



***Inc.* Magazine Unveils Its 37th Annual List of  
America's Fastest-Growing Private Companies—the Inc. 5000**

**ReferralExchange makes 2018 Inc. 5000  
steady 3-year growth of 100+ Percent**

**NEW YORK, August 15, 2018** – *Inc.* magazine today revealed that ReferralExchange is No. 3,398 on its 37th annual Inc. 5000, the most prestigious ranking of the nation's fastest-growing private companies. The list represents a unique look at the most successful companies within the American economy's most dynamic segment—its independent small businesses. Many well-known companies gained their first national exposure as honorees on the Inc. 5000.

“While we have achieved consistent and steady growth throughout the last 13 years, our record growth over the last three years made it the right time to join the list,” said Scott Olsen, CEO of ReferralExchange.

With over 24,000 agent members, ReferralExchange has become one of the fastest-growing referral services in real estate. The network participated in over 13,715 closed sides in 2017 and made over 215,000 connections. The company has referral-ready real estate agents in 100% of US Zip Codes who have all been vetted and have years of experience and positive recommendations.

Not only have the companies on the 2018 Inc. 5000 (which are listed online at Inc.com, with the top 500 companies featured in the September issue of *Inc.*, available on newsstands August 15) been very competitive within their markets, but the list as a whole shows staggering growth compared with prior lists. The 2018 Inc. 5000 achieved an astounding three-year average growth of 538.2 percent, and a median rate of 171.8 percent. The Inc. 5000's aggregate revenue was \$206.1 billion in 2017, accounting for 664,095 jobs over the past three years.

Complete results of the Inc. 5000, including company profiles and an interactive database that can be sorted by industry, region, and other criteria, can be found at [www.inc.com/inc5000](http://www.inc.com/inc5000).

“If your company is on the Inc. 5000, it's unparalleled recognition of your years of hard work and sacrifice,” says Inc. editor in chief James Ledbetter. “The lines of business may come and go, or come and stay. What doesn't change is the way entrepreneurs create and accelerate the forces that shape our lives.”

The annual Inc. 5000 event honoring the companies on the list will be held October 17 to 19, 2018, at the JW Marriott San Antonio Hill Country Resort, in San Antonio, Texas. As always, speakers include some of the greatest innovators and business leaders of our generation.



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### **About ReferralExchange**

ReferralExchange, the nation's top real estate referral company, is dedicated to creating great real estate experiences between real estate professionals and customers. Founded in 2005, ReferralExchange has built an invite-only network of over 24,000 top-performing Realtors. In 2017, the network created over 215,000 agent-to-consumer matches.

### **More about Inc. and the Inc. 5000**

#### **Methodology**

The 2018 Inc. 5000 is ranked according to percentage revenue growth when comparing 2014 and 2017. To qualify, companies must have been founded and generating revenue by March 31, 2014. They had to be U.S.-based, privately held, for profit, and independent—not subsidiaries or divisions of other companies—as of December 31, 2017. (Since then, a number of companies on the list have gone public or been acquired.) The minimum revenue required for 2014 is \$100,000; the minimum for 2017 is \$2 million. As always, Inc. reserves the right to decline applicants for subjective reasons. Companies on the Inc. 500 are featured in *Inc.*'s September issue. They represent the top tier of the Inc. 5000, which can be found at <http://www.inc.com/inc5000>.

#### **About Inc. Media**

Founded in 1979 and acquired in 2005 by Mansueto Ventures, Inc. is the only major brand dedicated exclusively to owners and managers of growing private companies, with the aim to deliver real solutions for today's innovative company builders. *Inc.* took home the National Magazine Award for General Excellence in both 2014 and 2012. The total monthly audience reach for the brand has been growing significantly, from 2,000,000 in 2010 to more than 18,000,000 today. For more information, visit [www.inc.com](http://www.inc.com).

The Inc. 5000 is a list of the fastest-growing private companies in the nation. Started in 1982, this prestigious list has become the hallmark of entrepreneurial success. The Inc. 5000 Conference & Awards Ceremony is an annual event that celebrates the remarkable achievements

of these companies. The event also offers informative workshops, celebrated keynote speakers, and evening functions.

For more information on Inc. and the Inc. 5000 Conference, visit <http://conference.inc.com/>.