



## **PRESS RELEASE**

EMBARGO DATE/TIME:

27 Jan 2022 at 3:30pm

Australia's Top 50 Sales Offices for 2022 unveiled for 10th year

### KEY POINTS:

- The 10th annual report reveals Australia's top 50 sales offices in real estate
- Collectively, these offices sold over 25,000 properties, with a total value of over \$20.4 billion in 2021
- Data also demonstrates continued buyer demand and a red-hot property market

REB is pleased to launch the Top 50 Sales Offices 2022 rankings, which showcase the achievements of top-performing offices and their talented teams across Australia.

Now in its 10th year, the annual rankings set the national benchmark in identifying the country's best real estate teams and offices that have gone above and beyond in the pursuit of excellence, demonstrated agility and resilience during the COVID-19 pandemic, and utilised technological tools to minimise disruption for buyers and vendors.

The REB Top 50 Sales Office is an initiative of leading industry brand Real Estate Business (REB) and is powered by Momentum Intelligence.

The report uses three metrics to determine rankings including the number of properties sold, total dollar volume of properties sold, and an efficiency rating that is determined by the ratio of sales to support staff (that is, offices that list and sell the largest number of properties in the most efficient way will receive the highest ranking).

Overall, the top 50 offices collectively sold over 25,000 properties in 2021 worth over \$20.4 billion, while sales volumes across the top 10 offices totalled over \$4.7 billion.

Three offices surpassed \$1 billion in their value of sales, while two offices sold over 2,000 properties, according to the 2022 figures.

The data collected for the latest ranking has demonstrated the impact of a booming property market on offices across Australia, with the average total value of sales and the number of settlements increasing significantly compared with 2021.

For instance, the average total value of sales across the top 50 offices rose by 55.6 per cent to \$409.2 million in 2022, up from \$262.9 million in 2021.

The average total value of sales across the top 10 offices rose by a more subdued 12.2 per cent to over \$473.0 million in 2022, up from \$421.3 million in 2021.

The average number of settlements across the top 50 offices rose from 332 in 2021 to 499 in 2022, while the average sale price rose from almost \$791,959 to \$819,573 in 2022.

The average number of settlements across the top 10 offices also rose, from 400 in 2021 to 739 in 2022, but the average sale price decreased from \$1.05 million in 2021 to \$640,338 in 2022.

As buyer demand for properties skyrocketed in the recent past, average days on market decreased from 48 last year to 39 in 2022 across the top 50 offices, and from 49 in 2021 to 43 in 2022 across the top 10 offices.

Commenting on the rankings, REB deputy editor Grace Ormsby said: “As with REB’s other rankings, the REB Top 50 Sales Offices rankings provide a wonderful snapshot in time of the Australian real estate industry. This year’s figures not only showcase the strength of today’s market – they provide a benchmark for business acumen and sales capability all agents and business owners can aspire to.

“With 2022 set to bring with it even more challenges – and as internal and external factors continue to put pressure on profit margins, these agencies are setting themselves up for continued success.”

“The REB Top 50 Sales Offices continues to provide an insight into the amazing level of quality that Australian real estate offices provide. The figures that these offices are putting out each year is astounding and every office that made the ranking should be congratulated and proud of their achievement,” said Oliver Stofka, research strategist for REB’s research arm, Momentum Intelligence.

REB produces a number of comprehensive rankings and reports for the real estate profession every year, including the Top 50 Sales Offices, Top 100 Agents, Top 50 Women in Real Estate, and Dealmakers.

REB also hosts two annual real estate awards programs: the REB Awards and the Women in Real Estate Awards.

[Click here to view the full report.](#)

**Contact:**

Oliver Stofka  
Research Strategist  
Momentum Intelligence  
+61423618303  
info@momentumintelligence.com.au

Grace Ormsby  
Deputy Editor  
REB  
02 9922 3300  
02 8045 2021  
editor@realestatebusiness.com.au

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