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CONTACT:
Lemard Freeman
Weichert Real Estate Affiliates, Inc.
973-401-5578
freeman@weichertrealtors.net

Outstanding Revenue Growth From Its Relocation Division Leads To Double-Digit Increase In Overall Income At Weichert, Realtors® - The Murray Group

HOUSTON, Texas / Sept. 17, 2019 – Weichert, Realtors® - The Murray Group announced its relocation services division realized the largest year-over-year revenue increase in its history, based on the last 12 months. This has led to the company's overall growth in local market share.

The Weichert® affiliate's relocation division saw an increase of 43 percent in revenue generated from August 31, 2018 to August 31, 2019.

Revenue generated by the relocation division also contributed significantly to the company's 14 percent increase in overall income during the same time period.

"Our relocation division has been a driving force behind our company's double-digit income growth over the past 12 months, said Wayne Murray, the company's president and CEO. "What that division has done over the last year to assist our corporate clients – many of whom are Fortune 500 companies – is simply amazing."

Murray gives credit for the relocation division's outstanding production to the company's president of corporate real estate services, Barbara Springer, who joined Weichert, Realtors® - The Murray Group in 2017.

"We conducted an extensive national search for the best candidate for this position two years ago and Barbara was the perfect fit," added Murray. "Under Barbara's leadership, our relocation division has become the preeminent relocation service for corporations of any size here in the Houston area."

Springer relocated from Chicago, where she most recently served as vice president of global business development at Nelson Westerberg, to join Murray's team.

"Since moving to Houston my main focus has been – and will continue to be in the years ahead – to build up our relocation department and increase relocation revenue here at Weichert, Realtors® - The Murray Group," said Springer, whose growth plan utilizes every resource provided by one of the leading global relocation companies in the world, Weichert Workforce Mobility.

Springer's action plan also requires a larger relocation team at the Texas-based real estate company.

"I can't thank Wayne enough for the opportunity to lead his relocation services division," added Springer. "I'm also excited to recruit new agents to join our relocation division to help us exceed our corporate clients' expectations."

Weichert, Realtors® - The Murray Group is an independently owned and operated Weichert affiliate. The company has offices in Houston, The Woodlands, Katy and Sugar Land.

For more information about Weichert, Realtors® - The Murray Group, contact Wayne Murray at 713-728-2300 or visit www.waynemurray.net.

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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 Companies, 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 of the top traditional residential real estate franchises in *Entrepreneur's* 2018 Franchise 500 and was identified in 2018 by *Franchise Business Review* as one of the top U.S. franchises for owner satisfaction. Weichert Real Estate Affiliates, Inc. has offices serving over 350 markets in 39 states. For more information about Weichert, visit Weichert.com or for information on franchise opportunities visit WeichertFranchise.com.

Each Weichert® franchised office is independently owned and operated.