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**Gary Keller, Chairman of Keller Williams® Realty International,
Named Ernst & Young Entrepreneur of the Year for Austin and
Central Texas**

AUSTIN, TX (June 6, 2003) — Gary Keller, Co-founder and Chairman of Keller Williams® Realty International, was honored June 5 as the 2003 Ernst & Young Entrepreneur of the Year for Austin and Central Texas. Keller won out over a field of forty nominees and seven finalists in the annual competition, which celebrates entrepreneurs whose ingenuity, hard work and perseverance have created and sustained successful, growing business ventures.

Since 1983, the firm has grown to the sixth largest real estate company in the U.S. and Canada with 280 offices and more than 20,000 agents. Since 1996, the firm has grown a remarkable 40% each year in agent numbers, earned commissions, and profit sharing. In 2002, the company commanded a 33% market share in the Austin area, earned \$530 million in gross commission sales system-wide, and distributed \$6 million in profits to agents and administrative staff.

“This award is a strong endorsement of the new business models and ‘win-win’ philosophy that our company introduced to the real estate industry” Keller said. “I am truly honored to receive this award on behalf of the thousands of people who make Keller Williams the success it is,” he added.

Keller’s concepts that account for the company’s phenomenal growth and serve as a magnet for employees include:

- The Keller Williams “agents-as-partners” business model gives agents and staff full access to the company’s financial reports and participation in a unique profit-share system that results in distribution of up to 50% of company’s profits directly to agents and staff.
- The Agent Leadership Council gives agents an active role in decision-making at the local, regional, and corporate levels.
- EagentC™ provides agents, owners, and staff access to an unparalleled set of electronic tools and data that puts them at the forefront of using technology to improve their businesses while costing agents only \$10 per month.
- Keller Williams University is at the heart of the Keller Williams learning-based culture, providing educational programs on personal productivity, sales skills, career development, and life achievement. Coursework is supplemented by creative mastermind groups and one-on-one consulting and coaching.

The Ernst & Young award is the latest in a series of honors recognizing innovation and industry leadership by Keller and his company. In 2002, Entrepreneur magazine ranked Keller Williams 97th among the “Top 500” franchises, and the Austin Business Journal recognized the company as one of the 50 fastest-growing enterprises in the area for the second consecutive year. In 2001, Keller Williams earned the “Most Innovative Real Estate Company Award” from Inman News.

Keller himself previously was voted one of the five “Most Admired People” out of a pool of 750,000 realtors in a 2000 survey conducted by REAL Trends magazine. Keller Williams’ two Austin offices earned Keller a place in REAL Trends elite 100-member Billionaire Club.

In addition to his duties with Keller Williams, Keller is Founder and Chair of Advantage Mortgage Network, Inc., Austin, whose revenues have increased 539% in the past five years. Keller also serves on the Board of Directors of the National Association of Realtors, the Austin Board of Realtors, the Texas Association of Realtors, and the Austin Multiple Listing Service. He also has served on the Board of Directors of the Austin Center for Battered Women (now SafePlace) and the Board of the Austin Jaycees.

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