

PRESS RELEASE

EMBARGO DATE/TIME:

20 September 2022 at 3:00PM

Top 50 dealmaker agents for FY22 unveiled

22 September 2022

KEY POINTS

- New rankings reveal the most consistent performers in Australian real estate across FY22
- Victoria recovers from prolonged lockdowns to emerge with the second-highest number of representatives
- Average total deals grew compared to 2021 despite a more subdued property market and mounting challenges

Australia's top-performing 50 dealmakers sold an average of **139** properties over the 2022 financial year, according to newly-released data.

Real Estate Business (REB) has released its REB Dealmakers 2022 ranking, which has shone a light on the top 50 residential real estate agents across Australia who have gone above and beyond to provide stellar customer service in their local markets. The ranking has also highlighted the breadth and depth of talent in the nation's real estate industry.

Real estate agents continued to be the trusted broker of choice for property transactions as mortgage holders and prospective homebuyers face fresh challenges amid rising interest rates, higher inflation, and a cooler property market as prices and lending for property purchases fall.

The ranked dealmakers managed to hold steady despite these increasingly difficult conditions, selling an average of 139 properties between July 2021 and June 2022, up from 133 properties in the previous year when the property market was booming.

That's the equivalent of 2.7 transactions per week across the 12-month financial year, up from 2.5 transactions last year.

Similarly, the top 10 dealmakers also averaged more deals during the 2022 financial year, up from 121 in 2021 to 136 property deals (2.6 transactions per week).

Across Australia, NSW maintained its lead with the greatest number of representatives in the top 50 dealmakers rankings, with 15 agents.

Hot on its heels was Victoria, which posted a significant recovery after enduring months of prolonged COVID-19 induced lockdown over the past two years.

Indeed, there were 14 representatives from Victoria in the rankings, up from nine in 2021 (when it ranked third).

Queensland lost five representatives this year with a total of 10 qualifying in the rankings,

Momentum Intelligence director Michael Johnson said: “This year we have seen some outstanding performances by agents.

“Given the ever-changing property market and the increasingly difficult-to-navigate industry with rate changes and the changing price of properties, all agents who made the ranking should be commended.”

REB editor Grace Ormsby also commented on this year’s top performers, observing that this year’s inclusions have shown remarkable resilience in the face of a very different set of market conditions.

“It’s always incredible to see the work ethic that goes into being a top dealmaker — and this year is no different. Every single agent named has faced an increasing number of headwinds over the past 12 months, and has highlighted the importance that exemplary customer service plays in the provision of services across the breadth of the country,” she stated.

“I’d like to offer my sincerest congratulations to everyone named in the 2022 list.”

Now in its sixth year, the REB Dealmakers ranking list is compiled by Momentum Intelligence, the research arm of parent company Momentum Media.

Methodology

The ranking opened for submissions on Tuesday 2 August and closed on Friday 12 August.

To compile the rankings, REB asked agents to submit figures from their settled residential property sales across the 2022 financial year between 1 July 2021 and 30 June 2022.

Their performance was measured against specific metrics: number of deals in the 2022 financial year, growth of number of sales year-on-year, and consistency of sales month-on-month.

The rankings targeted newer agents and agents in rural areas, or those who operate outside of prestige areas and who year-on-year are consistent in their actions and improve despite the challenges they face in competing with agents operating in more prestigious areas.

All data was verified by Momentum Intelligence to ensure accuracy.



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