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Realty ONE Group Celebrates Best Year Ever: Total Sales Up 25%, Despite Market Conditions

Realty ONE Group defies housing market trends to achieve growth in its key states: Arizona, California and Nevada -- Calif. offices up 693% in total sales; Arizona presence doubles in size and up 57% in total sales; Firm is No. 1 in Nevada

LAS VEGAS - Full-service brokerage firm Realty ONE Group finished 2011 with its best year ever, defying market trends in the states where it operates -- Arizona, California and Nevada -- arguably among the hardest hit areas in this historic housing slump.

Realty ONE Group's total sales were \$2,731,736,168.86, up 25%, and total closed transactions came to 16,040, up 23%. California alone was up 693% in total sales and 641% in closed transactions.

These impressive numbers led to Realty ONE Group's inclusion for the third consecutive year to the Inc. 500 list of fastest-growing companies.

<http://www.inc.com/inc5000/profile/realty-one-group>

"Others look at the current real estate market and see despair. We saw – and achieved -- opportunity," said Kuba Jewgieniew, founder and CEO of Realty ONE Group.

Other key milestones this year include:

- **NEVADA**

The No. 1 firm in Nevada with 1,500 agents, Realty ONE Group moved its headquarters to new high-end office space at 2831 St. Rose in Henderson, which is central to a key demographic area to allow better access for agents and clients alike. In addition to increasing square footage from 9,000 to 12,000 feet, the office will feature more conference rooms, work stations and private offices.

In executive news, Dave Tina was voted as President Elect of GLVAR; Cheryl Smith was re-elected to the GLVAR Board of Directors; Kathryn Bovard joined as Corporate Broker of the Green Valley office; and Tom Joseph joined as Corporate Broker of the Southwest office.

- **ARIZONA**

Realty ONE Group acquired a leading Arizona real estate firm, John Hall & Associates, in August, to become the fourth largest firm in the state with 1,250 agents – double its previous size. The Glendale and Tempe offices were relocated to larger quarters, and its Scottsdale office was expanded.

Key executive appointments included Pat Kelly as general manager of Arizona and Jim Sexton as Designated Broker.

- CALIFORNIA

In Orange County, Realty ONE Group leapfrogged from a position as No. 83 in January 2011 to No. 4, based on sales volume – achieved in just two years in the market.

Its California presence has tripled to 600 agents, and 2010 included the opening of offices in Corona and Huntington Beach. The Irvine location expanded its branch, as the largest Orange County location, and the Mission Viejo office passed the 100-agent mark in less than one year.

Linda Rocha joined as the Managing Broker of the Corona office, and Ron Pascual joined as the Managing Broker of the Huntington Beach office.

“Our success is achieved through attracting the best real estate professionals in the business – those with a laser focus on customer service,” said Jewgieniew, who added that Realty ONE Group is strong, healthy, and debt-free.

“We have found a winning model with our unique compensation plan that allows agents to keep more money in their pocket, while still retaining the resources that help them be successful, from high-end offices to marketing support to the latest in technology. It is because of these dedicated professionals that we will successfully continue our quest to be the No. 1 firm in the areas where we operate and intend to expand.”

Plans for 2012

After a stellar 2011, Realty ONE Group has prodigious plans for 2012. It expects to expand to San Diego and national franchising is on its radar, along with additional offices planned in Upland, Calif., and Gilbert, Ariz.

In addition to a new website that will be launched shortly, the company will introduce enhanced education and training programs, as well as improvements to its proprietary agent site and Paperless Exchange.

“Realty ONE Group has never been stronger or better positioned for growth than it is today,” Jewgieniew said. “Our people, combined with the expected uptick in real estate, will be a winning combination in the race to the top.”

About Realty ONE Group

Realty ONE Group is a full-service real estate brokerage firm with over 3,300 associates, headquartered in Las Vegas, Nevada, with offices in Arizona and California. It focuses on providing ethical, professional and results-oriented services to property owners and prospective real estate buyers. Since its inception in 2005, the company has grown to become the largest real estate brokerage in Nevada and the fastest growing real estate company in Arizona and California.

For more information, visit www.RealtyOneGroup.com

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Realty ONE Group is a full-service real estate brokerage firm with over 3,300 associates, headquartered in Las Vegas, with offices in Arizona and California. It has been recognized by INC. 500 for 3 years as one of the fastest growing US companies.

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