



ENGEL & VÖLKERS®

Engel & Völkers Worldwide

The division for commercial real estate performed over-proportionally well, doubling their commission earnings exactly by 100% to €49.4 million. The residential property division increased figures by 40% to €74.2 million, a growth borne not only by the success of German residential property shops, but also by strong expansion abroad, where commission revenues rose by 51% to €36.5 million. Overall, 2006 saw the Engel & Völkers Group perform transactions for real estate worth an estimated total of three billion euros.

"We are well on the way to becoming a truly globally positioned company," said Christian Völkers, CEO. "In the past year we have also laid the key foundation stones for further growth." Engel & Völkers has been granted authorisation by the strict inspection authorities to assign licenses in the USA. Besides the Head Office in Hamburg, two new Headquarters have been opened in New York and Hong Kong to oversee the expanding operations in North and South America and in Asia and Australia, respectively. "At present, at least one new residential property shop is opening each week, and we can already predict that this rate of expansion will double during the course of 2007," Völkers continued. "Based on those shops already operating and the planned new shop openings this year, we can forecast a growth for the Engel & Völkers Group in 2007 of between 40 and 50%."

Approximately 1,700 employees currently work in 204 (end of 2005: 156) residential property shops and 19 commercial offices in 25 countries across four continents. Engel & Völkers is represented most strongly on the Spanish mainland, the Balearic and Canary Islands with 49 residential property shops at present, followed by South Africa with 37 and Switzerland with 17 shops. Five residential property shops are already operating under the Engel & Völkers brand in the USA. In Germany, Engel & Völkers was already by far the largest real estate company back in 2005. The extent to which the licensing partner system developed by the company has been successfully established was also shown by the official naming of an Engel & Völkers entrepreneur as the German Franchise Founder of the Year 2006.