

Revealing Australia's top-performing agents for FY21

KEY POINTS

- New ranking shows the most consistent performers in Australian real estate across FY21
- Top 50 Dealmakers made more than 2.5 sales per week over the 12-month period
- Results highlight the unprecedented market conditions seen across the country

Australia's top-performing deal makers sold 133 properties over the 2021 financial year, on average, according to new analysis.

Real Estate Business (REB) has revealed its REB Dealmakers 2021 ranking, which has captured the residential real estate agents who are going above and beyond in their local markets – highlighting the breadth and depth of talent across Australian real estate.

Top-performing agents listed in the report sold 133 properties, on average, between July 2020 and June 2021.

That's equal to more than 2.5 transactions each and every week for a whole year.

It's also far higher than the number of transactions reported in the 2020 iteration of the report, when the top 50 agents reported an average of 98 deals for the financial year, on average.

Momentum Intelligence research strategist Oliver Stofka said this year's findings are a reflection of the unprecedented market boom-time conditions being seen across the country.

He said: "Across the whole suite of REB agent rankings, we have seen unprecedented figures and the REB Dealmakers is yet another addition to this.

"The REB Dealmakers ranking does not take into account the sale prices of properties, only the number of properties settled, and we are still seeing record numbers. This is showing that there is not only a boom in house prices but general demand for housing is like nothing we have seen for a long time.

"Congratulations to all the agents who have ranked this year."

REB deputy editor Grace Ormsby also weighed in, stating, "What's most interesting about this year's results is the spread across states: New South Wales and Queensland both saw 15 agents included in the list, while nine Victorian agents made the cut despite spending a record amount of time in lockdown.

"A further six agents hail from Western Australia, while four agents representing South Australia and one Tasmanian agent have also proved their ability to transact at an elite level.

"On behalf of REB and Momentum Media, I would like to congratulate every single agent who made the Top 50 Dealmakers 2021.

"Looking at this list, it is clear to see Australian agents are going above and beyond in their pursuit of excellence, despite the challenges brought on by COVID-19."

The REB Dealmakers 2021 ranking focuses on three major markers of dealmaking: volume, year-on-year growth, and consistency of performance.

It's the fifth year REB has compiled the national list – an initiative produced by Momentum Intelligence, with thanks to Momentum Media.



Methodology:

The ranking was open for submissions from 20 September to 8 October 2021.

The REB Dealmakers required entrants to submit figures from their settled residential sales across 2020 and 2021 and were ranked according to specific metrics, including volume of deals in the 2021 financial year, growth of number of sales year on year, and consistency of sales month on month.

All of this data was verified by Momentum Intelligence to ensure accuracy.

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