

## KWRI System-Wide Production and Financial Trends

	2014	2015	2016	2017	2018	2019	Dec '19 - Nov '20
<b>Average Number of MC's</b>	676	694	727	765	806	826	829
<b>Average Agent Count</b>	97,432	114,414	134,139	151,545	167,007	159,986	159,823
Agents per MC	144	165	184	198	207	194	193
<b>Closed Units</b>	709,323	843,547	977,603	1,072,091	1,095,874	1,133,311	1,193,352
Units per Agent	7.3	7.4	7.3	7.1	6.6	7.1	7.5
<b>Closed Sales Volume</b>	\$184,702,357,416	\$228,758,191,972	\$273,635,774,094	\$314,614,198,914	\$332,373,606,547	\$351,222,534,581	\$393,461,802,470
Sales Volume per Agent	\$1,895,699	\$1,999,394	\$2,039,939	\$2,076,040	\$1,990,181	\$2,195,338	\$2,461,855
<b>Closed GCI</b>	\$4,891,943,944	\$6,047,286,898	\$7,203,408,496	\$8,218,977,397	\$8,660,516,182	\$9,087,565,743	\$10,123,473,075
GCI % Sales Volume	2.65%	2.64%	2.63%	2.61%	2.61%	2.59%	2.57%
GCI per Unit	\$6,897	\$7,169	\$7,368	\$7,666	\$7,903	\$8,019	\$8,483
GCI per Agent	\$50,209	\$52,855	\$53,701	\$54,234	\$51,857	\$56,802	\$63,342
<b>Paid On Volume</b>	\$83,213,435,713	\$98,092,861,291	\$114,427,520,265	\$127,185,664,108	\$134,479,349,223	\$142,027,958,754	\$141,671,655,803
POV % Total Vol.	45.1%	42.9%	41.8%	40.4%	40.5%	40.4%	36.0%
POV per Agent	854,064	857,352	853,051	839,258	805,233	887,754	886,427
<b>Company Dollar</b>	\$650,657,567	\$773,955,655	\$896,666,609	\$995,798,303	\$1,030,892,629	\$1,059,653,614	\$1,061,338,386
Co \$ % GCI	13.3%	12.8%	12.4%	12.1%	11.9%	11.7%	10.5%
Co \$ per Unit	\$917	\$918	\$917	\$929	\$941	\$935	\$889
Co \$ per Agent	\$6,678	\$6,765	\$6,685	\$6,571	\$6,173	\$6,623	\$6,641
<b>Approved Expenses</b>	\$430,181,029	\$487,413,124	\$560,749,107	\$618,849,297	\$663,368,785	\$700,665,729	\$717,266,952
Exp % GCI	8.8%	8.1%	7.8%	7.5%	7.7%	7.7%	7.1%
Exp % Co \$	66.1%	63.0%	62.5%	62.1%	64.3%	66.1%	67.6%
Exp per Unit	\$606	\$578	\$574	\$577	\$605	\$618	\$601
Exp per Agent	\$4,415	\$4,260	\$4,180	\$4,084	\$3,972	\$4,380	\$4,488
<b>Owner Profits</b>	\$120,374,726	\$155,029,526	\$179,963,529	\$200,805,851	\$195,665,273	\$190,414,407	\$181,764,600
Profit % GCI	2.5%	2.6%	2.5%	2.4%	2.3%	2.1%	1.8%
Profit % Co \$	18.5%	20.0%	20.1%	20.2%	19.0%	18.0%	17.1%
Profit per Unit	\$170	\$184	\$184	\$187	\$179	\$168	\$152
Profit per Agent	\$1,235	\$1,355	\$1,342	\$1,325	\$1,172	\$1,190	\$1,137
<b>Royalties</b>	\$128,297,119	\$151,427,139	\$176,229,971	\$196,068,196	\$205,193,025	\$215,082,693	\$222,188,360
Royalties % GCI	2.6%	2.5%	2.4%	2.4%	2.4%	2.4%	2.2%
Royalties per Unit	\$181	\$180	\$180	\$183	\$187	\$190	\$186
Royalties per Agent	\$1,317	\$1,324	\$1,314	\$1,294	\$1,229	\$1,344	\$1,390



# KWRI Multi-Year Trends

November 2020

## Market Center Count

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	679	678	677	676	678	678	676	673	675	671	671	672	672	0.0%	0.0%
2012	665	661	664	666	666	666	670	668	667	665	663	663	663	-1.2%	-1.2%
2013	661	661	662	666	667	667	670	670	667	670	669	669	669	0.9%	0.9%
2014	673	674	672	675	674	675	677	676	676	676	679	680	680	1.5%	1.5%
2015	684	683	683	691	691	695	696	697	699	702	704	706	706	3.7%	3.7%
2016	707	707	714	724	726	729	731	732	737	738	739	741	741	5.0%	5.0%
2017	742	748	750	752	757	762	766	771	778	779	783	797	797	6.0%	6.0%
2018	798	801	803	803	804	805	807	807	807	809	808	821	821	3.2%	3.2%
2019	822	822	825	826	826	826	828	828	828	828	829	827	827	2.6%	2.6%
2020	826	828	830	830	833	830	829	829	830	827	824		824	-0.6%	-0.6%

## Total Agent Count

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	73,413	73,308	73,719	74,018	74,421	74,502	74,333	74,454	74,359	74,098	73,503	69,951	69,951	0.0%	0.0%
2012	68,327	68,291	69,149	69,930	70,436	70,909	71,577	72,399	73,078	73,783	74,366	74,551	74,551	1.2%	1.2%
2013	74,529	75,477	76,945	78,396	79,859	81,046	82,516	84,040	85,331	87,109	88,184	88,952	88,952	18.6%	18.6%
2014	89,703	90,682	92,171	93,876	95,256	96,809	98,507	100,046	101,320	102,691	103,805	104,322	104,322	17.7%	17.7%
2015	105,100	106,375	107,996	110,032	111,753	113,555	115,446	117,559	119,355	120,959	121,961	122,874	122,874	17.5%	17.5%
2016	123,821	125,446	127,863	130,186	132,140	133,936	135,675	137,349	139,367	140,681	141,734	141,472	141,472	16.2%	16.2%
2017	142,180	143,419	145,281	147,294	149,203	151,090	152,822	154,800	156,369	157,749	158,706	159,631	159,631	12.0%	12.0%
2018	160,540	161,605	162,947	164,321	165,846	167,254	168,157	169,078	170,130	171,233	171,836	171,134	171,134	8.3%	8.3%
2019	159,447	156,149	157,377	158,694	159,656	160,282	160,822	161,805	162,289	162,154	161,781	159,372	159,372	-5.9%	-5.9%
2020	158,790	159,102	159,168	157,620	157,430	157,650	158,777	160,209	161,885	163,465	164,412		164,412	1.6%	1.6%

# KWRI Multi-Year Trends

November 2020

## Total Recruiting Appointments R1 and R2

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	0	0	0	8,438	8,505	10,301	9,494	10,399	8,472	8,390	8,401	6,725	79,125	0.0%	
2012	9,183	8,662	10,936	9,680	10,390	10,090	10,138	11,573	9,429	11,398	10,229	8,323	120,031	21.8%	54.3%
2013	11,100	9,765	11,627	13,026	13,847	13,984	14,736	15,111	13,634	16,740	13,823	12,413	159,806	35.1%	31.9%
2014	14,742	13,547	15,973	17,038	15,619	16,135	17,791	17,099	17,100	19,456	17,160	16,728	198,388	24.1%	23.2%
2015	19,366	18,053	21,063	21,659	20,518	22,700	23,308	22,186	25,513	25,501	23,505	23,396	266,768	37.0%	34.0%
2016	25,575	25,617	28,239	26,618	26,908	27,310	25,504	26,458	26,770	25,740	26,128	23,487	314,354	11.2%	19.5%
2017	26,980	25,192	28,592	26,790	27,791	28,144	27,108	29,301	26,610	28,738	28,885	26,188	330,319	10.6%	4.6%
2018	29,815	27,923	30,449	29,765	30,441	29,382	29,841	29,908	29,640	30,738	28,629	26,373	352,904	-0.9%	7.4%
2019	30,003	26,434	28,430	27,832	27,684	26,712	27,070	26,101	26,859	27,852	24,887	22,497	322,361	-13.1%	-8.2%
2020	26,808	24,473	20,304	18,905	21,122	23,224	24,675	24,727	25,304	25,153	22,866		257,561	-8.1%	-14.1%

## R2 Appointments (8+ Transactions Annually)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2017	0		10,639	8,987	8,820	8,903	8,670	9,650	8,673	9,450	9,694	8,996	92,482	0.0%	0.0%
2018	10,272	9,733	10,672	10,428	11,070	11,082	11,194	11,292	11,401	12,204	11,384	10,698	131,430	17.4%	44.6%
2019	12,234	10,767	11,595	11,229	11,073	10,954	10,902	10,614	11,022	11,358	10,091	9,037	130,876	-11.4%	0.9%
2020	10,968	9,937	8,500	9,147	8,661	8,578	8,138	7,745	7,831	7,717	7,393		94,615	-26.7%	-22.3%

## Gross Agent Gain

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	2,700	2,161	2,970	2,314	2,429	2,301	2,170	2,548	2,142	2,195	1,822	1,901	27,653	0.0%	
2012	2,714	2,163	2,792	2,455	2,508	2,437	2,444	2,702	2,376	2,698	2,335	2,173	29,797	28.2%	7.3%
2013	3,247	2,776	3,256	3,336	3,322	3,017	3,482	3,758	3,301	3,948	2,993	3,063	39,499	28.2%	31.9%
2014	4,080	3,440	3,843	4,075	3,677	3,897	4,253	3,857	3,677	4,020	3,281	3,828	45,928	9.6%	15.5%
2015	4,401	3,951	4,747	4,974	4,062	4,613	4,700	4,628	4,922	4,764	3,945	4,273	53,980	20.2%	18.1%
2016	5,029	4,977	5,942	5,648	5,348	5,212	4,777	5,294	5,486	4,867	4,579	4,370	61,529	16.1%	15.0%
2017	5,489	5,203	6,382	5,848	6,140	6,013	5,698	6,187	5,464	5,553	5,292	5,429	68,698	15.6%	10.7%
2018	6,308	5,633	6,369	6,153	6,146	6,002	5,967	6,223	5,640	6,128	5,077	5,328	70,974	-4.1%	3.8%
2019	6,435	5,440	6,338	6,176	5,625	5,266	5,634	5,508	5,134	5,218	4,443	4,238	65,455	-12.5%	-6.7%
2020	5,927	5,276	4,694	2,290	3,429	4,967	5,406	5,468	6,010	6,135	5,112		54,714	15.1%	-10.6%

# KWRI Multi-Year Trends

November 2020

## Net Agents

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	-1,203	-105	411	299	403	81	-169	121	-95	-261	-595	-3,552	-4,665	0.0%	
2012	-1,624	-36	858	781	506	473	668	822	679	705	583	185	4,600	198.0%	496.7%
2013	-22	948	1,468	1,451	1,463	1,187	1,470	1,524	1,291	1,778	1,075	768	14,401	84.4%	208.8%
2014	751	979	1,489	1,705	1,380	1,553	1,698	1,539	1,274	1,371	1,114	517	15,370	3.6%	8.9%
2015	778	1,275	1,621	2,036	1,721	1,802	1,891	2,113	1,796	1,604	1,002	913	18,552	-10.1%	18.8%
2016	947	1,625	2,417	2,323	1,954	1,796	1,739	1,674	2,018	1,314	1,053	-262	18,598	5.1%	6.9%
2017	708	1,239	1,862	2,013	1,909	1,887	1,732	1,978	1,569	1,380	957	925	18,159	-9.1%	-8.6%
2018	909	1,065	1,342	1,374	1,525	1,408	903	921	1,052	1,103	603	-702	11,503	-37.0%	-29.2%
2019	-11,687	-3,298	1,228	1,317	962	626	540	983	484	-135	-373	-2,409	-11,762	-161.9%	-176.6%
2020	-582	312	66	-1,548	-190	220	1,127	1,432	1,676	1,580	947		5,040	353.9%	153.9%

## Agents per MC

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	108	108	109	109	110	110	110	111	110	110	110	104	104	0.0%	0.0%
2012	103	103	104	105	106	106	107	108	110	111	112	112	112	2.4%	2.4%
2013	113	114	116	118	120	122	123	125	128	130	132	133	133	17.5%	17.5%
2014	133	135	137	139	141	143	146	148	150	152	153	153	153	16.0%	16.0%
2015	154	156	158	159	162	163	166	169	171	172	173	174	174	13.3%	13.3%
2016	175	177	179	180	182	184	186	188	189	191	192	191	191	10.7%	10.7%
2017	192	192	194	196	197	198	200	201	201	203	203	200	200	5.7%	5.7%
2018	201	202	203	205	206	208	208	210	211	212	213	208	208	4.9%	4.9%
2019	194	190	191	192	193	194	194	195	196	196	195	193	193	-8.2%	-8.2%
2020	192	192	192	190	189	190	192	193	195	198	200		200	2.2%	2.2%

# KWRI Multi-Year Trends

November 2020

## Closed Units

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	25,696	27,414	38,113	38,807	41,861	46,623	42,567	45,753	40,436	36,865	36,209	38,564	458,908	0.0%	
2012	30,461	33,817	42,385	44,228	50,300	52,788	51,242	53,978	44,261	47,026	44,290	44,470	539,246	22.3%	17.7%
2013	36,766	37,535	47,917	55,327	63,176	62,858	66,788	65,927	54,983	55,141	47,192	50,686	644,297	6.6%	20.0%
2014	38,825	39,803	51,364	58,342	66,625	71,421	73,455	68,761	63,842	64,035	51,926	60,924	709,323	10.0%	9.2%
2015	42,965	46,414	64,046	71,502	76,980	90,567	89,620	81,669	76,561	72,037	58,196	72,991	843,547	12.1%	18.8%
2016	51,904	55,380	75,391	80,766	92,337	104,481	93,476	97,992	87,821	80,270	76,500	81,286	977,603	31.5%	16.3%
2017	60,334	60,796	87,038	85,799	105,371	113,973	102,638	106,864	91,015	90,126	84,119	84,018	1,072,091	10.0%	10.2%
2018	64,484	65,460	88,257	94,414	109,385	113,944	108,858	110,452	86,866	91,615	82,807	79,331	1,095,874	-1.6%	2.9%
2019	62,302	66,714	85,484	97,151	113,490	110,812	115,989	111,401	95,797	97,776	84,538	91,857	1,133,311	2.1%	2.5%
2020	68,705	70,687	85,367	82,093	82,439	107,570	129,268	122,353	123,203	123,023	106,787		1,101,496	26.3%	5.8%

## Closed Units per Agent

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	0.35	0.37	0.52	0.52	0.56	0.63	0.57	0.61	0.54	0.50	0.49	0.55	6.20	0.0%	
2012	0.45	0.50	0.61	0.63	0.71	0.74	0.72	0.75	0.61	0.64	0.60	0.60	7.50	20.9%	16.3%
2013	0.49	0.50	0.62	0.71	0.79	0.78	0.81	0.78	0.64	0.63	0.54	0.57	7.90	-10.1%	1.2%
2014	0.43	0.44	0.56	0.62	0.70	0.74	0.75	0.69	0.63	0.62	0.50	0.58	7.30	-6.5%	-7.2%
2015	0.41	0.44	0.59	0.65	0.69	0.80	0.78	0.69	0.64	0.60	0.48	0.59	7.40	-4.6%	1.1%
2016	0.42	0.44	0.59	0.62	0.70	0.78	0.69	0.71	0.63	0.57	0.54	0.57	7.30	13.1%	0.1%
2017	0.42	0.42	0.60	0.58	0.71	0.75	0.67	0.69	0.58	0.57	0.53	0.53	7.10	-1.8%	-1.6%
2018	0.40	0.41	0.54	0.57	0.66	0.68	0.65	0.65	0.51	0.54	0.48	0.46	6.60	-9.1%	-5.0%
2019	0.39	0.43	0.54	0.61	0.71	0.69	0.72	0.69	0.59	0.60	0.52	0.58	7.10	8.4%	8.8%
2020	0.43	0.44	0.54	0.52	0.52	0.68	0.81	0.76	0.76	0.75	0.65		6.90	24.3%	4.1%

# KWRI Multi-Year Trends

November 2020

## Closed Sales Volume

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	5,282,128,575	5,497,571,406	7,676,550,968	8,144,914,999	8,806,293,294	10,270,585,628	9,382,755,370	9,943,753,718	8,485,190,130	7,673,151,672	7,564,755,282	7,966,235,098	96,693,886,139	0.0%	
2012	6,170,185,753	6,752,327,991	8,784,339,359	9,666,172,075	11,293,362,493	12,211,751,933	11,977,135,073	12,480,863,008	10,014,614,715	10,549,238,866	10,114,494,815	10,471,253,281	120,485,739,363	33.7%	24.0%
2013	8,091,323,226	8,315,086,487	11,065,557,848	13,139,000,891	15,741,018,645	16,177,835,663	17,254,637,501	16,857,124,120	13,643,025,601	13,555,642,837	11,652,917,636	12,705,222,894	158,198,393,350	15.2%	32.2%
2014	9,594,231,731	9,797,184,124	12,872,433,397	14,844,335,000	17,424,172,070	19,161,307,236	19,863,808,199	18,333,826,211	16,744,276,538	16,514,219,375	13,558,327,967	15,994,235,569	184,702,357,416	16.4%	16.0%
2015	11,150,682,011	11,936,569,965	16,619,944,398	19,157,557,872	20,993,241,151	25,477,089,003	25,267,659,361	22,469,277,513	20,733,866,311	19,226,097,429	15,771,893,431	19,954,313,526	228,758,191,972	16.3%	23.8%
2016	14,107,194,164	14,551,134,099	20,473,997,648	22,163,228,203	26,048,164,525	30,246,593,615	26,523,102,585	27,834,345,573	24,608,126,171	22,624,123,658	21,558,983,424	22,896,780,429	273,635,774,094	36.7%	20.1%
2017	16,942,442,358	16,855,424,173	24,640,814,775	24,552,314,346	31,168,389,909	34,727,471,594	31,091,707,045	31,969,011,424	26,648,836,250	26,325,284,637	24,788,089,735	24,904,412,669	314,614,198,914	15.0%	15.5%
2018	18,984,679,106	19,221,579,777	26,484,964,720	28,812,477,328	33,760,038,476	35,767,665,434	33,551,531,905	33,805,876,782	26,059,325,765	27,435,407,884	24,706,473,444	23,783,585,926	332,373,606,547	-0.3%	6.5%
2019	18,468,441,210	19,473,107,420	25,526,332,164	29,756,955,114	35,470,596,698	35,191,806,692	36,831,629,684	34,932,288,964	29,896,720,062	30,459,538,562	26,173,635,905	29,041,482,106	351,222,534,581	5.9%	4.4%
2020	21,350,757,907	21,909,177,655	26,838,563,034	25,737,269,006	25,368,715,960	34,207,227,044	43,028,565,722	41,883,052,332	42,554,553,499	45,276,994,765	36,265,443,440		364,420,320,364	38.6%	13.1%

## Sales Volume per Agent

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	71,951	74,993	104,133	110,040	118,331	137,857	126,226	133,556	114,111	103,554	102,918	113,883	1,311,551	0.0%	
2012	90,304	98,876	127,035	138,226	160,335	172,217	167,332	172,390	137,040	142,977	136,010	140,458	1,683,199	32.2%	22.6%
2013	108,566	110,167	143,811	167,598	197,110	199,613	209,107	200,585	159,884	155,617	132,143	142,832	1,927,033	-2.8%	11.5%
2014	106,956	108,039	139,658	158,127	182,919	197,929	201,649	183,254	165,261	160,815	130,613	153,316	1,888,536	-1.2%	-1.5%
2015	106,096	112,212	153,894	174,109	187,854	224,359	218,870	191,132	173,716	158,947	129,319	162,397	1,992,905	-1.0%	5.3%
2016	113,932	115,995	160,124	170,243	197,126	225,829	195,490	202,654	176,571	160,819	152,109	161,847	2,032,738	17.6%	3.3%
2017	119,162	117,526	169,608	166,689	208,899	229,846	203,450	206,518	170,423	166,881	156,189	156,012	2,071,204	2.7%	3.2%
2018	118,255	118,942	162,537	175,343	203,563	213,852	199,525	199,942	153,173	160,223	143,779	138,976	1,988,111	-7.9%	-1.6%
2019	115,828	124,708	162,199	187,512	222,169	219,562	229,021	215,891	184,219	187,843	161,784	182,224	2,192,961	12.5%	10.9%
2020	134,459	137,705	168,618	163,287	161,143	216,982	271,000	261,428	262,869	276,983	220,577		2,275,050	36.3%	11.3%

# KWRI Multi-Year Trends

November 2020

## Listings Taken

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	30,492	29,939	41,298	37,415	37,221	38,206	33,308	35,971	31,916	30,420	27,703	23,849	397,738	0.0%	
2012	29,970	31,417	37,420	37,500	38,732	37,290	36,028	36,436	30,060	33,565	27,711	22,607	398,736	0.0%	0.6%
2013	31,979	32,152	39,020	44,079	45,421	40,553	43,250	42,817	38,438	41,117	31,816	27,086	457,727	14.8%	14.5%
2014	34,760	35,816	44,972	50,492	51,321	51,220	51,318	47,303	44,112	45,254	33,973	31,638	522,178	6.8%	13.9%
2015	39,610	41,060	53,247	58,327	56,380	60,616	59,023	52,058	52,641	49,861	39,877	34,937	597,636	17.4%	14.7%
2016	42,603	49,004	63,648	64,410	64,249	66,152	59,658	60,740	56,736	51,271	45,272	37,449	661,192	13.5%	10.8%
2017	46,945	50,275	67,763	63,928	73,355	71,331	65,543	65,597	56,348	57,328	49,216	38,316	705,942	8.7%	7.0%
2018	49,428	60,353	70,030	71,988	77,813	73,295	68,330	69,243	58,240	61,740	49,598	35,553	745,611	0.8%	6.4%
2019	55,215	53,509	68,167	74,319	82,013	73,714	70,344	67,154	60,676	61,328	47,310	35,880	749,629	-4.6%	0.5%
2020	52,807	54,824	62,259	49,112	59,629	68,985	72,869	67,881	67,751	65,336	49,340		670,793	4.3%	-6.0%

## Listings Taken Volume

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	7,098,130,837	7,158,691,050	10,268,708,080	9,365,146,344	9,361,309,938	9,509,128,599	7,949,997,230	8,378,711,751	7,574,224,438	6,969,486,134	6,313,876,861	5,315,683,261	95,263,094,523	0.0%	
2012	6,919,859,332	7,636,364,953	9,143,511,050	9,342,485,178	9,702,626,811	9,175,578,587	8,652,019,645	8,857,064,867	7,367,799,821	8,035,521,281	6,501,759,964	5,391,474,634	96,726,066,123	3.0%	1.5%
2013	7,964,873,009	8,208,816,923	10,340,097,507	11,967,597,016	12,564,201,128	11,052,851,675	11,844,401,681	11,290,164,723	10,151,918,645	10,617,780,724	7,991,062,892	6,872,680,255	120,866,446,178	22.9%	24.8%
2014	9,216,588,577	9,817,097,193	12,801,923,948	14,327,616,503	15,083,843,532	14,549,947,763	14,188,168,057	12,917,369,043	12,330,458,131	12,429,997,065	9,330,339,237	8,486,769,047	145,480,118,096	16.8%	20.2%
2015	11,021,854,821	11,806,771,028	15,891,651,684	17,679,500,735	16,760,300,630	17,996,529,499	17,431,774,688	14,882,650,893	15,144,016,707	14,284,709,555	11,198,812,465	9,864,466,835	173,963,039,540	20.0%	19.8%
2016	12,390,243,448	15,003,662,783	19,836,645,037	20,372,392,380	19,804,089,082	20,519,560,282	17,777,105,708	18,145,363,279	17,525,372,715	15,114,278,516	13,293,565,416	10,783,230,899	200,565,509,543	18.7%	15.7%
2017	14,291,536,906	15,789,534,168	21,812,989,737	20,849,540,603	25,081,253,508	23,195,692,301	20,508,676,941	20,217,037,498	17,940,400,809	18,066,304,787	15,005,566,573	11,526,508,109	224,285,041,938	12.9%	12.1%
2018	15,733,077,657	21,496,991,078	24,484,967,490	25,530,406,165	27,673,724,703	25,634,729,860	22,943,941,734	22,987,049,397	20,205,967,508	21,054,775,995	16,480,417,380	11,232,026,606	255,458,075,573	9.8%	14.8%
2019	19,160,724,214	18,989,022,994	24,023,681,654	26,920,852,546	29,554,115,099	26,442,579,632	24,358,860,533	22,921,061,605	21,406,070,406	21,014,253,813	15,982,266,372	12,516,861,101	263,290,349,969	-3.0%	2.7%
2020	18,298,267,932	19,853,655,153	21,913,226,165	17,016,558,175	21,479,556,981	25,262,524,177	27,319,954,630	24,993,937,710	25,239,075,817	24,306,747,279	17,952,625,379		243,636,129,399	12.3%	-2.8%

# KWRI Multi-Year Trends

November 2020

## Listings Sold

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	11,982	12,673	17,421	17,738	19,201	21,501	19,592	21,210	18,583	17,079	16,570	17,444	210,993	0.0%	
2012	13,796	15,294	19,150	19,932	22,603	23,685	23,137	24,115	19,615	21,071	19,614	19,498	241,510	18.4%	14.7%
2013	16,140	16,468	21,152	24,393	27,781	27,718	29,452	29,161	24,785	24,553	21,185	22,771	285,558	8.0%	18.4%
2014	17,260	17,740	22,947	26,189	30,030	32,165	33,146	31,204	28,811	28,835	23,365	27,460	319,150	10.3%	11.0%
2015	19,287	20,703	28,620	32,072	34,680	40,839	40,454	37,106	34,628	32,184	25,993	32,717	379,283	11.2%	18.8%
2016	22,972	24,400	33,472	35,938	41,503	46,919	42,069	44,274	39,669	36,064	34,258	36,043	437,580	31.8%	15.9%
2017	27,031	26,821	38,712	38,320	47,184	51,059	46,246	48,005	40,775	40,414	37,518	37,334	479,416	9.5%	10.1%
2018	28,451	28,917	39,049	42,110	48,961	50,773	48,975	49,581	39,069	41,205	37,017	35,652	489,761	-1.3%	2.7%
2019	27,784	29,700	38,081	43,137	50,784	49,693	52,366	50,059	43,033	44,200	38,325	41,469	508,630	3.5%	2.9%
2020	30,760	31,279	37,918	36,364	36,923	48,261	58,127	55,521	55,545	56,022	48,769		495,489	27.3%	6.1%

## Listings Sold Volume

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	2,460,501,055	2,484,834,657	3,517,969,091	3,730,666,691	4,018,078,897	4,739,018,947	4,331,401,248	4,550,812,487	3,888,471,467	3,529,762,589	3,463,227,333	3,583,392,983	44,298,137,444	0.0%	
2012	2,792,763,139	3,036,328,382	3,916,406,983	4,381,105,025	5,091,403,704	5,469,746,747	5,389,057,020	5,565,221,878	4,446,477,283	4,696,838,238	4,410,401,847	4,551,574,662	53,747,324,908	27.3%	20.8%
2013	3,512,569,301	3,627,984,507	4,880,809,680	5,771,952,790	7,000,527,564	7,218,033,320	7,688,074,879	7,588,510,038	6,215,291,293	6,069,705,198	5,277,813,987	5,720,628,233	70,571,900,792	19.7%	31.8%
2014	4,308,514,860	4,345,734,206	5,777,103,043	6,695,982,677	7,840,476,774	8,728,801,078	9,027,875,946	8,395,539,335	7,626,307,268	7,515,986,173	6,146,083,925	7,239,792,775	83,648,198,060	16.5%	17.8%
2015	5,088,760,804	5,348,326,901	7,483,429,676	8,643,725,971	9,544,863,781	11,591,057,442	11,480,229,124	10,358,241,499	9,436,913,542	8,608,047,665	7,125,069,296	9,008,033,922	103,716,699,622	15.9%	24.0%
2016	6,285,183,879	6,452,636,668	9,190,131,603	10,049,648,639	11,782,012,898	13,770,844,589	12,133,560,713	12,699,345,872	11,237,558,690	10,288,920,372	9,739,990,407	10,249,048,030	123,878,882,359	36.7%	20.0%
2017	7,657,881,881	7,553,446,150	11,063,363,319	11,101,034,962	14,113,122,538	15,865,622,992	14,199,295,562	14,651,449,853	12,077,953,661	11,967,985,053	11,191,113,883	11,183,039,292	142,625,309,146	14.9%	15.7%
2018	8,468,468,082	8,602,650,384	11,752,124,061	12,977,907,115	15,285,398,834	16,213,741,974	15,220,107,205	15,327,041,300	11,882,939,250	12,419,444,655	11,130,694,165	10,697,855,751	149,978,372,776	-0.5%	6.0%
2019	8,317,855,197	8,814,402,227	11,441,605,785	13,368,371,558	16,026,367,238	15,931,179,062	16,808,077,917	15,834,354,126	13,582,842,775	13,956,891,963	11,939,019,456	13,162,166,194	159,183,133,497	7.3%	4.8%
2020	9,569,120,554	9,723,459,060	12,115,629,343	11,502,382,378	11,361,148,466	15,528,194,936	19,550,322,334	19,202,940,208	19,391,369,940	21,948,907,761	17,778,210,744		167,671,685,725	48.9%	14.8%



# KWRI Multi-Year Trends

November 2020

## Contracts Written

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	33,383	36,464	50,636	48,148	50,155	52,163	47,299	50,630	44,287	42,109	40,798	38,344	534,415	0.0%	
2012	39,636	45,979	54,813	55,647	60,535	57,631	56,496	58,036	48,620	53,909	47,385	42,825	621,511	16.1%	16.7%
2013	46,315	49,360	61,597	70,038	73,571	67,040	71,270	68,332	57,709	61,002	50,076	47,973	724,283	5.7%	16.9%
2014	48,205	51,642	65,129	73,510	77,751	77,345	79,112	72,455	69,095	69,774	55,341	57,210	796,569	10.5%	9.3%
2015	55,478	62,001	80,825	89,001	89,005	97,070	94,803	86,547	83,076	78,931	66,182	68,453	951,374	19.6%	19.4%
2016	61,280	74,644	97,013	101,091	105,387	109,783	98,496	105,250	92,231	85,993	81,825	76,462	1,089,456	23.6%	14.7%
2017	71,410	79,540	109,618	102,746	120,133	118,997	109,356	113,760	94,357	97,275	89,673	78,194	1,185,059	9.6%	9.3%
2018	78,843	83,380	107,917	113,289	124,402	119,346	115,057	115,195	90,370	100,271	87,024	74,213	1,209,309	-3.0%	2.6%
2019	79,276	84,108	104,752	117,873	128,487	117,785	123,157	114,532	99,128	105,092	88,427	85,401	1,248,018	1.6%	2.4%
2020	83,408	88,688	102,809	89,265	98,405	127,374	142,127	133,605	132,058	129,918	109,612		1,237,269	24.0%	6.4%

## Contracts Written Volume

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	6,890,417,326	7,473,867,360	10,461,316,352	10,158,046,090	10,793,348,823	11,222,657,308	10,135,939,680	10,573,054,144	8,998,132,534	8,770,452,910	8,515,399,207	9,767,766,740	113,760,398,474	0.0%	
2012	7,948,168,668	9,545,818,510	11,884,880,969	12,282,340,187	13,828,027,279	13,134,385,681	12,854,422,922	13,171,278,006	10,824,859,659	11,989,512,217	10,676,672,246	9,937,739,929	138,078,106,274	25.4%	23.2%
2013	10,344,656,851	11,337,638,495	14,727,139,583	16,984,059,589	18,511,799,024	17,070,231,245	18,247,140,908	16,928,024,280	14,164,951,733	14,873,922,773	12,380,501,722	11,832,109,801	177,402,176,004	16.0%	29.2%
2014	11,821,058,118	12,922,066,390	16,529,156,773	19,010,429,070	20,467,198,155	20,516,435,264	20,908,037,679	18,754,079,132	18,026,495,815	18,032,218,867	14,637,650,610	14,685,498,740	206,310,324,611	18.2%	15.7%
2015	14,153,359,642	16,172,296,597	21,647,150,987	24,375,706,688	24,619,047,337	26,821,731,217	27,179,006,475	23,543,786,966	22,454,448,800	21,366,803,991	17,902,271,204	18,422,400,441	258,658,010,344	22.3%	25.4%
2016	16,255,828,762	19,927,757,626	26,619,213,738	28,049,765,713	30,066,253,132	31,308,490,551	27,595,108,330	29,343,916,944	25,862,224,934	24,130,752,504	23,007,766,006	21,272,575,949	303,439,654,189	28.5%	17.5%
2017	19,635,478,615	22,304,922,031	31,723,158,684	30,100,148,516	35,820,917,257	35,636,943,907	32,556,879,849	33,215,425,289	27,613,697,208	28,531,278,601	26,242,759,854	22,966,580,340	346,348,190,150	14.1%	14.6%
2018	22,945,187,831	24,861,258,179	33,072,727,663	34,705,241,462	38,820,095,914	37,038,980,994	34,919,404,372	34,303,323,136	26,889,947,946	29,937,161,438	25,851,423,236	21,893,482,162	365,238,234,333	-1.5%	6.2%
2019	23,226,781,559	25,278,591,080	31,580,810,203	36,528,725,982	40,431,126,781	37,003,219,382	38,450,250,148	35,828,209,926	30,777,002,580	32,461,594,701	27,691,761,877	26,528,750,638	385,786,824,856	7.1%	4.6%
2020	25,836,324,381	27,921,908,106	32,416,129,247	27,271,725,238	30,405,763,709	41,657,247,535	47,796,010,817	45,887,210,929	45,854,448,912	47,813,356,933	37,249,382,926		410,109,508,733	34.5%	14.2%

# KWRI Multi-Year Trends

November 2020

## Average Sale Price

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	205,561	200,537	201,416	209,884	210,372	220,289	220,425	217,335	209,841	208,141	208,917	206,573		0.0%	
2012	202,557	199,670	207,250	218,552	224,522	231,337	233,738	231,222	226,264	224,329	228,368	235,470		9.3%	5.3%
2013	220,075	221,527	230,932	237,479	249,162	257,369	258,347	255,695	248,133	245,834	246,925	250,664	245,536	8.1%	10.2%
2014	247,117	246,143	250,613	254,437	261,525	268,288	270,420	266,630	262,276	257,896	261,110	262,526	260,392	5.7%	6.2%
2015	259,532	257,175	259,498	267,932	272,712	281,308	281,943	275,127	270,814	266,893	271,015	273,379	271,186	3.8%	4.1%
2016	271,792	262,751	271,569	274,413	282,100	289,495	283,743	284,046	280,209	281,852	281,815	281,683	279,905	4.0%	3.2%
2017	280,809	277,247	283,104	286,160	295,797	304,698	302,927	299,157	292,795	292,094	294,680	296,419	293,459	4.6%	4.8%
2018	294,411	293,639	300,091	305,172	308,635	313,905	308,213	306,067	299,993	299,463	298,361	299,800	303,295	1.2%	3.5%
2019	296,433	291,891	298,610	306,296	312,543	317,580	317,545	313,572	312,084	311,524	309,609	316,161	309,908	3.8%	1.9%
2020	310,761	309,945	314,390	313,513	307,726	318,000	332,864	342,313	345,401	368,038	339,605		330,841	9.7%	6.9%

## Closed GCI

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	142,657,795	148,715,852	207,639,818	217,920,938	236,721,749	274,350,108	252,152,299	268,624,693	230,134,144	208,398,119	203,739,685	214,288,491	2,605,343,692	0.0%	
2012	169,468,866	184,299,365	240,104,986	258,868,120	303,212,905	326,204,538	317,808,942	334,570,189	268,346,062	282,978,458	270,315,456	281,021,116	3,237,199,004	32.7%	23.6%
2013	218,527,437	225,936,681	298,440,352	352,164,818	418,770,402	426,820,994	454,655,731	448,544,644	362,641,811	362,849,169	309,824,263	335,033,994	4,214,210,294	14.6%	31.2%
2014	256,664,635	262,358,984	343,652,696	394,660,069	463,660,874	506,803,370	525,172,361	484,275,228	440,939,698	437,200,380	357,333,048	419,222,600	4,891,943,944	15.3%	15.3%
2015	297,264,062	316,842,209	444,338,194	509,386,389	556,500,223	672,254,798	662,429,460	591,333,749	547,632,766	510,424,271	416,631,863	522,248,914	6,047,286,898	16.6%	23.5%
2016	372,595,832	386,210,295	540,827,369	586,484,389	685,940,699	794,066,853	698,440,949	733,676,932	646,130,519	594,761,332	564,605,998	599,667,328	7,203,408,496	35.5%	19.5%
2017	443,972,389	443,788,355	648,303,245	646,818,388	816,552,338	906,679,009	808,119,244	832,542,005	694,845,903	688,026,589	643,113,856	646,216,077	8,218,977,397	13.9%	14.7%
2018	496,678,469	504,202,417	692,489,846	752,091,567	883,862,684	930,773,275	872,720,736	879,964,280	678,144,124	711,458,790	641,968,687	616,161,308	8,660,516,182	-0.2%	6.2%
2019	482,570,394	510,289,883	666,470,183	770,027,704	920,898,419	909,637,208	951,226,644	903,523,078	769,345,498	784,514,386	674,673,178	744,389,169	9,087,565,743	5.1%	3.7%
2020	549,529,765	567,279,254	694,685,161	666,933,685	656,181,010	889,557,860	1,110,867,610	1,078,310,272	1,095,648,267	1,103,695,294	966,395,729		9,379,083,906	43.2%	12.4%

# KWRI Multi-Year Trends

November 2020

## GCI % of Sales Volume

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average	MOM	YTD
2011	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7		0.0%	
2012	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7		-0.8%	-0.3%
2013	2.7	2.7	2.7	2.7	2.7	2.6	2.6	2.7	2.7	2.7	2.7	2.6	2.7%	-0.5%	-0.8%
2014	2.7	2.7	2.7	2.7	2.7	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6%	-0.9%	-0.6%
2015	2.7	2.7	2.7	2.7	2.7	2.6	2.6	2.6	2.6	2.7	2.6	2.6	2.6%	0.2%	-0.2%
2016	2.6	2.7	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6%	-0.9%	-0.5%
2017	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6%	-0.9%	-0.8%
2018	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6%	0.2%	-0.3%
2019	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6%	-0.8%	-0.7%
2020	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.4	2.7		2.6%	3.4%	-0.6%

## GCI per Unit

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average	MOM	YTD
2011	5,552	5,425	5,448	5,616	5,655	5,884	5,924	5,871	5,691	5,653	5,627	5,557		0.0%	
2012	5,563	5,450	5,665	5,853	6,028	6,180	6,202	6,198	6,063	6,018	6,103	6,319		8.5%	5.0%
2013	5,944	6,019	6,228	6,365	6,629	6,790	6,807	6,804	6,596	6,580	6,565	6,610	6,541	7.6%	9.4%
2014	6,611	6,591	6,691	6,765	6,959	7,096	7,150	7,043	6,907	6,828	6,882	6,881	6,897	4.8%	5.6%
2015	6,919	6,826	6,938	7,124	7,229	7,423	7,392	7,241	7,153	7,086	7,159	7,155	7,169	4.0%	3.9%
2016	7,178	6,974	7,174	7,262	7,429	7,600	7,472	7,487	7,357	7,410	7,380	7,377	7,368	3.1%	2.8%
2017	7,359	7,300	7,448	7,539	7,749	7,955	7,874	7,791	7,634	7,634	7,645	7,691	7,666	3.6%	4.0%
2018	7,702	7,702	7,846	7,966	8,080	8,169	8,017	7,967	7,807	7,766	7,753	7,767	7,903	1.4%	3.3%
2019	7,746	7,649	7,796	7,926	8,114	8,209	8,201	8,111	8,031	8,024	7,981	8,104	8,019	2.9%	1.2%
2020	7,998	8,025	8,138	8,124	7,960	8,270	8,594	8,813	8,893	8,971	9,050		8,515	13.4%	6.3%

# KWRI Multi-Year Trends

November 2020

## GCI per Agent

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	1,943	2,029	2,817	2,944	3,181	3,682	3,392	3,608	3,095	2,812	2,772	3,063	35,339	0.0%	
2012	2,480	2,699	3,472	3,702	4,305	4,600	4,440	4,621	3,672	3,835	3,635	3,770	45,231	31.1%	22.2%
2013	2,932	2,993	3,879	4,492	5,244	5,266	5,510	5,337	4,250	4,165	3,513	3,766	51,349	-3.3%	10.7%
2014	2,861	2,893	3,728	4,204	4,868	5,235	5,331	4,841	4,352	4,257	3,442	4,019	50,032	-2.0%	-2.1%
2015	2,828	2,979	4,114	4,629	4,980	5,920	5,738	5,030	4,588	4,220	3,416	4,250	52,693	-0.8%	5.1%
2016	3,009	3,079	4,230	4,505	5,191	5,929	5,148	5,342	4,636	4,228	3,984	4,239	53,518	16.6%	2.8%
2017	3,123	3,094	4,462	4,391	5,473	6,001	5,288	5,378	4,444	4,362	4,052	4,048	54,116	1.7%	2.4%
2018	3,094	3,120	4,250	4,577	5,329	5,565	5,190	5,204	3,986	4,155	3,736	3,600	51,807	-7.8%	-1.9%
2019	3,027	3,268	4,235	4,852	5,768	5,675	5,915	5,584	4,741	4,838	4,170	4,671	56,743	11.6%	10.2%
2020	3,461	3,566	4,364	4,231	4,168	5,643	6,996	6,731	6,768	6,752	5,878		58,558	40.9%	10.6%

## Paid on Volume

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	3,052,595,673	3,307,208,753	4,655,988,529	4,913,641,655	5,142,219,651	5,825,671,765	5,068,109,529	5,185,295,959	4,349,579,947	4,010,918,570	3,964,577,327	4,191,829,888	53,667,637,244	0.0%	
2012	3,463,653,104	3,891,898,629	5,006,114,062	5,543,392,848	6,089,404,454	6,205,603,318	5,878,572,773	5,869,968,067	4,635,882,712	4,933,670,197	4,771,618,512	4,847,690,887	61,137,469,563	20.4%	13.8%
2013	4,008,938,864	4,377,443,713	5,724,286,045	6,665,333,850	7,507,611,700	7,310,321,292	7,423,125,376	6,870,445,268	5,569,946,320	6,399,124,925	5,128,901,508	5,569,767,768	72,555,246,629	7.5%	19.0%
2014	4,548,116,218	5,001,949,910	6,466,099,508	7,543,013,802	8,288,651,004	8,570,147,176	8,307,499,242	7,568,661,863	7,045,214,199	6,975,811,927	5,957,454,905	6,940,815,958	83,213,435,713	16.2%	13.9%
2015	5,165,380,519	5,844,493,701	8,124,158,668	9,079,407,512	9,521,648,032	10,765,745,954	10,035,167,237	8,801,119,164	8,047,048,803	7,808,315,765	6,627,299,264	8,273,076,672	98,092,861,291	11.2%	17.8%
2016	6,425,706,659	6,907,318,292	9,558,727,717	10,219,238,533	11,481,491,791	12,315,676,623	10,487,985,836	10,634,740,390	9,501,596,560	8,807,142,303	8,737,714,210	9,350,181,351	114,427,520,265	31.8%	17.0%
2017	7,302,975,445	7,730,604,547	11,355,352,680	11,023,874,689	13,246,362,517	13,622,059,417	11,781,491,273	11,902,442,268	10,170,679,276	10,200,881,755	9,034,782,746	9,814,157,496	127,185,664,108	3.4%	11.7%
2018	8,024,537,279	8,628,429,382	11,835,605,097	12,383,063,317	14,205,878,959	13,978,816,765	12,763,368,919	12,641,551,111	9,889,315,473	10,505,738,075	10,012,876,577	9,610,168,269	134,479,349,223	10.8%	6.4%
2019	7,982,679,548	8,993,390,558	11,770,657,702	13,497,087,112	14,947,188,757	13,947,078,797	13,955,120,958	13,065,849,206	11,242,512,189	11,466,473,862	10,110,510,885	11,049,409,180	142,027,958,754	1.0%	4.9%
2020	8,845,425,017	9,600,820,034	11,549,561,942	11,061,325,235	10,612,914,390	7,190,841,437	15,916,044,350	14,657,575,347	14,300,597,437	14,262,758,416	12,624,383,017		130,622,246,623	24.9%	-0.3%

# KWRI Multi-Year Trends

November 2020

## POV percent of Total Vol.

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average	MOM	YTD
2011	57.8	60.2	60.7	60.3	58.4	56.7	54.0	52.1	51.3	52.3	52.4	52.6		0.0%	
2012	56.1	57.6	57.0	57.3	53.9	50.8	49.1	47.0	46.3	46.8	47.2	46.3		-10.0%	-8.2%
2013	49.5	52.6	51.7	50.7	47.7	45.2	43.0	40.8	40.8	47.2	44.0	43.8	45.9%	-6.7%	-10.0%
2014	47.4	51.1	50.2	50.8	47.6	44.7	41.8	41.3	42.1	42.2	43.9	43.4	45.1%	-0.2%	-1.8%
2015	46.3	49.0	48.9	47.4	45.4	42.3	39.7	39.2	38.8	40.6	42.0	41.5	42.9%	-4.4%	-4.9%
2016	45.5	47.5	46.7	46.1	44.1	40.7	39.5	38.2	38.6	38.9	40.5	40.8	41.8%	-3.5%	-2.6%
2017	43.1	45.9	46.1	44.9	42.5	39.2	37.9	37.2	38.2	38.7	36.4	39.4	40.4%	-10.1%	-3.3%
2018	42.3	44.9	44.7	43.0	42.1	39.1	38.0	37.4	37.9	38.3	40.5	40.4	40.5%	11.2%	-0.1%
2019	43.2	46.2	46.1	45.4	42.1	39.6	37.9	37.4	37.6	37.6	38.6	38.0	40.4%	-4.7%	0.5%
2020	41.4	43.8	43.0	43.0	41.8	21.0	37.0	35.0	33.6	31.5	34.8		35.8%	-9.9%	-11.8%

## POV per Agent

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	41,581	45,114	63,159	66,384	69,096	78,195	68,181	69,644	58,494	54,130	53,938	59,925	727,842	0.0%	
2012	50,692	56,990	72,396	79,271	86,453	87,515	82,129	81,078	63,437	66,867	64,164	65,025	856,018	19.0%	12.5%
2013	53,790	57,997	74,395	85,021	94,011	90,200	89,960	81,752	65,275	73,461	58,161	62,615	886,638	-9.4%	0.4%
2014	50,702	55,159	70,153	80,351	87,014	88,526	84,334	75,652	69,534	67,930	57,391	66,533	853,280	-1.3%	-3.3%
2015	49,147	54,942	75,226	82,516	85,203	94,806	86,925	74,866	67,421	64,553	54,339	67,330	857,276	-5.3%	0.2%
2016	51,895	55,062	74,758	78,497	86,889	91,952	77,302	77,429	68,177	62,604	61,649	66,092	852,305	13.5%	0.7%
2017	51,364	53,902	78,161	74,843	88,781	90,159	77,093	76,889	65,043	64,665	56,928	61,480	839,308	-7.7%	-0.2%
2018	49,985	53,392	72,635	75,359	85,657	83,578	75,902	74,768	58,128	61,353	58,270	56,156	805,182	2.4%	-1.7%
2019	50,065	57,595	74,793	85,051	93,621	87,016	86,774	80,751	69,275	70,713	62,495	69,331	887,479	7.3%	11.4%
2020	55,705	60,344	72,562	70,177	67,414	45,613	100,241	91,490	88,338	87,253	76,785		815,922	22.9%	-1.9%

# KWRI Multi-Year Trends

November 2020

## Company Dollar

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	22,717,517	24,723,675	34,491,551	36,597,857	39,325,229	44,707,939	39,799,845	40,580,228	34,685,370	31,476,583	30,281,826	31,751,174	411,138,793	0.0%	
2012	26,091,743	29,624,639	37,739,752	41,080,022	46,735,168	48,793,439	45,641,223	46,759,900	36,701,075	38,675,262	36,945,683	37,626,945	472,414,852	22.0%	14.6%
2013	31,165,009	32,663,536	43,502,162	51,061,874	58,536,324	57,576,139	58,382,710	55,458,248	44,952,248	45,359,769	39,688,435	43,013,445	561,359,897	7.4%	19.2%
2014	35,096,023	37,476,932	48,727,257	57,500,136	64,532,845	68,260,505	67,576,358	61,225,363	54,804,689	55,173,056	46,373,261	53,911,143	650,657,567	16.8%	15.1%
2015	40,224,850	44,186,772	62,554,508	70,899,710	75,168,749	86,506,753	80,900,048	71,321,308	64,831,671	61,602,599	51,598,881	64,159,806	773,955,655	11.3%	18.9%
2016	49,110,746	52,850,332	73,705,707	78,948,284	89,804,131	98,280,103	84,058,855	85,119,848	75,196,329	69,736,218	67,943,405	71,912,651	896,666,609	31.7%	16.2%
2017	56,526,435	59,564,469	86,402,618	85,775,924	103,292,914	107,466,523	92,769,132	94,436,245	79,740,657	78,927,694	75,287,718	75,607,974	995,798,303	10.8%	11.6%
2018	62,014,910	65,250,319	89,533,996	95,026,515	108,298,142	108,597,272	98,633,217	97,627,395	76,746,764	80,929,857	75,452,844	72,781,399	1,030,892,629	0.2%	4.1%
2019	61,089,831	66,862,876	87,545,629	99,233,627	112,088,197	105,088,039	104,253,329	98,520,124	83,537,887	84,867,702	74,959,431	81,606,941	1,059,653,614	-0.7%	2.1%
2020	65,866,078	69,688,554	84,334,802	78,282,726	74,443,036	96,259,614	113,005,249	104,339,276	103,070,058	100,903,652	89,538,398		979,731,444	19.4%	0.2%

## Co\$ percent of GCI

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average	MOM	YTD
2011	15.9	16.6	16.6	16.8	16.6	16.3	15.8	15.1	15.1	15.1	14.9	14.8		0.0%	
2012	15.4	16.1	15.7	15.9	15.4	15.0	14.4	14.0	13.7	13.7	13.7	13.4		-8.0%	-7.3%
2013	14.3	14.5	14.6	14.5	14.0	13.5	12.8	12.4	12.4	12.5	12.8	12.8	13.3%	-6.3%	-9.1%
2014	13.7	14.3	14.2	14.6	13.9	13.5	12.9	12.6	12.4	12.6	13.0	12.9	13.3%	1.3%	-0.2%
2015	13.5	13.9	14.1	13.9	13.5	12.9	12.2	12.1	11.8	12.1	12.4	12.3	12.8%	-4.6%	-3.7%
2016	13.2	13.7	13.6	13.5	13.1	12.4	12.0	11.6	11.6	11.7	12.0	12.0	12.4%	-2.8%	-2.8%
2017	12.7	13.4	13.3	13.3	12.6	11.9	11.5	11.3	11.5	11.5	11.7	11.7	12.1%	-2.7%	-2.7%
2018	12.5	12.9	12.9	12.6	12.3	11.7	11.3	11.1	11.3	11.4	11.8	11.8	11.9%	0.4%	-2.0%
2019	12.7	13.1	13.1	12.9	12.2	11.6	11.0	10.9	10.9	10.8	11.1	11.0	11.7%	-5.5%	-1.6%
2020	12.0	12.3	12.1	11.7	11.3	10.8	10.2	9.7	9.4	9.1	9.3		10.4%	-16.6%	-10.9%

# KWRI Multi-Year Trends

November 2020

## Co\$ per Unit

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average	MOM	YTD
2011	884	902	905	943	939	959	935	887	858	854	836	823		0.0%	
2012	857	876	890	929	929	924	891	866	829	822	834	846		-0.3%	-2.6%
2013	848	870	908	923	927	916	874	841	818	823	841	849	871	0.8%	-0.6%
2014	904	942	949	986	969	956	920	890	858	862	893	885	917	6.2%	5.4%
2015	936	952	977	992	976	955	903	873	847	855	887	879	918	-0.7%	0.1%
2016	946	954	978	977	973	941	899	869	856	869	888	885	917	0.2%	-0.1%
2017	937	980	993	1,000	980	943	904	884	876	876	895	900	929	0.8%	1.2%
2018	962	997	1,014	1,006	990	953	906	884	884	883	911	917	941	1.8%	1.2%
2019	981	1,002	1,024	1,021	988	948	899	884	872	868	887	888	935	-2.7%	-0.4%
2020	959	986	988	954	903	895	874	853	837	820	838		889	-5.4%	-5.3%

## Co\$ per Agent

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	309	337	468	494	528	600	535	545	466	425	412	454	5,575	0.0%	
2012	382	434	546	587	664	688	638	646	502	524	497	505	6,612	20.6%	13.3%
2013	418	433	565	651	733	710	708	660	527	521	450	484	6,860	-9.4%	0.5%
2014	391	413	529	613	677	705	686	612	541	537	447	517	6,668	-0.7%	-2.2%
2015	383	415	579	644	673	762	701	607	543	509	423	522	6,761	-5.3%	1.2%
2016	397	421	576	606	680	734	620	620	540	496	479	508	6,676	13.3%	0.0%
2017	398	415	595	582	692	711	607	610	510	500	474	474	6,569	-1.0%	-0.4%
2018	386	404	549	578	653	649	587	577	451	473	439	425	6,172	-7.4%	-3.8%
2019	383	428	556	625	702	656	648	609	515	523	463	512	6,621	5.5%	8.4%
2020	415	438	530	497	473	611	712	651	637	617	545		6,124	17.5%	-1.4%

# KWRI Multi-Year Trends

November 2020

## Approved Expenses

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	23,637,000	24,195,178	27,049,473	27,679,528	27,958,333	29,563,555	28,318,437	28,628,805	27,845,335	26,404,253	26,025,181	26,989,562	324,294,639	0.0%	
2012	25,024,866	25,637,114	28,091,935	28,989,823	30,325,267	30,872,705	30,457,506	30,795,786	28,123,667	28,721,117	28,330,391	28,669,465	344,039,644	8.9%	6.1%
2013	27,082,574	27,100,507	30,522,916	33,044,201	34,874,573	34,143,415	35,271,982	34,102,968	31,857,306	32,351,670	30,502,443	31,503,767	382,358,323	7.7%	11.3%
2014	30,047,415	30,269,071	34,014,576	36,809,297	38,286,897	39,377,095	39,427,889	37,541,210	36,792,404	36,744,671	33,920,485	36,950,020	430,181,029	11.2%	12.1%
2015	32,814,459	33,584,883	39,830,410	42,479,319	42,780,143	46,744,552	44,759,038	42,530,577	41,074,858	40,526,840	37,650,410	42,637,635	487,413,124	11.0%	13.1%
2016	37,901,857	38,786,126	46,278,657	47,775,633	50,178,834	52,943,297	49,510,198	50,467,235	48,061,155	45,475,047	45,816,305	47,554,765	560,749,107	21.7%	15.4%
2017	42,698,775	43,499,439	52,666,409	51,531,726	56,687,942	57,849,009	54,172,360	54,887,054	51,333,910	51,237,221	50,375,440	51,910,011	618,849,297	10.0%	10.5%
2018	47,053,880	47,811,079	55,568,291	58,065,929	60,968,810	61,085,814	58,594,622	59,512,624	53,047,129	54,711,130	53,671,185	53,278,292	663,368,785	6.5%	7.6%
2019	49,414,010	50,984,951	58,562,653	61,892,593	65,298,643	62,950,659	62,877,618	61,772,492	56,883,592	57,804,884	54,688,809	57,534,825	700,665,729	1.9%	5.4%
2020	52,205,211	53,338,172	74,720,612	64,710,484	54,899,557	59,285,713	64,673,473	60,509,475	60,749,425	59,846,947	54,793,058		659,732,127	0.2%	2.6%

## Exp percent of GCI

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average	MOM	YTD
2011	16.6	16.3	13.0	12.7	11.8	10.8	11.2	10.7	12.1	12.7	12.8	12.6		0.0%	
2012	14.8	13.9	11.7	11.2	10.0	9.5	9.6	9.2	10.5	10.1	10.5	10.2		-18.0%	-14.2%
2013	12.4	12.0	10.2	9.4	8.3	8.0	7.8	7.6	8.8	8.9	9.8	9.4	9.1%	-6.1%	-15.2%
2014	11.7	11.5	9.9	9.3	8.3	7.8	7.5	7.8	8.3	8.4	9.5	8.8	8.8%	-3.6%	-2.8%
2015	11.0	10.6	9.0	8.3	7.7	7.0	6.8	7.2	7.5	7.9	9.0	8.2	8.1%	-4.8%	-8.4%
2016	10.2	10.0	8.6	8.1	7.3	6.7	7.1	6.9	7.4	7.6	8.1	7.9	7.8%	-10.2%	-3.5%
2017	9.6	9.8	8.1	8.0	6.9	6.4	6.7	6.6	7.4	7.4	7.8	8.0	7.5%	-3.5%	-3.7%
2018	9.5	9.5	8.0	7.7	6.9	6.6	6.7	6.8	7.8	7.7	8.4	8.6	7.7%	6.7%	1.3%
2019	10.2	10.0	8.8	8.0	7.1	6.9	6.6	6.8	7.4	7.4	8.1	7.7	7.7%	-3.0%	1.6%
2020	9.5	9.4	10.8	9.7	8.4	6.7	5.8	5.6	5.5	5.4	5.7		7.0%	-30.1%	-8.7%



# KWRI Multi-Year Trends

November 2020

## Exp percent of Co\$

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average	MOM	YTD
2011	104.0	97.9	78.4	75.6	71.1	66.1	71.2	70.5	80.3	83.9	85.9	85.0		0.0%	
2012	95.9	86.5	74.4	70.6	64.9	63.3	66.7	65.9	76.6	74.3	76.7	76.2		-10.8%	-7.4%
2013	86.9	83.0	70.2	64.7	59.6	59.3	60.4	61.5	70.9	71.3	76.9	73.2	68.1%	0.2%	-6.7%
2014	85.6	80.8	69.8	64.0	59.3	57.7	58.3	61.3	67.1	66.6	73.1	68.5	66.1%	-4.8%	-2.6%
2015	81.6	76.0	63.7	59.9	56.9	54.0	55.3	59.6	63.4	65.8	73.0	66.5	63.0%	-0.2%	-4.9%
2016	77.2	73.4	62.8	60.5	55.9	53.9	58.9	59.3	63.9	65.2	67.4	66.1	62.5%	-7.6%	-0.7%
2017	75.5	73.0	61.0	60.1	54.9	53.8	58.4	58.1	64.4	64.9	66.9	68.7	62.1%	-0.8%	-1.0%
2018	75.9	73.3	62.1	61.1	56.3	56.2	59.4	61.0	69.1	67.6	71.1	73.2	64.3%	6.3%	3.4%
2019	80.9	76.3	66.9	62.4	58.3	59.9	60.3	62.7	68.1	68.1	73.0	70.5	66.1%	2.6%	3.3%
2020	79.3	76.5	88.6	82.7	73.7	61.6	57.2	58.0	58.9	59.3	61.2		67.3%	-16.1%	2.4%

## Exp per Unit

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average	MOM	YTD
2011	920	883	710	713	668	634	665	626	689	716	719	700		0.0%	
2012	822	758	663	655	603	585	594	571	635	611	640	645		-11.0%	-9.9%
2013	737	722	637	597	552	543	528	517	579	587	646	622	593	1.0%	-7.3%
2014	774	760	662	631	575	551	537	546	576	574	653	606	606	1.1%	2.6%
2015	764	724	622	594	556	516	499	521	536	563	647	584	578	-1.0%	-4.8%
2016	730	700	614	592	543	507	530	515	547	567	599	585	574	-7.4%	-0.8%
2017	708	716	605	601	538	508	528	514	564	569	599	618	577	0.0%	0.2%
2018	730	730	630	615	557	536	538	539	611	597	648	672	605	8.2%	4.6%
2019	793	764	685	637	575	568	542	555	594	591	647	626	618	-0.2%	2.9%
2020	760	755	875	788	666	551	500	495	493	486	513		599	-20.7%	-3.0%

# KWRI Multi-Year Trends

November 2020

## Exp per Agent

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	322	330	367	374	376	397	381	385	374	356	354	386	4,402	0.0%	
2012	366	375	406	415	431	435	426	425	385	389	381	385	4,819	7.6%	4.8%
2013	363	359	397	422	437	421	427	406	373	371	346	354	4,677	-9.2%	-6.2%
2014	335	334	369	392	402	407	400	375	363	358	327	354	4,416	-5.5%	-4.8%
2015	312	316	369	386	383	412	388	362	344	335	309	347	4,262	-5.5%	-3.7%
2016	306	309	362	367	380	395	365	367	345	323	323	336	4,179	4.7%	-0.7%
2017	300	303	363	350	380	383	354	355	328	325	317	325	4,084	-1.8%	-1.3%
2018	293	296	341	353	368	365	348	352	312	320	312	311	3,972	-1.6%	-0.6%
2019	310	327	372	390	409	393	391	382	351	356	338	361	4,379	8.2%	12.0%
2020	329	335	469	411	349	376	407	378	375	366	333		4,128	-1.4%	0.9%

## Owner Profits

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	-1,928,399	-852,114	4,272,717	5,079,976	6,639,957	8,823,008	6,461,714	6,751,630	3,636,816	2,415,721	1,914,538	2,113,019	45,328,583	0.0%	
2012	-324,799	1,769,992	5,537,813	6,862,681	9,512,051	10,143,227	8,450,859	8,942,546	4,634,943	5,558,885	4,731,567	4,801,800	70,621,565	147.1%	52.3%
2013	1,835,778	2,672,294	7,384,058	10,218,937	13,035,964	12,939,411	12,709,485	11,833,929	7,298,858	7,187,462	5,056,399	6,341,111	98,513,684	6.9%	40.0%
2014	2,227,530	3,760,437	8,233,776	11,514,007	14,437,938	15,795,645	15,296,044	12,874,136	9,857,940	10,256,136	6,871,777	9,249,361	120,374,726	35.9%	20.6%
2015	3,927,889	5,734,027	12,529,941	15,468,888	17,547,928	21,267,747	19,407,077	15,533,804	12,909,048	11,506,014	7,677,446	11,519,716	155,029,526	11.7%	29.1%
2016	6,107,060	7,722,360	14,909,798	16,719,842	21,054,291	24,062,707	18,345,566	18,466,200	14,601,372	13,136,546	11,932,008	12,905,779	179,963,529	55.4%	16.4%
2017	7,525,835	8,601,041	18,181,222	18,366,977	24,754,138	26,264,739	20,483,946	20,953,631	15,192,981	14,889,024	13,302,093	12,290,224	200,805,851	11.5%	12.8%
2018	7,938,584	9,302,893	18,246,442	19,790,078	25,219,913	25,252,444	21,250,057	20,245,445	12,716,396	14,088,380	11,606,295	10,008,347	195,665,273	-12.7%	-1.5%
2019	5,756,286	8,349,100	15,510,040	19,897,137	24,901,357	22,448,084	21,949,838	19,523,229	14,322,620	14,458,492	10,563,622	12,734,602	190,414,407	-9.0%	-4.3%
2020	6,976,029	8,447,580	4,963,546	7,011,178	10,162,504	19,635,677	25,764,461	23,324,965	22,514,728	21,769,251	18,460,078		169,029,998	74.8%	-4.9%

# KWRI Multi-Year Trends

November 2020

## Profit Share

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	824,486	1,177,038	2,901,723	3,562,934	4,404,554	5,964,112	4,720,006	4,883,441	2,938,101	2,419,483	2,115,324	2,418,117	38,329,319	0.0%	
2012	1,231,723	2,039,527	3,888,871	4,999,825	6,646,614	7,536,969	6,523,781	6,773,592	3,755,443	4,205,030	3,750,075	3,980,455	55,331,906	77.3%	43.0%
2013	2,121,879	2,749,652	5,407,162	7,577,191	10,182,064	10,283,501	10,162,739	9,297,615	5,650,023	5,694,299	4,010,027	5,052,106	78,188,257	6.9%	42.4%
2014	2,642,248	3,310,152	6,314,959	8,975,351	11,629,238	12,905,446	12,652,816	10,625,008	7,991,354	8,020,463	5,473,767	7,543,998	98,084,800	36.5%	23.8%
2015	3,375,541	4,759,175	10,030,760	12,783,597	14,694,823	18,308,537	16,567,891	13,118,356	10,715,786	9,440,826	6,151,625	9,867,670	129,814,588	12.4%	32.5%
2016	5,013,216	6,260,034	12,390,828	14,328,549	18,415,354	21,140,538	16,048,899	16,066,956	12,406,183	10,990,632	10,052,828	11,330,649	154,444,665	63.4%	19.3%
2017	6,214,558	7,367,467	15,416,205	15,758,374	21,692,622	23,215,155	17,961,571	18,467,518	13,117,855	12,708,209	11,491,794	11,272,720	174,684,050	14.3%	14.2%
2018	6,935,013	8,050,898	15,585,754	17,031,744	21,995,622	22,138,089	18,670,365	17,743,440	10,873,510	12,010,904	10,089,911	9,369,690	170,494,939	-12.2%	-1.4%
2019	5,834,539	7,438,386	13,345,812	17,303,391	21,768,808	19,561,840	19,288,051	17,075,301	12,247,029	12,512,578	9,615,816	11,212,746	167,204,298	-4.7%	-3.2%
2020	6,611,407	7,806,706	4,476,069	6,411,809	9,276,503	17,188,362	22,387,999	20,353,235	19,667,210	19,120,691	16,153,864		149,453,856	68.0%	-4.2%

## Profit percent of GCI

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average	MOM	YTD
2011	-1.4	-0.6	2.1	2.3	2.8	3.2	2.6	2.5	1.6	1.2	0.9	1.0		0.0%	
2012	-0.2	1.0	2.3	2.7	3.1	3.1	2.7	2.7	1.7	2.0	1.8	1.7		86.3%	23.2%
2013	0.8	1.2	2.5	2.9	3.1	3.0	2.8	2.6	2.0	2.0	1.6	1.9	2.3%	-6.8%	6.7%
2014	0.9	1.4	2.4	2.9	3.1	3.1	2.9	2.7	2.2	2.3	1.9	2.2	2.5%	17.8%	4.6%
2015	1.3	1.8	2.8	3.0	3.2	3.2	2.9	2.6	2.4	2.3	1.8	2.2	2.6%	-4.2%	4.5%
2016	1.6	2.0	2.8	2.9	3.1	3.0	2.6	2.5	2.3	2.2	2.1	2.2	2.5%	14.7%	-2.6%
2017	1.7	1.9	2.8	2.8	3.0	2.9	2.5	2.5	2.2	2.2	2.1	1.9	2.4%	-2.1%	-1.6%
2018	1.6	1.8	2.6	2.6	2.9	2.7	2.4	2.3	1.9	2.0	1.8	1.6	2.3%	-12.6%	-7.3%
2019	1.2	1.6	2.3	2.6	2.7	2.5	2.3	2.2	1.9	1.8	1.6	1.7	2.1%	-13.4%	-7.7%
2020	1.3	1.5	0.7	1.1	1.5	2.2	2.3	2.2	2.1	2.0	1.9		1.8%	22.0%	-15.4%

# KWRI Multi-Year Trends

November 2020

## Profit percent of Co\$

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average	MOM	YTD
2011	-8.5	-3.4	12.4	13.9	16.9	19.7	16.2	16.6	10.5	7.7	6.3	6.7		0.0%	
2012	-1.2	6.0	14.7	16.7	20.4	20.8	18.5	19.1	12.6	14.4	12.8	12.8		102.6%	32.9%
2013	5.9	8.2	17.0	20.0	22.3	22.5	21.8	21.3	16.2	15.8	12.7	14.7	17.5%	-0.5%	17.5%
2014	6.3	10.0	16.9	20.0	22.4	23.1	22.6	21.0	18.0	18.6	14.8	17.2	18.5%	16.3%	4.7%
2015	9.8	13.0	20.0	21.8	23.3	24.6	24.0	21.8	19.9	18.7	14.9	18.0	20.0%	0.4%	8.6%
2016	12.4	14.6	20.2	21.2	23.4	24.5	21.8	21.7	19.4	18.8	17.6	17.9	20.1%	18.0%	0.2%
2017	13.3	14.4	21.0	21.4	24.0	24.4	22.1	22.2	19.1	18.9	17.7	16.3	20.2%	0.6%	1.1%
2018	12.8	14.3	20.4	20.8	23.3	23.3	21.5	20.7	16.6	17.4	15.4	13.8	19.0%	-12.9%	-5.4%
2019	9.4	12.5	17.7	20.1	22.2	21.4	21.1	19.8	17.1	17.0	14.1	15.6	18.0%	-8.4%	-6.2%
2020	10.6	12.1	5.9	9.0	13.7	20.4	22.8	22.4	21.8	21.6	20.6		17.3%	46.3%	-5.0%

## Profit per Unit

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average	MOM	YTD
2011	-75	-31	112	131	159	189	152	148	90	66	53	55		0.0%	
2012	-11	52	131	155	189	192	165	166	105	118	107	108		102.0%	29.4%
2013	50	71	154	185	206	206	190	180	133	130	107	125	153	0.3%	16.7%
2014	57	94	160	197	217	221	208	187	154	160	132	152	170	23.5%	10.4%
2015	91	124	196	216	228	235	217	190	169	160	132	158	184	-0.3%	8.7%
2016	118	139	198	207	228	230	196	188	166	164	156	159	184	18.2%	0.1%
2017	125	141	209	214	235	230	200	196	167	165	158	146	187	1.4%	2.4%
2018	123	142	207	210	231	222	195	183	146	154	140	126	179	-11.4%	-4.3%
2019	92	125	181	205	219	203	189	175	150	148	125	139	168	-10.8%	-6.6%
2020	102	120	58	85	123	183	199	191	183	177	173		153	38.3%	-10.1%

# KWRI Multi-Year Trends

November 2020

## Profit per Agent

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	-26	-12	58	69	89	118	87	91	49	33	26	30	612	0.0%	
2012	-5	26	80	98	135	143	118	124	63	75	64	64	986	144.3%	50.5%
2013	25	35	96	130	163	160	154	141	86	83	57	71	1,201	-9.9%	18.1%
2014	25	41	89	123	152	163	155	129	97	100	66	89	1,229	15.5%	2.4%
2015	37	54	116	141	157	187	168	132	108	95	63	94	1,352	-4.9%	9.9%
2016	49	62	117	128	159	180	135	134	105	93	84	91	1,338	33.7%	0.2%
2017	53	60	125	125	166	174	134	135	97	94	84	77	1,324	-0.4%	0.8%
2018	49	58	112	120	152	151	126	120	75	82	68	58	1,172	-19.4%	-9.0%
2019	36	53	99	125	156	140	136	121	88	89	65	80	1,189	-3.3%	1.7%
2020	44	53	31	44	65	125	162	146	139	133	112		1,054	72.0%	-6.4%

## Royalties

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	4,666,483	5,175,816	7,195,523	7,538,901	7,941,301	8,833,086	7,712,643	7,888,797	6,752,738	6,194,477	6,117,416	6,471,444	82,488,626	0.0%	
2012	5,381,130	6,077,545	7,809,413	8,399,035	9,295,374	9,466,443	8,882,554	8,978,331	7,140,873	7,599,742	7,354,139	7,491,929	93,876,509	20.2%	13.6%
2013	6,284,800	6,814,619	8,845,059	10,304,168	11,476,548	11,106,634	11,246,459	10,513,523	8,602,817	8,877,931	7,849,476	8,541,737	110,463,772	6.7%	18.0%
2014	6,974,038	7,691,784	10,049,158	11,642,628	12,736,469	13,142,478	12,862,098	11,748,536	10,763,995	10,787,119	9,143,914	10,754,901	128,297,119	16.5%	15.3%
2015	7,931,355	9,022,080	12,702,850	14,065,331	14,710,035	16,509,121	15,438,571	13,544,340	12,455,365	12,054,755	10,246,108	12,747,226	151,427,139	12.1%	18.0%
2016	9,631,617	10,681,609	14,825,087	15,783,593	17,547,412	18,987,718	16,228,666	16,378,873	14,661,266	13,682,588	13,425,442	14,396,101	176,229,971	31.0%	16.7%
2017	11,167,285	11,937,517	17,420,561	17,009,285	20,302,385	20,803,009	18,015,745	18,271,008	15,521,825	15,622,895	14,976,318	15,020,365	196,068,196	11.6%	11.9%
2018	12,145,268	13,187,257	18,053,043	19,006,013	21,573,098	21,298,540	19,408,587	19,252,365	15,166,110	16,158,924	15,262,923	14,680,898	205,193,025	1.9%	5.2%
2019	12,167,399	13,680,684	17,972,174	20,298,370	22,686,943	21,122,239	21,079,414	19,736,597	17,008,796	17,368,166	15,324,786	16,637,124	215,082,693	0.4%	4.2%
2020	13,130,721	14,468,083	17,508,462	16,797,983	16,172,203	20,740,925	23,920,842	21,797,212	21,391,273	21,030,614	18,592,917		205,551,236	21.3%	3.6%

# KWRI Multi-Year Trends

November 2020

## Royalties percent of GCI

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average	MOM	YTD
2011	3.3	3.5	3.5	3.5	3.4	3.2	3.1	2.9	2.9	3.0	3.0	3.0		0.0%	
2012	3.2	3.3	3.3	3.2	3.1	2.9	2.8	2.7	2.7	2.7	2.7	2.7		-9.4%	-8.1%
2013	2.9	3.0	3.0	2.9	2.7	2.6	2.5	2.3	2.4	2.4	2.5	2.5	2.6%	-6.9%	-10.1%
2014	2.7	2.9	2.9	3.0	2.7	2.6	2.4	2.4	2.4	2.5	2.6	2.6	2.6%	1.0%	0.0%
2015	2.7	2.8	2.9	2.8	2.6	2.5	2.3	2.3	2.3	2.4	2.5	2.4	2.5%	-3.9%	-4.5%
2016	2.6	2.8	2.7	2.7	2.6	2.4	2.3	2.2	2.3	2.3	2.4	2.4	2.4%	-3.3%	-2.4%
2017	2.5	2.7	2.7	2.6	2.5	2.3	2.2	2.2	2.2	2.3	2.3	2.3	2.4%	-2.1%	-2.4%
2018	2.4	2.6	2.6	2.5	2.4	2.3	2.2	2.2	2.2	2.3	2.4	2.4	2.4%	2.1%	-0.9%
2019	2.5	2.7	2.7	2.6	2.5	2.3	2.2	2.2	2.2	2.2	2.3	2.2	2.4%	-4.5%	0.4%
2020	2.4	2.6	2.5	2.5	2.5	2.3	2.2	2.0	2.0	1.9	1.9		2.2%	-15.3%	-7.9%

## Royalties per Unit

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average	MOM	YTD
2011	182	189	189	194	190	189	181	172	167	168	169	168		0.0%	
2012	177	180	184	190	185	179	173	166	161	162	166	168		-1.7%	-3.5%
2013	171	182	185	186	182	177	168	159	156	161	166	169	171	0.2%	-1.7%
2014	180	193	196	200	191	184	175	171	169	168	176	177	181	5.9%	5.6%
2015	185	194	198	197	191	182	172	166	163	167	176	175	180	0.0%	-0.7%
2016	186	193	197	195	190	182	174	167	167	170	175	177	180	-0.3%	0.3%
2017	185	196	200	198	193	183	176	171	171	173	178	179	183	1.4%	1.5%
2018	188	201	205	201	197	187	178	174	175	176	184	185	187	3.5%	2.3%
2019	195	205	210	209	200	191	182	177	178	178	181	181	190	-1.6%	1.7%
2020	191	205	205	205	196	193	185	178	174	171	174		187	-4.0%	-2.1%

# KWRI Multi-Year Trends

November 2020

## Royalties per Agent

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MOM	YTD
2011	64	71	98	102	107	119	104	106	91	84	83	93	1,119	0.0%	
2012	79	89	113	120	132	134	124	124	98	103	99	100	1,314	18.8%	12.3%
2013	84	90	115	131	144	137	136	125	101	102	89	96	1,351	-10.0%	-0.5%
2014	78	85	109	124	134	136	131	117	106	105	88	103	1,316	-1.0%	-2.0%
2015	75	85	118	128	132	145	134	115	104	100	84	104	1,323	-4.6%	0.4%
2016	78	85	116	121	133	142	120	119	105	97	95	102	1,312	12.8%	0.4%
2017	79	83	120	115	136	138	118	118	99	99	94	94	1,294	-0.4%	-0.1%
2018	76	82	111	116	130	127	115	114	89	94	89	86	1,229	-5.9%	-2.8%
2019	76	88	114	128	142	132	131	122	105	107	95	104	1,344	6.6%	10.6%
2020	83	91	110	107	103	132	151	136	132	129	113		1,285	19.4%	1.9%