



Weichert Real Estate Affiliates, Inc.

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Weichert Real Estate Affiliates, Inc. Adds 53 New Offices Nationwide in 2016 Midwest and South Expansion Drives Annual Growth

MORRIS PLAINS, N.J. / Feb. 10, 2017 – Weichert Real Estate Affiliates, Inc. continued to expand its national franchise footprint with the addition of 53 new offices in 2016. The addition of new offices last year increases the Weichert® franchise presence to 340 affiliate offices in 39 states.

The continued growth of the nationally recognized real estate brand was driven largely by the Midwest and South regions, which accounted for nearly two-thirds of the new offices. Illinois led Midwest growth, with eight new Weichert affiliate offices, while Georgia saw the largest increase in the South with four new affiliates added to the national franchise system.

Part of the last year's growth also included Weichert expanding its franchise footprint in the highly competitive Southern California and Pacific Northwest real estate markets. New offices opened in San Clemente, California and Bellevue, Washington. Weichert also opened its first affiliate office in Western Colorado and a third office in Nevada, which continues to rebound after being one of the hardest hit real estate markets of the recession.

"It's exciting to see the Weichert franchise network continue to grow across the country at such a rapid pace," said Bill Scavone, president and chief operating officer of Weichert Real Estate Affiliates, Inc. "Our continued growth is rooted, in part, by the amazing marketing support and management systems we can provide new affiliates to help them capture a larger share of their local real estate market."

WEICHERT, REALTORS® - Triumph Group is one such agency. The Dublin, Ohio real estate office has seen a 30 percent increase in its annual sales production since joining the Weichert franchise system last May.

"Weichert has provided us with some incredible business tools, marketing strategies and agent training programs to help set us apart from other agencies and make us more attractive to home buyers and sellers," said Steve Wilke, the company's broker/owner. "As a stand-alone agency it would have been very difficult and cost-prohibitive for me to replicate what Weichert has perfected."

Chris Hough at WEICHERT, REALTORS® - The Piedmont Sky Group initially turned to Weichert for its name recognition, but found much more after meeting with the franchise system's leadership team.

"I was looking to partner with someone that would bring significant name recognition to our office," said the broker/owner of the Hapeville, Georgia real estate office. "After seeing the totality of Weichert I was completely sold. Their national brand recognition, along with the business tools they provide played a major role in our decision to go with Weichert."

As a result of the continued growth and success of the Weichert franchise network, it was named one of America's "Top 500 Franchises" by *Entrepreneur* magazine in 2017 and was included in the "2017 Best of the Best: Top 200 Franchises" by *Franchise Business Review*, which is based on franchisee satisfaction.

More information about Weichert Real Estate Affiliates, Inc. can be found at www.weichertfranchise.com or by calling (877) 533-9007.

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About Weichert Real Estate Affiliates, Inc.: Weichert Real Estate Affiliates, Inc. has grown steadily since Jim Weichert, president, chairman and CEO of Weichert, Realtors, launched the company's franchise division in 2001. The affiliate division was created to offer a business model for franchisee ownership candidates described as "a clearly defined operating system for marketing and managing a real estate business." Weichert Real Estate Affiliates, Inc. announced its first affiliate in 2002, was ranked as one the top traditional residential real estate franchises in *Entrepreneur's* 2017 Franchise 500 and is identified in 2017 by *Franchise Business Review* as one the top U.S. franchises. Weichert Real Estate Affiliates, Inc. has offices serving over 300 markets in 39 states. For more information about Weichert, visit Weichert.com or for information on franchise opportunities visit WeichertFranchise.com.

About Weichert, Realtors: Since 1969, Weichert, Realtors has grown from a single office into one of the nation's leading providers of homeownership services by putting its customers first. A family of full-service real estate and financial services companies, Weichert helps customers buy and sell both residential and commercial real estate, and streamlines the delivery of mortgages and home and title insurance. Weichert leverages its customer website, www.weichert.com, one of the most visited real estate websites in the nation, to help families and individuals realize the dream of homeownership through quick and easy access to listing information and the services of its real estate professionals nationwide. For more information, Weichert's customer service center can be reached at 1-800-USA-SOLD.

Each WEICHERT® franchised office is independently owned and operated.