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## **John L. Scott Real Estate Announces Opening of 100<sup>th</sup> Franchise Office**

*Entire John L. Scott Network Reaches 140 Offices*

**Seattle**—John L. Scott Real Estate Chairman and CEO, J. Lennox Scott, announces the opening of his company's 100<sup>th</sup> franchise office, bringing the total number of John L. Scott offices to 140. Scott currently owns 40 branch offices.

“Our growth during the past year has been phenomenal,” said Scott. “With that being said, our goal has never been about size; it's been about finding quality partners that meet John L. Scott's high standards of business.”

Scott credits his company's recent growth to John L. Scott's strong affiliate division, which is led by Terry Kohlstrand. “Terry understands the franchise side of the real estate business very well and is passionate about supporting broker-owners and helping them succeed,” said Scott.

Kohlstrand and his team have been responsible for bringing on 19 franchise offices since he joined John L. Scott in August 2005, including The Dalles, Oregon office in the Columbia Basin, which marked the opening of the company's 100<sup>th</sup> franchisee. Kohlstrand says that his team has plans to open 12-15 offices in 2007, including possible growth into contiguous states, such as California and Alaska.

Other recent franchise office openings include: Bingen, Washington; Goldendale, Washington; Stevenson, Washington; Seattle/Metro; Seattle/Green Lake; Tri Cities, Washington; Walla Walla, Washington; Coeur d' Alene, Idaho.

For more information about franchise opportunities at John L. Scott Real Estate, please contact Terry Kohlstrand at 206-230-7730 or email [terrykohlstrand@johnlscott.com](mailto:terrykohlstrand@johnlscott.com)

### **About John L. Scott**

John L. Scott Real Estate is led by third generation chairman and CEO, J. Lennox Scott. With over 61,000 closed transactions last year, John L. Scott grossed more than 17 billion dollars in sales volume ranking it the fourth most productive regional real estate company in the nation. John L. Scott has 140 offices and over 4,700 sales associates located throughout Washington, Oregon, and Idaho. The award-winning website, [www.johnlscott.com](http://www.johnlscott.com), receives over one million visits a month producing over nine million property views.

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