



JUDGE FITE COMPANY

Legacy of Service



Founders Dene and Judge Fite

When real estate pioneer Judge B. Fite founded his real estate, mortgage and insurance company in 1937, he launched a tradition that spans over seven decades of service and commitment to the Dallas/Ft. Worth Metroplex. Throughout its rich history of growth, expansion, mergers and acquisitions, the Judge Fite Company has remained consistently true to its founding ideals.

In 1962 Dene Fite joined her husband Judge in the company and in 1975, two of Judge and Dene's children, Jan Fite-Miller and Jim Fite, started managing the company using the values taught to them by their parents. At the time, Judge Fite Company had one office and eight people (including Jim and Jan). In 1977, Judge Fite Company opened a second office, and by 1986, the company had grown to thirty associates and staff. During the worst eight years in the Texas real estate industry, 1986-1993, Judge Fite Company continued to grow and prosper.

Today, at the helm of the company are Judge Fite's children, Jim Fite, President, and Jan Fite Miller, Executive Vice President, both of whom are equally committed to the legacy of service and integrity that was established 70 years ago by Dene and Judge Fite.

"This brother and sister team leads the company in tandem and creates an atmosphere for success for everyone within the organization. Their honesty and fairness are known throughout the industry by clients and competitors alike".

Throughout the company's growth, even during down markets, CENTURY 21 Judge Fite Company has continued to impact the real estate industry in a positive way. Through the company's activity and influence they have managed to improve upon many of the real estate systems used in the state of Texas. The company was recently named one of the "60 Best" Companies to work for in the state by Texas Monthly magazine, an award designed to "identify, recognize and honor the best employers in Texas, benefiting the state's economy, its workforce and businesses", and as a Top 100 Place to Work by the Dallas Morning News.

The success attitude of its leadership, shored up by unmatched business acumen has propelled CENTURY 21 Judge Fite to continue broadening its horizons, both geographically and with the kinds of products and services it incorporates to meet the needs of a continually changing marketplace. "Our focus has always been to provide quality service to the people we serve and over the years that has not changed. We continue to hold the standard high and to meet the needs that arise in a diverse and changing market", says Jim Fite, "in fact, the older I get the more I see that we don't do it like everyone else, we do it a little bit better!"

BUILDERnews Magazine recently named CENTURY 21 Judge Fite Company as the 22nd best real estate company in a 10-state region including Arizona, California, Colorado, Idaho, Oregon, Minnesota, Nevada, Texas, Utah and Washington in new home sales. From a one man real estate company in 1937, to 20 Century 21® offices, this family owned company is now the 3rd largest real estate company in the Dallas/Ft. Worth Metroplex, the largest CENTURY 21 in a 9-state region, and the 4th largest CENTURY 21® Company in the world!



Siblings Jim Fite, President and Jan Fite-Miller, Executive Vice President

SMARTER. BOLDER. FASTER.



Company History

Since 1937 CENTURY 21 Judge Fite Company has been serving the people of the Dallas/Fort Worth Metroplex. During this time the company has grown through personal referrals from its past clients and business partners. Through the affiliation with Century 21 Real Estate, LLC, the company offers real estate services internationally.

In 2012, CENTURY 21 Judge Fite Company rolled out its updated and upgraded public website and real estate agent intranet site. The public consumer site offers up-to-date information with the latest mapping technology on residential and commercial real estate, mortgage, property management, insurance and limitless links to contractors and vendors who provide real property services to property owners and tenants alike. The site is filled with video presentations that target the needs of consumers today, plus blog articles on timely topics.

The company's intranet site offers its real estate professionals and staff the latest in marketing tools and property search features that are unmatched in the real estate business. Each real estate professional has their own personal website to serve their personal clients. In addition, the real estate professionals have all the programs, tools and services of the company accessible from any computer or smartphone worldwide.

Note: The milestone dates below primarily describe the history of the brokerage company, CENTURY 21 Judge Fite Company. It is important to recognize the company has also developed additional service offerings including the following:

CENTURY 21 Judge Fite Company, Residential Brokerage and Leasing – serves clients by providing extensive marketing and personal consulting to sell or purchase real property through extensively trained real estate professionals

CENTURY 21 Judge Fite Management Company – serving landlords and tenants of over 1800 rental properties including finding a tenant, credit/background/criminal/landlord history checks, collection of rents, repair coordination and supervision, detailed accounting to landlords, and eviction, if required

Cendera Funding – provides professional mortgage origination services to clients obtaining their initial mortgage to purchase a property or refinance their present mortgage

CENTURY 21 Judge Fite Company, Business Development – serving the relocation, asset management and brokerage needs of Corporations, national lenders/Banks, and government agencies

CENTURY 21 Judge Fite Company, Commercial Brokerage and Leasing – serves the commercial real estate needs of clients whether buying, leasing or tenant representation

CENTURY 21 Judge Fite Company, Connections Network – serving owners and tenants of real property through locating local vendors to help repair and protect their homes and real estate investments

UtilityHelper.com – allows consumers to shop and hook-up utilities (electric, gas and water), transfer their drivers license info, file their homestead exemption and many other services

Judge Fite Insurance – serves the property and casualty plus access to all other types of insurance needs of clients throughout Texas

Below are major milestones in the company's history over the past 76 years:

1937: Judge B. Fite founded a company specializing in real estate, insurance and mortgage brokering. During the company's formative years, Judge B. Fite and his wife Dene built the cornerstone of the business based on honesty, integrity and ethical standards.

1977: Judge Fite Company opens its second residential brokerage office.

1985 to 1993: During one of the worst real estate recessions history, the company invests in corporate relocation, foreclosed properties, property management, commercial real estate and asset management of properties owned by the U.S. Department of Housing and Urban Development and other lenders/banks.

SMARTER. BOLDER. FASTER.



THE OFFICIAL REAL ESTATE COMPANY OF THE DALLAS COWBOYS

Company History

1993 to 1995: CENTURY 21 Judge Fite buys its largest competitor, RE/MAX Southwest REALTORS, then All-Pro REALTORS, growing the company to more than 100 sales associates exceeding \$100 million annual sales.

1997: Becomes CENTURY 21 Judge Fite Company, after merging with two of the largest CENTURY 21 franchises in the DFW Metroplex and positions itself as the #1 Century 21® Company in Texas! (CENTURY 21 Judge Fite Company has maintained this ranking as the #1 Century 21 in Texas since 1997.)

1999 to 2000: Merges with two additional real estate firms in Denton County.

2000: Acquires CENTURY 21 Herman Boswell, the number seven CENTURY 21 office in the world, which boosts sales to \$450 million, making Judge Fite Company the number 4 CENTURY 21® company in the World. The company then opens its Client Services Center in Dallas to provide additional training, tools and systems for its clients and real estate professionals.

2001: Three more companies merge with CENTURY 21 Judge Fite Company. The company now has more than 500 real estate professionals and staff working out of 15 offices, including a Client Service Center, which includes Centurion Mortgage, Commercial, corporate relocation, property management, and real estate-owned services.

2002: CENTURY 21 Judge Fite Company buys Real Estate Career Training and offices in Aubrey, Richardson, and opens an office in Southlake, introducing its presence in Northeast Tarrant County.

2003: CENTURY 21 Judge Fite Company starts the year with three acquisitions — Mansfield, Weatherford and Ennis offices. Several marketing tools are introduced, such as an online resource center, a relocation CD and a listing presentation brochure.

2006: CENTURY 21 Judge Fite Company opens new office in Fort Worth and closes the year with \$1.275 billion dollars in real estate transactions.

2007: Judge Fite Insurance is launched, offering insurance coverage for home, auto and business. *Texas Monthly* magazine names CENTURY 21 Judge Fite Company one of the "60 Best" companies to work for in Texas and the company celebrates 70 years of outstanding real estate service!

2010 to 2011: During this period, the company amends its business model to form Regional Offices throughout the DFW Metroplex in order to provide additional services and enhanced technology to clients. CENTURY 21 Judge Fite Company merges with CENTURY 21 Whitehill and CENTURY 21 Star, Inc., both in Fort Worth, plus CENTURY 21 High Point Properties in McKinney.

2012: CENTURY 21 Judge Fite merges with Coldwell Banker Americana Realtors in Midlothian.

2013: CENTURY 21 Judge Fite is awarded the Platinum Excellence Award from Cartus Broker Network for our International Relocation efforts, and is named as the #7 large business in the *Dallas Morning News* Top 100 Places to Work.

2014: For the second year in a row, CENTURY 21 Judge Fite Company is awarded the Platinum Excellence Award from CARTUS Broker Network, and was named the #4 large business in the *Dallas Morning News* Top 100 Places to Work. The company implemented 100% paperless technology for real estate professionals and rolled out our mobile app for enhanced service and availability to clients. On May 4, 2014, the company announced its new partnership as **The Official Real Estate Company of the Dallas Cowboys.**

SMARTER. BOLDER. FASTER.



JUDGE FITE COMPANY

Q: Was Judge Fite a real Judge?

A: No, Judge was his real name....Judge is a family name spanning several generations before and after him. One of the Fite ancestors was a well thought of Judge. When Judge B. Fite's father was born, he was named Judge A., then his son was the founder of Judge Fite Company – Judge B. Fite, then his first born son is Judge C and then his son is Judge D.

Q: Does Century 21® own Judge Fite Company?

A: No, each office in CENTURY 21 is independently owned and operated. Our company is incorporated as Judge Fite Company, Inc. and owns multiple Century 21® franchises. (And is the largest Century 21® company in Texas!) The company is owned by Jim Fite and Jan Fite Miller and other qualified/eligible employees and Real Estate Professionals within the company.

Q: When was CENTURY 21 Judge Fite Company founded and by whom?

A: The company was founded as a real estate, insurance, and mortgage company in 1937 by Judge B. Fite and operated under the name Judge Fite Company, Realtors® until 1997 when the company became a part of the Century 21® franchise system.

Q. Who currently manages CENTURY 21 Judge Fite Company?

A: Judge Fite Company is a "Family" organization. Jim Fite, President and Jan Fite Miller, Executive Vice President (brother/sister), along with their Management Team of over 20 Leaders with over 400 years of collective real estate experience. When you join Judge Fite Company, you join the Judge Fite Family!

Q: Why did Judge Fite Company join Century 21?

A: Century 21 offered Judge Fite Company multiple benefits such as: International Brand; Proven Systems; Unsurpassed Marketing Tools; International Relocation Clients; Proven Training Systems; Cutting Edge Technology; and much much more!

Q: What makes Judge Fite Company stand out in real estate firms in North Texas?

A: The Core Values – Judge and Dene Fite are the cornerstones of the company having taught their children Honest, Integrity, Ethical Standards and to "Do the Right Thing" in business. The foundation of the company is Strategic Planning. Each year the company goes through an extensive Strategic Planning process to insure Quality Service for its clients and real estate professionals benefit.

Q: What are "core services"?

A: Core Services are the affiliate companies, subsidiaries, partnerships or business relationships of the Judge Fite Company. The core services companies were established to meet the growing needs of our customers' surveyed desire for a One Stop Shop to serve their real estate needs. They include:

- Cendera Funding
- Judge Fite Insurance
- Judge Fite Management Company
- Judge Fite Business Development
- Judge Fite Commercial
- RECT (Real Estate Career Training)
- Connections Network
- UtilityHelper.com



JUDGE FITE COMPANY

Q: How does Judge Fite Company grow its company?

A: Since 1937, Judge Fite Company has been an entrepreneurial company that since 1997 has been affiliated with the #1 real estate brand in the world, Century 21. Through this combination and focus on tools, systems, marketing, training, and expanded services Judge Fite Company's referral base continues to expand its quality reputation.

Q: Is Quality Service important to Judge Fite Company?

A: Absolutely, the only way Judge Fite Company has stayed in business since 1937 is through "word-of-mouth" advertising! Every client is surveyed after closing. Each office has a goal of winning a Quality Service Award from Century 21 annually. Our goal is 100% Quality Service!

Q: How are Quality Service issues resolved?

A: Communication is the #1 key to Quality Service. Most issues begin with "lack of or miss" communication. When an issue arises, we hope that if it cannot be resolved through the Real Estate Professional, the client can always contact one of our Regional Sales Managers or Department Heads to help resolve the issue.

Q: What are some of the Awards and Honors that Judge Fite Company has won?

A: Too many to name in an FAQ. Some include:

- Art Bartlett 2100 Cup – Century 21's most prestigious award

- Realtor of the Year – Judge, Jim and Jan plus numerous company leaders and real estate professionals have won this award in many of the North Texas Association of REALTORS

- Best Company to work for in Texas – presented by Texas Monthly Magazine and the Texas Association of Business

- #7 of large companies in the 2013 Dallas Morning News Top 100 Places to Work

- Top 10 Century 21 Companies – Every year since joining the Century 21® franchise system

- Company has been in the Top 10 of all Century 21 Companies worldwide

- Quality Service Awards – Year after year Judge Fite offices and real estate professionals earn this award in the Century 21 System



Serving the Community



CENTURY 21 Judge Fite Company, we are serious about serving the community by helping people. We believe that by volunteering in our local communities that we can help create a feeling of camaraderie among our agents that fosters a sense of involvement.

Since 1997, CENTURY 21 Judge Fite Company has supported Easter Seals through local fundraising activities and volunteerism, raising over \$1.8 million for Easter Seals of North Texas.

In addition to participating in Easter Seals' Walk With Me, we hold our own annual fundraiser - Boots, Beer & BBQ, scheduled for September 13, 2014, 6pm at Eddie Deen's Ranch in downtown Dallas.

In addition to sponsoring Boots, Beer & BBQ, CENTURY 21 Judge Fite Company also actively participates in the following ongoing Easter Seals programs:

- Closings for kids
- Cards for kids
- Casual for the kids (jeans day)
- Fines for meeting interruptions; pocket change collection
- Easter Seals luncheons

For many years, Easter Seals has held a strong commitment to helping children and adults with disabilities lead fuller, happier lives! To learn more about Easter Seals, visit the Easter Seals Website: <http://ntx.easterseals.com>

SMARTER. BOLDER. FASTER.



JUDGE FITE COMPANY

The Official Real Estate Company of the Dallas Cowboys

CENTURY 21 Judge Fite Company began our sponsorship with the Dallas Cowboys in 2014, announcing the new initiative at our Annual Awards Banquet on March 4 - one of multiple powerful initiatives the company has undertaken for 2014, but no doubt the largest.

The sponsorship makes sense to us on many levels, and there are several similarities between our organizations.

CENTURY 21 Judge Fite Company is a family brand - run by a family recognized in the DFW area - the Fite family. It has been passed down from Judge and Dene to Jim and Jan, their children and grandchildren, and each of our real estate professional's and staff's own families. Together we have built the company into a highly recognized brand in our service area. The Dallas Cowboys is a family brand - watching the game has been passed down from grandparent to parent to child, and is headed by another family recognized in the DFW area - the Jones Family. Together they have built the franchise into a highly recognized brand in our service area, the country and even the world.

The Dallas Cowboys have some of the most loyal fans in football - no matter the final score. We are proud to be part of this loyal fan base.

The joy of purchasing a new home is similar to the joy of seeing your team score a touchdown or win a game, or even better being the player who does so! The Dallas Cowboys will soon have a new corporate home in Frisco; and our clients will soon have a new home whether in DFW or almost anywhere in the world.

In addition to the advertising opportunities and use of "The Official Real Estate Company of the Dallas Cowboys", we are tying in our ongoing support of Easter Seals North Texas. Whenever Cowboys #5 Dan Bailey scores a field goal, CENTURY 21 Judge Fite Company will donate \$250 to Easter Seals North Texas. In addition to providing direct financial support, we hope the initiative will encourage others to join us in that support.

And so that our sponsorship is a win-win for both organizations, we will be offering Cowboys players and staff opportunity to participate in an "affinity" program, and private consumer classes on real estate investing and other topics of interest to their members.

We are excited to begin this partnership and you will be seeing the Cowboys star in various advertising and publications from our company for years to come.



THE OFFICIAL REAL ESTATE COMPANY OF THE DALLAS COWBOYS

SMARTER. BOLDER. FASTER.



Contact

For a digital version, photographs, videos, or questions, contact:

Director of Marketing

Vicky Wu
vickywu@judgefite.com
214-446-2577

President / CEO

Jim Fite
jimfite@judgefite.com
214-920-9611

Website

www.CENTURY21JudgeFite.com

Social Media

Facebook.com/C21JFC
@century21judge
bit.ly/JFPlus
bit.ly/JFLinkedIn
instagram.com/C21JFC

Facebook
Twitter
Google+
LinkedIn
Instagram

SMARTER. BOLDER. FASTER.