

Realty Executives History

Founded in 1965 and headquartered in Phoenix, Arizona, Realty Executives is the leading broker of real estate services in Arizona. With several branch offices throughout the state, Realty Executives was founded in 1965 on the unique principal of 100% commissions for its agents. This has attracted the top performers in real estate and has helped grow the company to more than 1,600 Executives. The company has been consistently ranked as the number one real estate broker in Arizona in transactions, and is the twelfth largest broker in the U.S. by sales volume, according to the National Association of Realtors in 2004.

In 1965, Dale Rector founded Realty Executives International in Scottsdale, Arizona. Recognized as the first to champion the "100 percent commission" concept, Rector realized that the status quo was not working and he sought to change and improve the business of selling real estate.

Known to be an innovator and a soft-spoken champion of real estate professionals industry-wide, Rector's 100 percent concept had emerged as an industry philosophy embraced by nearly one-quarter of all REALTORS® throughout the U.S.

Each year, sales volume and the number of associates have grown - proof of the concept's wide acceptance and success. But Realty Executives rapid growth is no surprise. Give professional sales associates an environment where they can concentrate on what they love to do - sell, and they will get results.

Through Dale Rector's vision and dedication to his new concept, the real estate industry has experienced a major change—an alternative to traditional operations that have hindered the real estate profession for many years. Realty Executives has revolutionized the real estate industry by focusing on the needs of the real estate Executive.

REALTY EXECUTIVES of Phoenix Distinctions

Ranked #1 in Sales Volume for 2008 in Arizona by The Phoenix Business Journal

Ranked #14 in Transaction Sides for 2008, among all U.S. residential brokerages by REALTOR Magazine Top 100

Ranked #1 in Sales Volume for 2008 by REALTOR Magazine Top 100

Ranked #20 in Sales Volume for 2008, among all U.S. residential brokerages by REALTOR Magazine Top 100

2008 Ranked # 1 in Arizona (First Quarter) for sales volume according to the RIS Media 2008 Power Broker Report

2007 Ranked 13th largest broker in the U.S for sales transactions according to the RIS Media 2008 Power Broker Report.

2007 Ranked # 1 in sales volume among all Realty Executive franchises worldwide.

2007 Ranked # 1 locally by THE BUSINESS JOURNAL in sales volume, among all residential brokerage firms.

2006 Ranked # 1 locally by THE BUSINESS JOURNAL in sales volume, among all residential brokerage firms.

2006 Ranked # 1 in sales volume among all Realty Executive franchises worldwide.

