

reb TOP 100 AGENTS 2021

SPONSORED BY



Now in its 10th year, REB's Top 100 Agents ranking is the premier benchmark for Australian real estate professionals.

The ranking highlights excellence across the board – using sales, listings and volume to definitively rank the brightest and best agents.

SPONSORED BY



ActivePipe is proud to support the REB Top 100 Agents because we know from past programs that the majority are ActivePipe clients who understand the importance of generating their own leads and owning their communication strategies. ActivePipe empowers top performance by making digital marketing easy and putting agents back in control of their data, owning their relationships and driving growth.

10,004

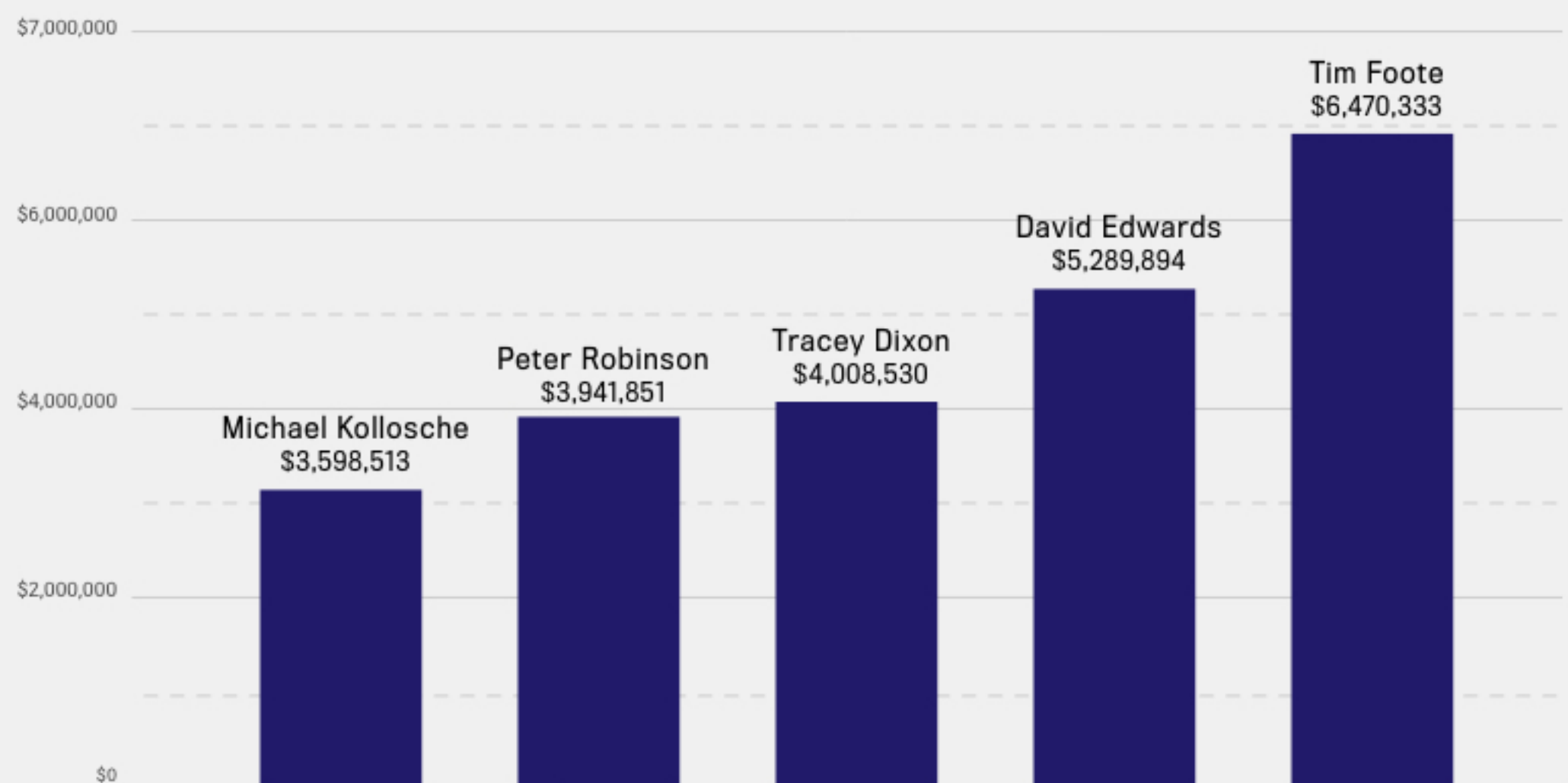
TOTAL NUMBER OF SALES

The REB Top 100 Agents ranking once again sets the benchmark for residential real estate sales success.

Made possible through our partnership with ActivePipe, this year's ranking showcases the agents who defied the COVID-19 induced downturn that plagued much of Australia in 2020.

Those named in this year's list deserve industry recognition for being among the best of the best in Australian real estate. The REB Top 100 Agents 2021 is also a statement to others; offering a benchmark for success and a record of achievement that others can also aspire towards.

HIGHEST AVERAGE SALES PRICE



\$ 16.2 billion

TOTAL VALUE OF SALES

To generate the REB Top 100 Agents ranking, the number of properties sold, the total dollar volume of properties sold and average sale value metrics are all used.

Each agent is ranked comparatively across these three metrics, with the combined comparative score used to determine the top-ranked agents in the country.

What makes the 2021 ranking so different to years gone by is the sheer pressure placed on agent outcomes by a challenging set of circumstances across the entire 12 months of the reporting period.

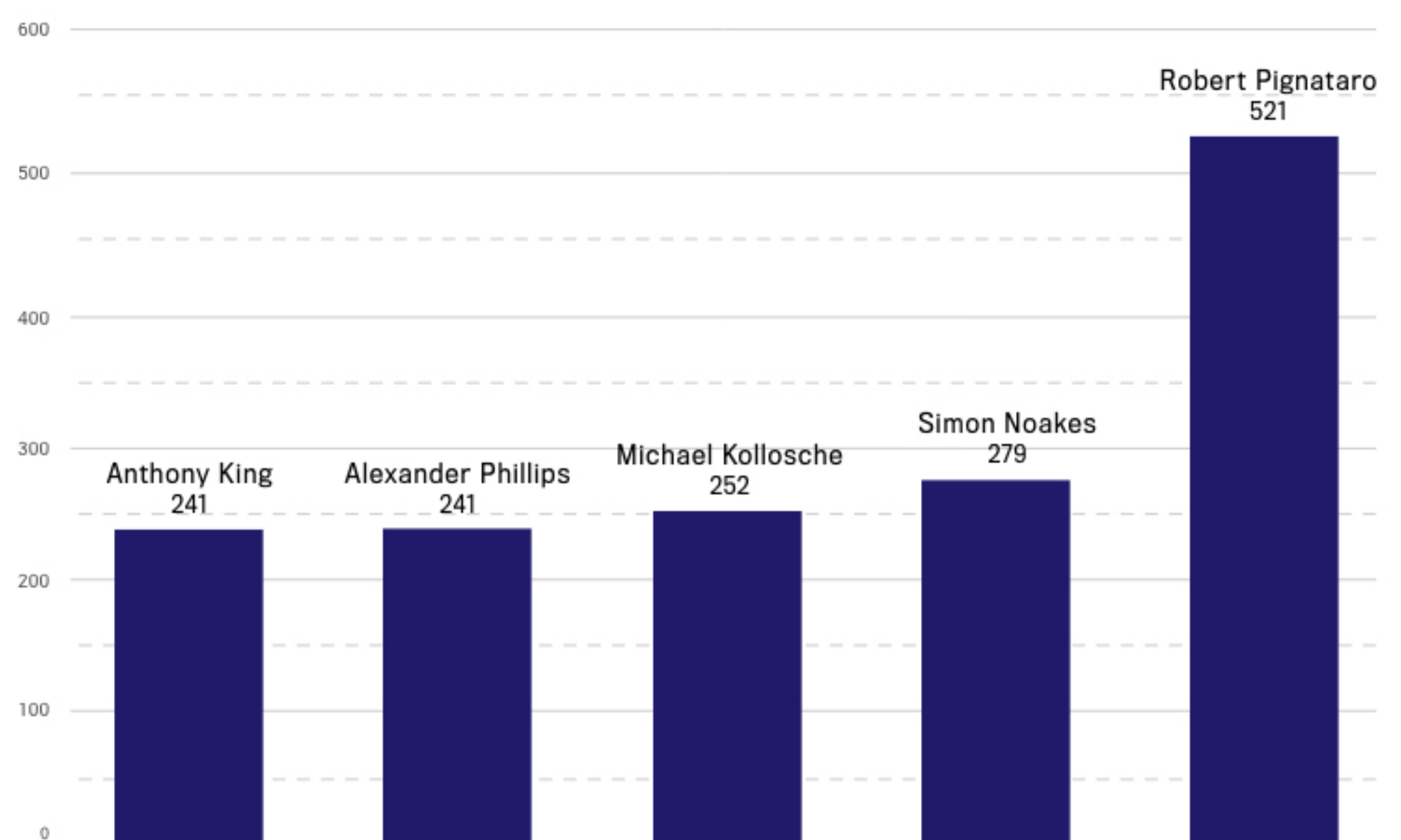
Australia-wide, agents battled bushfires and floods, before COVID-19 took centre stage and forced us all into various levels of lockdown.

While it would make sense for these pressures to have lowered sales figures, it's not what actually occurred, as is evident in this year's ranking.

Reversing a three-year downward trend, the total number of sales for the top 100 agents jumped to 10,004 – from last year's 9,124 sales.

It's an even more pronounced improvement among the top 10 agents, who together reported a whopping 1,524 sales over 2020 – an average of 152 sales per agent – and an increase from the 1,269 reported collectively in last year's ranking.

HIGHEST NUMBER OF LISTINGS



That increase in sales volume meant the total value of sales for the top 100 agents has also climbed – by more than \$3 billion.

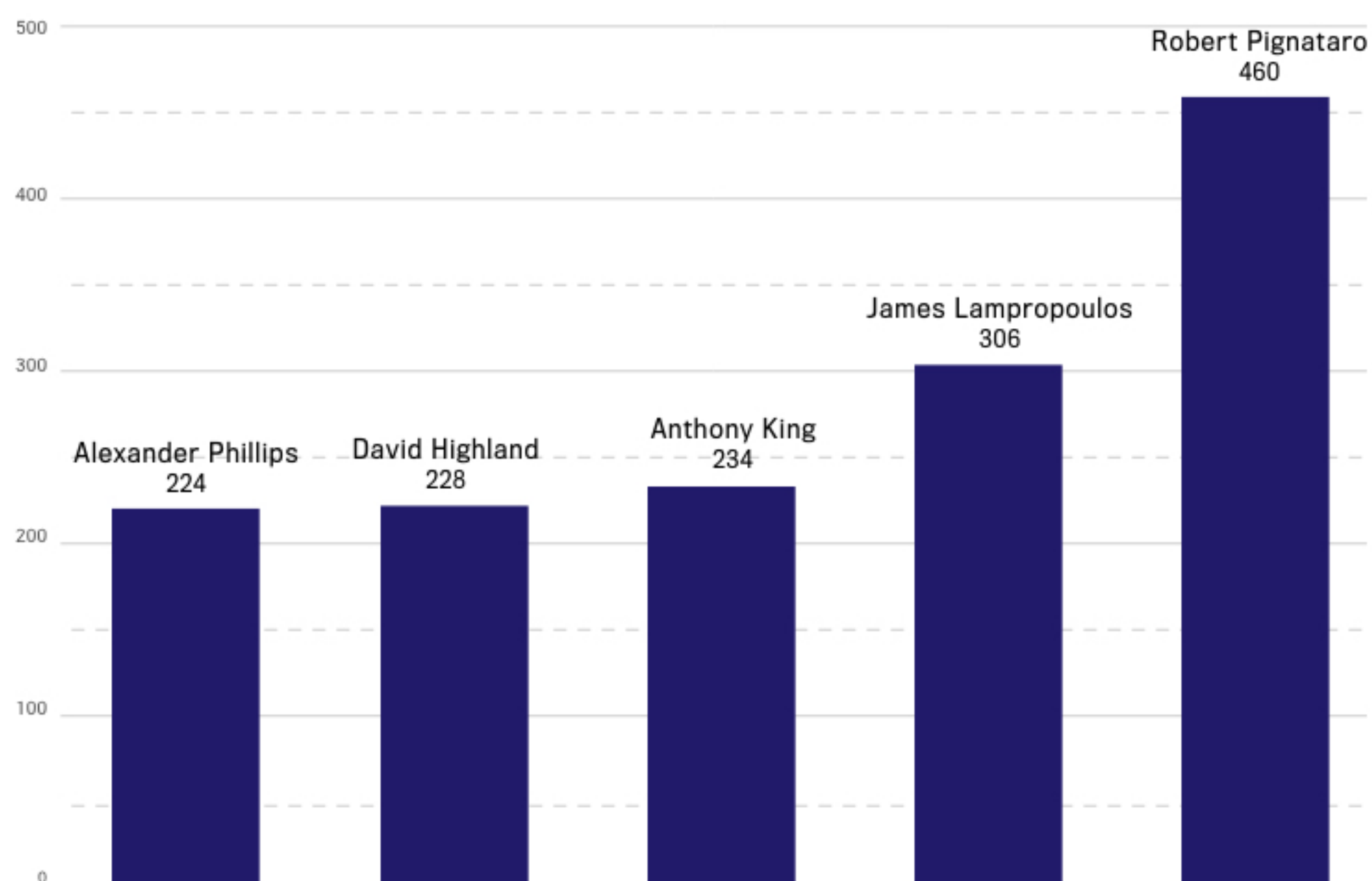
The total value of sales by all agents in 2021 was \$16,179,913,712, which is miles ahead of the \$12,903,039,487 reported by the top 100 agents in 2020's ranking.

It's also higher than the last peak, reported in 2018, when the total values of sales for the top 100 agents had climbed to \$15.6 billion.

That increase in sales has been achieved, in part, by quicker turnaround times. In 2021, a top 10 agent is reporting an average of 37 days on market per property. That's 5 days quicker than the 42 days reported by agents in the 2020 rankings.

Across the top 100 agents, agents are taking a week less to move through stock, with the average days on market now sitting at 38 after 2020's 45 days.

HIGHEST NUMBER OF SALES



In 2021, a top 10 agent has, on average, 18 years of experience. In 2020, a top 10 agent had, on average, 20 years of experience. It's the first time since 2016 that the years of experience held by top 10 agents has dipped below 20 – when 18 years was also the average.

Among the top 100 agents, the years of experience held by ranking agents in 2021 is just 17 – which is one year more than the 16 years of experience held by 2020's top 100.

And while sales figures have climbed, the total number of support staff has stayed consistent from 2020. The top 10 agents in 2021 is supported by three team members, on average, which aligns with last year's ranking.

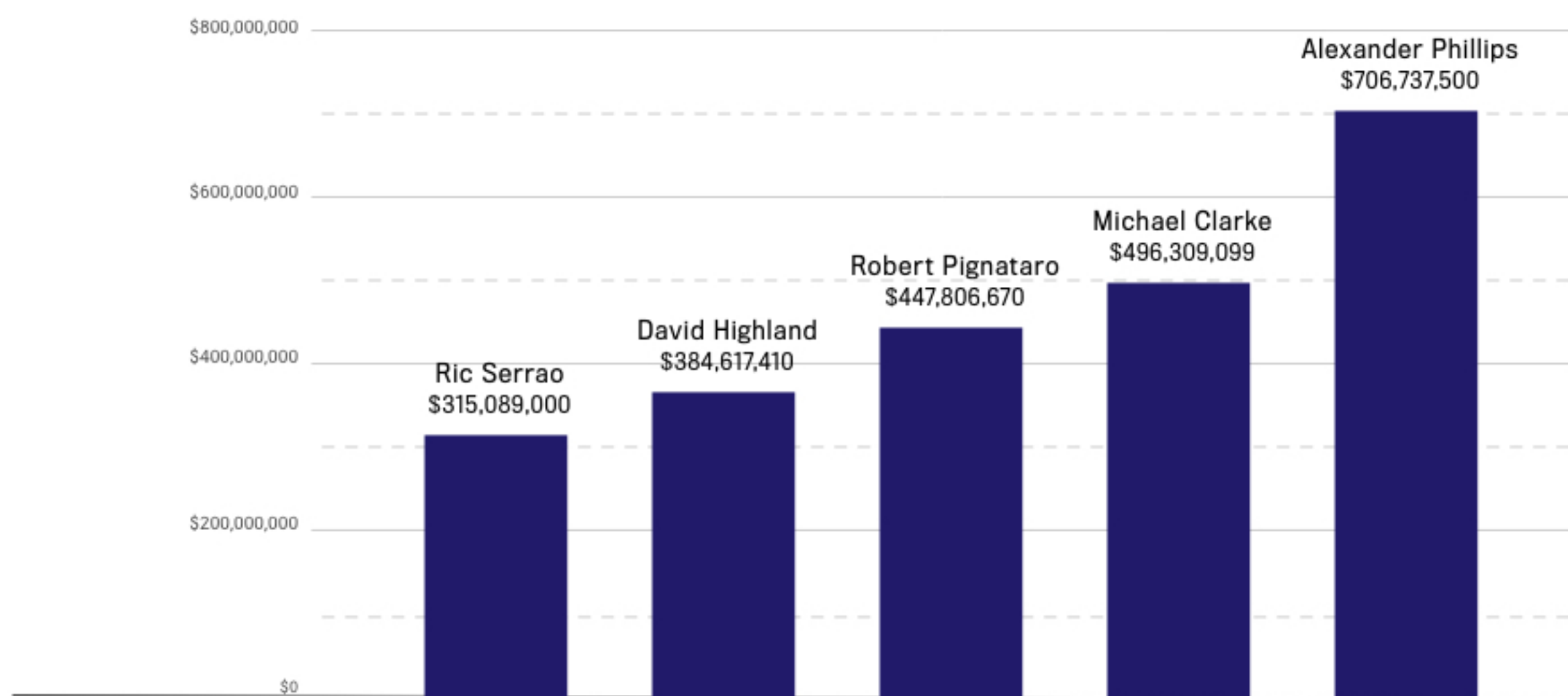
When we zoom out to the top 100 agents, sales support figures were slightly higher this year than last – up at 2.34 from last year's 2.

\$ 162 million

AVERAGE SALES PER AGENT

When combined with the surge in sales volumes achieved over the last 12 months, it's not reaching to say that high-performing agents are getting hungrier – and that experience isn't necessarily the be-all and end-all of excellence.

HIGHEST TOTAL SALES VOLUME



Coinciding with an increase in sales, the average sales price per top 100 agent also climbed in 2021. Across the top 10 agents, average sales price per property was only marginally higher – at \$2.21 million from 2020's \$2.18 million.

When looking to the top 100 agents, we see where the largest strides have been made. In 2021, the average sales price pulled in by a top 100 agent was up at \$1.62 million. This is more than \$200,000 above last year's average sales price of \$1.41 million.

FEWEST DAYS ON MARKET



TOP 10 AGENTS 2021

- 1  **Alexander Phillips**
Phillips Pantzer Donnelley
- 2  **Michael Clarke**
Clarke & Humel
- 3  **Ric Serrao**
Raine & Horne
- 4  **David Highland**
Highland Property Agents
- 5  **Maclay Longhurst**
BresicWhitney
- 6  **Mat Steinwede**
McGrath Estate Agents
- 7  **Dib Chidiac**
DIB CHIDIAC
- 8  **Peter Chauncy**
McGrath Estate Agents
- 9  **David Walker**
Ray White
- 10  **Norman So**
Belle Property

BY COMPARISON 2021

	Top 10	Top 100
Average years of experience	18	17
Average number of support staff	3	2
Total number of sales	1,524	10,004
Total dollar value of sales	\$3,372,370,710	\$16,179,913,712
Average number of sales per agent	152	100
Average dollar value of sales per agent	\$337,237,071	\$161,799,137
Average sales price	\$2,212,841	\$1,617,418
Average commission	1.80%	1.83%
Average days on market	37	38

2020

	Top 10	Top 100
Average years of experience	20	16
Average number of support staff	3	2
Total number of sales	1,269	9,124
Total dollar value of sales	\$2,767,943,649	\$12,903,039,487
Average number of sales per agent	127	91
Average dollar value of sales per agent	\$276,794,365	\$129,030,395
Average sales price	\$2,181,201	\$1,414,156
Average commission	1.67%	1.77%
Average days on market	42	45

TOP 100 AGENTS 2021

RANK	CHANGE	NAME	COMPANY	SUBURB(S) SERVICED	STATE	YEARS OF EXPERIENCE	SUPPORT STAFF	DOM	RESIDENTIAL PROPERTY LISTINGS SECURED	RESIDENTIAL PROPERTIES SOLD	TOTAL VALUE OF RESIDENTIAL PROPERTIES SOLD	AVERAGE SALE PRICE
1	No change	Alexander Phillips	Phillips Pantzer Donnelley	Eastern Suburbs of Sydney	NSW	21	3	22	241	224	\$706,737,500	\$3,155,078
2	No change	Michael Clarke	Clarke & Humel	Manly	NSW	16	3	29	195	151	\$496,309,099	\$3,286,815
3	No change	Ric Serrao	Raine & Horne	North Bondi Rose Bay Bellevue Hill	NSW	30	3	33	129	122	\$315,089,000	\$2,582,697
4	▲ 3	David Highland	Highland Property Agents	Sutherland Shire and St George	NSW	23	2	71	201	228	\$384,617,410	\$1,686,918
5	▲ 7	Maclay Longhurst	BresicWhitney	Paddington	NSW	11	2	15	157	130	\$254,025,500	\$1,954,042
6	▲ 2	Mat Steinwede	McGrath Estate Agents	Wamberal/ MacMasters	NSW	25	5	82	161	179	\$286,630,700	\$1,601,289
7	▲ 13	Dib Chidiac	DIB CHIDIAC	Inner West	NSW	11	4	31	198	155	\$252,659,000	\$1,630,058
8	▼ 2	Peter Chauncy	McGrath Estate Agents	Naremburn Crows Nest Artarmon	NSW	17	3	27	143	135	\$237,212,000	\$1,757,126
9	▲ 1	David Walker	Ray White	Wahroonga	NSW	18	3	21	122	89	\$237,653,501	\$2,670,264
10	▲ 1	Norman So	Belle Property	Strathfield	NSW	10	2	38	165	111	\$201,437,000	\$1,814,748
11	NEW	Shaun Stoker	Ray White	Erskineville Glebe Alexandria Surry Hills	NSW	20	2	57	227	206	\$266,838,150	\$1,295,331
12	▲ 1	Simon Harrison	Belle Property	Riverview Longueville Hunters Hill	NSW	23	4	32	78	71	\$220,614,599	\$3,107,248
13	▲ 6	Andrew Lutze	Cunninghams	Northern Beaches	NSW	19	4	24	128	122	\$187,629,250	\$1,537,945
14	▲ 23	Matthew Everingham	Richard Matthews Real Estate	Strathfield Croydon Burwood	NSW	22	1	47	202	143	\$193,823,848	\$1,355,412
15	NEW	Ercan Ersan	Ray White	Erskineville Glebe Alexandria Surry Hills	NSW	17	3	26	157	134	\$184,640,650	\$1,377,915
16	▼ 1	Sam Rigopoulos	Jellis Craig	Northcote	VIC	15	3	25	83	118	\$182,815,250	\$1,549,282
17	▲ 41	Michael Dowling	McGrath Estate Agents	Ryde West Ryde North Ryde	NSW	15	4	32	156	140	\$189,649,858	\$1,354,642
18	▲ 13	Michael Kollosche	Kollosche	Gold Coast	QLD	21	1	24	252	65	\$233,903,381	\$3,598,514
19	▲ 13	James Baker	McGrath Estate Agents	Avalon Clareville Newport	NSW	14	2	69	64	67	\$209,711,050	\$3,130,016
20	NEW	Robert Pignataro	Strathfield Partners	Strathfield and surrounding suburbs	NSW	26	1	29	521	460	\$447,806,670	\$973,493
21	No change	Tim Heavyside	Fletchers Real Estate	Surrey Hills	VIC	19	4	34	115	117	\$165,146,975	\$1,411,513
22	▲ 26	Nick Duchatel	Belle Property	Cromer	NSW	14	6	26	134	106	\$163,438,556	\$1,541,873
23	▼ 14	Helen Yan	Ray White	Balwyn	VIC	11	0	38	70	78	\$171,390,386	\$2,197,313
24	▲ 26	Alex Jordan	McGrath Estate Agents	Indooroopilly St Lucia Chelmer	QLD	21	3	45	97	97	\$161,351,300	\$1,663,415
25	▲ 3	Betty Ockerlander	McGrath Estate Agents	Epping Carlingford	NSW	26	4	33	101	99	\$157,315,010	\$1,589,041
26	No change	Mark Kentwell	PRDnationwide	Newcastle	NSW	17	2	44	79	157	\$176,040,913	\$1,121,280
27	▲ 67	Nigel Mukhi	Di Jones	Kirribilli	NSW	18	2	22	62	61	\$177,634,388	\$2,912,039
28	▼ 4	Catherine Dixon	Phillips Pantzer Donnelley	Paddington Woollahra	NSW	12	2	39	72	67	\$157,217,000	\$2,346,522
29	▲ 10	Dane Queenan	PRDnationwide	Nelson Bay	NSW	17	2	60	162	146.5	\$158,838,500	\$1,084,222
30	▼ 1	Vivien Yap	Ray White	Dalkeith Claremont	WA	9	3	116	107	82	\$145,174,000	\$1,770,415
31	NEW	Nicholas McEvoy	BresicWhitney	Hunters Hill Gladesville Woolwich	NSW	13	1	24	56	58	\$183,568,000	\$3,164,966
32	▼ 2	Alex Mintorn	McGrath Estate Agents	Upper North Shore	NSW	12	3	38	72	70	\$149,493,441	\$2,135,621
33	▲ 9	Peter Robinson	LJ Hooker	Palm Beach Whale Beach Avalon Beach	NSW	17	3	81	71	54	\$212,860,000	\$3,941,852

Disclaimer: Real Estate Business has undertaken a process to ensure the accuracy of data used to formulate the Top 100 Agents 2021 ranking. Data for the ranking was supplied by individual agents, offices and/or head offices. While Real Estate Business has attempted to validate the accuracy of data, any errors or omissions are the ultimate responsibility of the company or individual that supplied the data and associated information. To the full extent allowed by law, or ranking participants, its publisher Momentum Media and Momentum Media employees excludes liability for any loss or damage sustained by readers arising from the supply, use, or promotion of the Top 100 Agents 2021 ranking.

TOP 100 AGENTS 2021

RANK	CHANGE	NAME	COMPANY	SUBURB(S) SERVICED	STATE	YEARS OF EXPERIENCE	SUPPORT STAFF	DOM	RESIDENTIAL PROPERTY LISTINGS SECURED	RESIDENTIAL PROPERTIES SOLD	TOTAL VALUE OF RESIDENTIAL PROPERTIES SOLD	AVERAGE SALE PRICE
34	▲7	Piers van Hamburg	DI Jones	Mosman Cremorne Neutral Bay	NSW	25	2	9	61	60	\$169,235,800	\$2,820,597
35	▼8	Chris Hassall	Buxton	Bentleigh	VIC	18	2	14	129	120.5	\$148,268,750	\$1,230,446
36	▲20	Andrew Keleher	Jellis Craig	Templestowe	VIC	31	2	27	121	100	\$137,500,000	\$1,375,000
37	▲28	Georgi Bates	Cunninghams	Fairlight Manly	NSW	20	1.5	28	82	75	\$143,842,101	\$1,917,895
38	▲53	Nicholas Wise	McGrath Estate Agents	Coogee Randwick Clovelly	NSW	7	3	37	79	89	\$135,797,450	\$1,525,814
39	NEW	James Lampropoulos	Laver Residential Projects	Strathfield Sutherland Shire The Hills District	NSW	25	4	123	14	306	\$227,301,243	\$742,815
40	▲3	Tracey Dixon	McGrath Estate Agents	Hunters Hill	NSW	22	2	53	47	50	\$200,426,500	\$4,008,530
41	NEW	Paul Biller	Biller Property	Double Bay	NSW	23	2	34	68	60	\$142,116,800	\$2,368,613
42	NEW	George Rafty	First National	Newcastle	NSW	29	3	45	103	104	\$131,039,815	\$1,259,998
43	▲1	Chris Nunn	BresicWhitney	Annandale	NSW	10	2	19	102	79	\$129,706,500	\$1,641,854
44	▲38	Brian Whiteman	The Agency	Wamberal	NSW	7	4	35	152	130	\$133,970,500	\$1,030,542
45	▲12	Randall Kemp	Ray White	Woolahra Paddington	NSW	20	3	45	84	58.54	\$143,043,423	\$2,443,516
46	NEW	Andrew Liddell	BresicWhitney	Balmain	NSW	10	1	19	87	65	\$131,228,500	\$2,018,900
47	▼22	Ben Pike	Pulse Property Agents	Sutherland Shire	NSW	16	3	33	154	123	\$129,164,000	\$1,050,114
48	▲1	Tony O'Doherty	Belle Property	Bulimba Hawthorne Balmoral	QLD	6	2	40	149	111	\$125,763,110	\$1,133,001
49	▲20	Kevin Dearlove	Stone Real Estate	Beecroft	NSW	12	4	39	80	72	\$125,601,000	\$1,744,458
50	NEW	Sean Hughes	Realmark	North Beach Trigg Sorrento	WA	22	4	71	89	80	\$123,423,000	\$1,542,788
51	NEW	Ben Spackman	Raine & Horne	Mona Vale	NSW	12	1	40	72	70	\$123,594,500	\$1,765,636
52	NEW	Adrian Oddi	BresicWhitney	Balmain	NSW	18	1	18	71	62	\$127,298,000	\$2,053,194
53	NEW	Jayson Watts	Nelson Alexander	Flemington	VIC	21	3	24	134	104	\$120,179,300	\$1,155,570
54	NEW	Anthony King	Right Choice Real Estate	Shellharbour City Calderwood Albion Park	NSW	22	1	42	241	234	\$151,150,650	\$645,943
55	▼4	Brent Courtney	McGrath Estate Agents	Lane Cove	NSW	28	2	36	48	49	\$146,850,000	\$2,996,939
56	▲10	Romana Altman	Buxton	Black Rock Beaumaris	VIC	23	0.5	26	71	64	\$119,611,450	\$1,868,929
57	▼12	Matthew Smythe	Belle Property	Neutral Bay Cremorne Point Cremorne	NSW	17	2	34	82	56	\$126,817,500	\$2,264,598
58	NEW	Matt Morley	Doyle Spillane Real Estate	Collaroy Plateau Collaroy Dee Why	NSW	25	1	26	66	69	\$113,731,500	\$1,648,283
59	▲16	Brett Hayman	Hayman Partners	Canberra region	ACT	22	2	33	123.5	131	\$116,280,995	\$887,641
60	NEW	Alexandra Stamatliou-Buda	McGrath Estate Agents	Earlwood and surrounding suburbs	NSW	17	3	34	91	82	\$111,829,250	\$1,363,771
61	NEW	David Edwards	LJ Hooker	Palm Beach Whale Beach	NSW	34	2	82	30	38	\$201,016,000	\$5,289,895
62	▼7	Michelle Stephens	OBrien Real Estate	Carrum Downs Skye Sandhurst	VIC	11	3	30	226	194	\$127,972,029	\$659,650
63	NEW	Michael Kirk	BresicWhitney	Surry Hills	NSW	9	0	21	51	63	\$113,522,999	\$1,801,952
64	▼8	David Smith	Highland Property Agents	South Caringbah	NSW	12	2	59	83	69	\$110,227,200	\$1,597,496
65	▲6	James Bennett	Belle Property	Greenwich	NSW	12	2	27	61	53	\$123,677,000	\$2,333,528
66	▼20	Sam Gamon	Chisholm and Gamon	Elwood	VIC	19	1	22	82	84	\$109,405,144	\$1,302,442
67	▼3	Simon Noakes	Harris Real Estate	Morphettville	SA	10	3	32	279	224	\$132,221,961	\$590,277
68	NEW	Adrian Reed	Reed & Co. Estate Agents	Noosaville Noosa Heads Sunshine Beach	QLD	6	1	62	57	50	\$127,853,379	\$2,557,068
69	▼33	Theo Politis	Barry Plant	Donvale	VIC	17	3	62	93	82	\$109,938,400	\$1,340,712

Disclaimer: Real Estate Business has undertaken a process to ensure the accuracy of data used to formulate the Top 100 Agents 2021 ranking. Data for the ranking was supplied by individual agents, offices and/or head offices. While Real Estate Business has attempted to validate the accuracy of data, any errors or omissions are the ultimate responsibility of the company or individual that supplied the data and associated information. To the full extent allowed by law, or ranking participants, its publisher Momentum Media and Momentum Media employees excludes liability for any loss or damage sustained by readers arising from the supply, use, or promotion of the Top 100 Agents 2021 ranking.

TOP 100 AGENTS 2021

RANK	CHANGE	NAME	COMPANY	SUBURB(S) SERVICED	STATE	YEARS OF EXPERIENCE	SUPPORT STAFF	DOM	RESIDENTIAL PROPERTY LISTINGS SECURED	RESIDENTIAL PROPERTIES SOLD	TOTAL VALUE OF RESIDENTIAL PROPERTIES SOLD	AVERAGE SALE PRICE
70	▲20	Cindy Kennedy	McGrath Estate Agents	Rozelle Balmain Lilyfield	NSW	15	2	21	59	54	\$119,423,500	\$2,211,546
71	NEW	Gareth Apswoude	OBrien Real Estate	Oakleigh Huntingdale Oakleigh East	VIC	11	2	32	129	106	\$107,302,200	\$1,012,285
72	▲2	Angelo Nickolas	Harris Real Estate	Adelaide	SA	6.5	3	33	211	186	\$117,404,804	\$631,209
73	NEW	Zali Reynolds	Shelter Real Estate	Glen Iris Camberwall Ashburton	VIC	16	2	37	94	60	\$108,940,988	\$1,815,683
74	▲9	Maria Cassarino	Stone Real Estate	Seaforth	NSW	22	2	51	50	41	\$137,222,500	\$3,346,890
75	▼16	James Haywood	Cunninghams	Balgowlah	NSW	15	1	31	63	51	\$115,015,000	\$2,255,196
76	▲17	Adam McMahon	Dignam Real Estate	Bulli Woonona Thirroul	NSW	26	2	27	140	112	\$104,952,326	\$937,074
77	NEW	Ben Olofsen	The Agency	Southern Highlands	NSW	7	2	46	120	101	\$104,588,500	\$1,035,530
78	NEW	John Schwarzer	Highland Property Agents	Burraneer	NSW	24	2	79	61	60	\$108,390,000	\$1,806,500
79	NEW	Tim Foote	Belle Property	Mosman	NSW	20	2	15	32	30	\$194,110,000	\$6,470,333
80	▼45	Jim Chen	Buxton	Box Hill	VIC	7	2	52	103	90	\$103,295,376	\$1,147,726
81	NEW	Gavin van Zyl	White Rhino Property	Queanbeyan Googong	NSW	9	3	55	173	147	\$108,483,500	\$737,983
82	NEW	Sally Cameron	Toop&Toop Real Estate	St Peters College Park Medindie Rose Park	SA	7	1	48	65	59	\$108,153,000	\$1,833,102
83	▼29	Will Torres	Torres Property	Brisbane	QLD	16	2	71	132	132	\$105,492,530	\$799,186
84	NEW	Anna Cavill	Ray White	Wahroonga	NSW	5	3	25	79	62	\$104,419,200	\$1,684,181
85	▲10	Tim Cullen	McGrath Estate Agents	Manly	NSW	20	2	22	79	77	\$103,999,200	\$1,350,639
86	▼52	Greg Cusack	Jellis Craig	Brunswick Coburg Pascoe Vale South	VIC	19	2	32	113	83	\$103,112,155	\$1,242,315
87	▲1	Michelle Skoglund	Aqua Real Estate	Mount Eliza	VIC	16	1	21	65	51	\$109,652,000	\$2,150,039
88	▲8	David Choy	McGrath Estate Agents	Castle Hill	NSW	25	3	42	73	67	\$101,596,189	\$1,516,361
89	▼51	Kieran Bresnahan	McGrath Estate Agents	Oatley	NSW	21	2	31	82	76	\$102,548,508	\$1,349,322
90	NEW	Lynette Malcolm	Chadwick Real Estate	Upper North Shore	NSW	13	2	44	48	36	\$129,439,188	\$3,595,533
91	NEW	Catherine Baker	Belle Property	Killcare Wagstaffe Pretty Beach Hardys Bay	NSW	10	5	45	66	49	\$110,156,500	\$2,248,092
92	NEW	Nigel Harry	Jellis Craig	Northcote	VIC	12	1	22	43	67	\$100,005,300	\$1,492,616
93	▼8	Mike Dunn	Clarke & Humel	Freshwater Curl Curl Queenscliff	NSW	17	1	24	47	49	\$109,600,000	\$2,236,735
94	▼8	Marnie Seinor	McGrath Estate Agents	Maroubra Matraville Botany	NSW	24	2	33	77	67	\$99,492,965	\$1,484,970
95	▼55	Leon Gouzenfter	Gary Peer & Associates	Bentleigh	VIC	13	2	28	74	68	\$98,429,100	\$1,447,487
96	NEW	Teena Vaughan	McGrath Estate Agents	Epping	NSW	25	1	32	46	51	\$103,356,500	\$2,026,598
97	▲1	Andrew Campbell	Marshall White	Brighton	VIC	10	2	20	51	42	\$111,209,750	\$2,647,851
98	NEW	James Yahl	Marshall. Chan. Yahl.	St Ives	NSW	11	2	47	72	57	\$100,210,100	\$1,758,072
99	▼77	Dallas Taylor	Jellis Craig	Doncaster East	VIC	21	2	31	82	71	\$95,812,200	\$1,349,468
100	NEW	Byron Kerr	OBrien Real Estate	Mentone	VIC	10	3	27	107	98	\$94,223,000	\$961,459

Disclaimer: Real Estate Business has undertaken a process to ensure the accuracy of data used to formulate the Top 100 Agents 2021 ranking. Data for the ranking was supplied by individual agents, offices and/or head offices. While Real Estate Business has attempted to validate the accuracy of data, any errors or omissions are the ultimate responsibility of the company or individual that supplied the data and associated information. To the full extent allowed by law, or ranking participants, its publisher Momentum Media and Momentum Media employees excludes liability for any loss or damage sustained by readers arising from the supply, use, or promotion of the Top 100 Agents 2021 ranking.