line technology and unparalleled support to our agents and brokers, putting them in an exclusive position to help make your commercial transaction swift, efficient, and most importantly, profitable.

Throughout Keller Williams Realty and KW Commercial, our agents and brokers hold each other to a higher standard of business. We know that our KW Commercial brokers will treat you, their clients, as if your profit margin is our profit margin, and your success – our success.

The pages that follow provide an insight into our unmatched Keller Williams culture, the principles that guide us and the services we provide to our clients. You will also see examples of our past clients who have entrusted KW Commercial to produce outstanding real estate results.

When you engage a KW Commercial agent, we know that you will find a trusted partner, one who is uniquely suited to helping you meet your business and financial goals, and a true asset to your real estate service team.

Yours in delivering results,

Gary Keller,
Chairman of the Board

Mo Anderson,
Vice Chairman

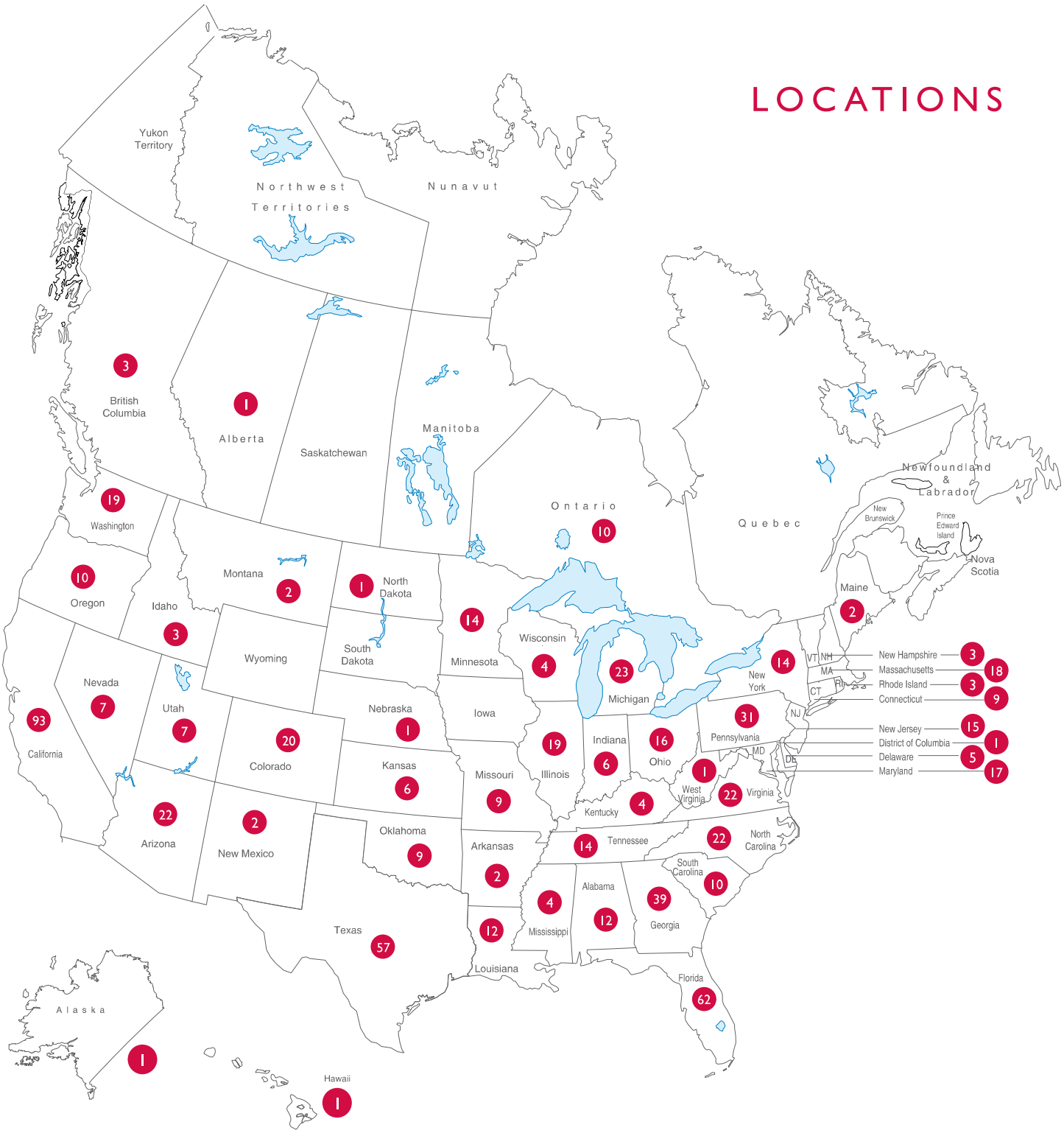
Mark Willis,
CEO

Mary Tennant,
President and COO

Buddy Norman,
President of KW Commercial

"IF ONE ADVANCES CONFIDENTLY IN THE DIRECTION OF HIS DREAMS, AND ENDEAVORS TO LIVE THE LIFE WHICH HE HAS IMAGINED, HE WILL MEET WITH A SUCCESS UNEXPECTED IN COMMON HOURS." -HENRY DAVID THOREAU

LOCATIONS



*Offices as of September 2009

OUR KW COMMERCIAL PHILOSOPHY

At KW Commercial, we believe that you are only as good as the people you are in business with. That's why we make it a priority to be in business with the best.

The Keller Williams philosophy of success through people and of seeking out win-win partnerships has fueled our company's growth to the third-largest real estate company in the United States.

OUR MISSION:

To build careers worth having, businesses worth owning and lives worth living.

OUR VISION:

To be the commercial real estate company of choice for a new generation of real estate agents and owners.

OUR VALUES:

God, Family, then Business

OUR BELIEF SYSTEM:

Win-Win	Or no deal
Integrity	Do the right thing
Customers	Always come first
Commitment	In all things
Communication	Seek first to understand
Creativity	Ideas before results
Teamwork	Together everyone achieves more
Trust	Starts with honesty
Success	Results through people

"No Legacy is so rich as honesty." -William Shakespeare

WHAT OTHER PEOPLE ARE SAYING ABOUT US

The Wall Street Journal named Keller Williams Realty to its elite "Franchise High Performers" list in 2006, a list of franchises that are, according to an independent research group, FRANdata, "well established, have experienced leadership, exhibit overall financial health and have a proven record of franchising success."

Source: StartupJournal.com, the Wall Street Journal Center for Entrepreneurs

Entrepreneur Magazine consistently ranks Keller Williams Realty as one of the strongest franchise models in the country.

Source: Entrepreneur Magazine rankings

Inc. Magazine

No.1645 of the Fastest Growing Companies in America, 2007

Selling Power Magazine

Real Estate Sales Organization of the Year, Stevie Award, 2007

Franchise Times

Top Quartile of Franchise Operations in the U.S., 2007

Entrepreneur Magazine

No. 66 - Franchise 500® List
No. 54 - Fastest-Growing Franchises
No. 62 - America's Top Global Franchises

OUR COMMUNITY OUTREACH

THE KELLER CENTER AT BAYLOR UNIVERSITY

Funded through the vision and generosity of Gary Keller, chairman and co-founder of Keller Williams Realty in 2007, Baylor University established the Keller Center for Residential Real Estate Research in the Hankamer School of Business to study issues affecting real estate companies, brokers and agents in today's marketplace.

KW CARES

Established in 2003, KW Cares is a 501(c)(3) public charity primarily supported by Keller Williams offices across North America and provides emergency financial assistance to members of the KW family in need and their immediate families, as well as outside charitable organizations.

In 2006, in the aftermath of Hurricane Katrina, KW Cares raised more than $5.3 million in relief to aid Keller Williams associates in the Gulf States.

In 2007, KW Cares supported other charities aligned with the mission and values of Keller Williams Realty, including: Ryan's Well Foundation, University of Texas M.D. Anderson Cancer Center, Memorial Sloan-Kettering Cancer Center, Sidney Kimmel Comprehensive Cancer Center at Johns Hopkins.

KELLER WILLIAMS REALTY EXECUTIVE TEAM

Chairman of the Board Gary Keller, Vice Chairman Mo Anderson, CEO Mark Willis and President/COO Mary Tennant provide strategic direction for Keller Williams Realty. With more than 100 years combined real estate experience, KW's executive team strives for continual growth for the company's offices, owners, brokers and agents.

BUDDY NORMAN, PRESIDENT, KW COMMERCIAL

Buddy Norman was named president of KW Commercial in 2008. A true leader in commercial real estate with approximately two decades of experience within the industry, Norman served in several leadership positions within international commercial firms such as The Staubach Company and Burnham Real Estate before joining Keller Williams Realty. He has built new divisions and trained commercial brokers all over the United States – including Dallas, Atlanta, Washington D.C. and San Diego. A consistent top producer, Norman has averaged approximately 400,000 square feet per year of commercial leasing and sales transactions over the last 10 years.

THE KW COMMERCIAL LEADERSHIP COUNCIL (CLC)

KW Commercial, in keeping with the structure and culture of Keller William Realty, has been built through an "agent-centric" business model. The Commercial Leadership Council (CLC) is a group of top Keller Williams Realty commercial agents from across the United States and Canada. The CLC guides the direction, policy and strategy of KW Commercial and is instrumental in the division's growth and development.

"I AM LOOKING FOR A LOT OF MEN WHO HAVE AN INFINITE CAPACITY TO NOT KNOW WHAT CAN'T BE DONE." -HENRY FORD