

REB Dealmakers 2025 ranking consumer kit

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REB announces the Top 50 Dealmakers of 2025

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KEY POINTS

- The REB Dealmakers 2025 ranking celebrates elite agents who have achieved strong settlement numbers and year-on-year growth in deals settled.
- Average total deals saw a sharp jump in FY25, propelled by rising property demand and tight property supply.
- Victoria has the highest number of representatives in the ranking for the second consecutive year, followed by NSW.

The top 50 dealmakers across Australia closed almost 129.0 deals during the 2025 financial year, marking a significant jump from the previous year, new research has shown.

Real Estate Business (REB) is proud to release the REB Dealmakers 2025 ranking, which has recognised the hard work, dedication, and stellar results of the top dealmakers in the nation's real estate industry.

This ranking specifically champions younger agents, regional agents and those working outside of prestige metro suburbs who have gone above and beyond for their customers while carving a strong presence in their local area.

Now in its ninth year, the ranking has showcased how real estate agents have capitalised on strong buyer demand in the residential real estate market and closed more deals compared to last year while maintaining consistency in their performance.

This is evident in this year's data, which showed that the top 50 dealmakers achieved an average of 128.6 total deals in FY25 (up from 117.0 in the previous year). This equates to around 2.5 transactions per week.

Average deals per month also increased across the top 50 dealmakers from 9.7 in FY24 to 10.7 in FY25, while the consistency score was steady at 96.0.

There was a noticeable upward tick in the rate of year-on-year growth, rising from 31.8 among the top 50 agents in FY24 to 47.5 in FY25.

Consistency scores remained steady year-on-year at 96.0 for the top 50 and 97.5 for the top 10 dealmakers, indicating that agents have been consistently settling deals over the past financial year.

The general positive trend across the key metrics shows that agents have been operating in a fiercely competitive and busy market, particularly as buyers vie for limited stock and property listings are snapped up in just a few days in some capital cities.

A comparison of how the states were represented revealed that Victoria was the top contender for the second consecutive year, with 16 out of the top 50 agents hailing from that state.

This was followed by NSW (14) and Queensland (10), while the other states had fewer representatives in the ranking. South Australia had five agents in the ranking, while Western Australia had three. The Northern Territory made its presence felt for the first time in many years, with two agents securing a spot.

Commenting on the growth in the number of deals settled by this year's dealmakers, Agile Market Intelligence Director, Michael Johson, said: "Real estate agents across Australia have done remarkably well to serve their customers in an incredibly busy and competitive market. The rise in settlement numbers highlights the hard work and dedication of these agents to get the most out of the high buyer demand in the residential property market."

"For almost a decade, the REB Dealmakers 2025 ranking has recognised the leading lights of the real estate industry in Australia. These agents are testament to the importance of building robust relationships with both vendors and buyers, as well as carving a strong presence in their local area."

REB Editor Liam Garman congratulated the top 50 ranked agents for achieving exceptional results while prioritising customer service.

"I'm so pleased that we can showcase the achievements of these agents as they set a high benchmark for what it means to be a successful dealmaker. All the ranked agents have demonstrated a deep passion for their craft and are enjoying the fruits of their toil and labour."

Methodology

The rankings were determined based on a rigorous methodology, with all data verified by Agile Market Intelligence to ensure accuracy.

The REB Dealmakers 2025 ranking has been measured through three key metrics: total number of deals, year-on-year deal growth, and consistency of performance.

The ranking was based on the analysis of the total value and number of residential sales settled between July 2024 and June 2025, and the number of residential sales settled between July 2023 and June 2024.

Agents were also asked to submit the number of residential sales they settled within each monthly period from July 2024 to June 2025.



In addition, they needed to supply a CRM verification document clearly outlining the following information:

- Total value of settled sales for the 2024-2025 financial year.
- Total number of settled sales for the 2023–2024 financial year.
- Total number of settled sales for the 2024–2025 financial year.
- Total number of settled sales for the 2024–2025 financial year broken down by month.

For more information, please reach out to:

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