



TOP 100 AGENTS 2020

The REB Top 100 Agents ranking is the premier benchmark for real estate professionals across Australia. The ranking highlights excellence across the board – from the highest number of sales and listings to the greatest total sales volume.



A WORD FROM



**Partner of the
REB Top 100 Agents 2020**

ActivePipe is proud to play our part in the Australian real estate community and support the REB Top 100 Agents 2020 program.

At ActivePipe, our goal is to make being a high performance agent easy.

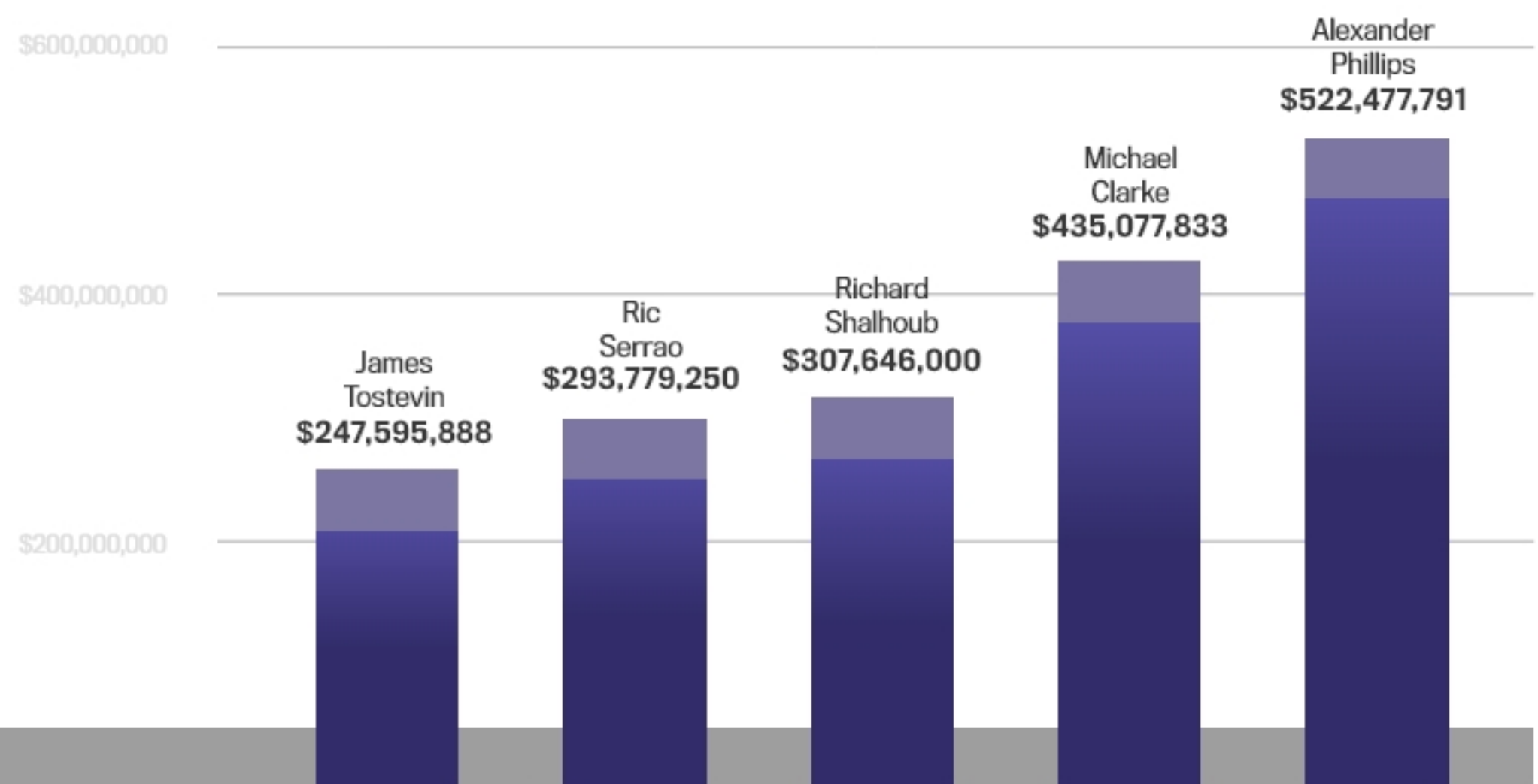
9124

TOTAL NUMBER OF SALES

The REB Top 100 Agents ranking, partnered in 2020 exclusively by ActivePipe, has set the benchmark for success in residential real estate sales.

Now in its ninth year, the ranking identifies those a cut above the rest, showcasing those agents who have navigated their way through challenging markets and used their expertise to ensure the best results.

HIGHEST TOTAL SALES VOLUME



The metrics used to generate the REB Top 100 Agents ranking include the number of properties sold, the total dollar volume of properties sold and the average sale value.

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

Since its inception nine years ago, the REB Top 100 Agents has been able to pinpoint various trends and challenges facing the market. This is evident again in 2020.

This year saw the total number of sales for the top 100 decrease to 9,124 from 9,349 in 2019. This represents a steady decline over the past three years, with 9,507 sales recorded for the top 100 in 2018.

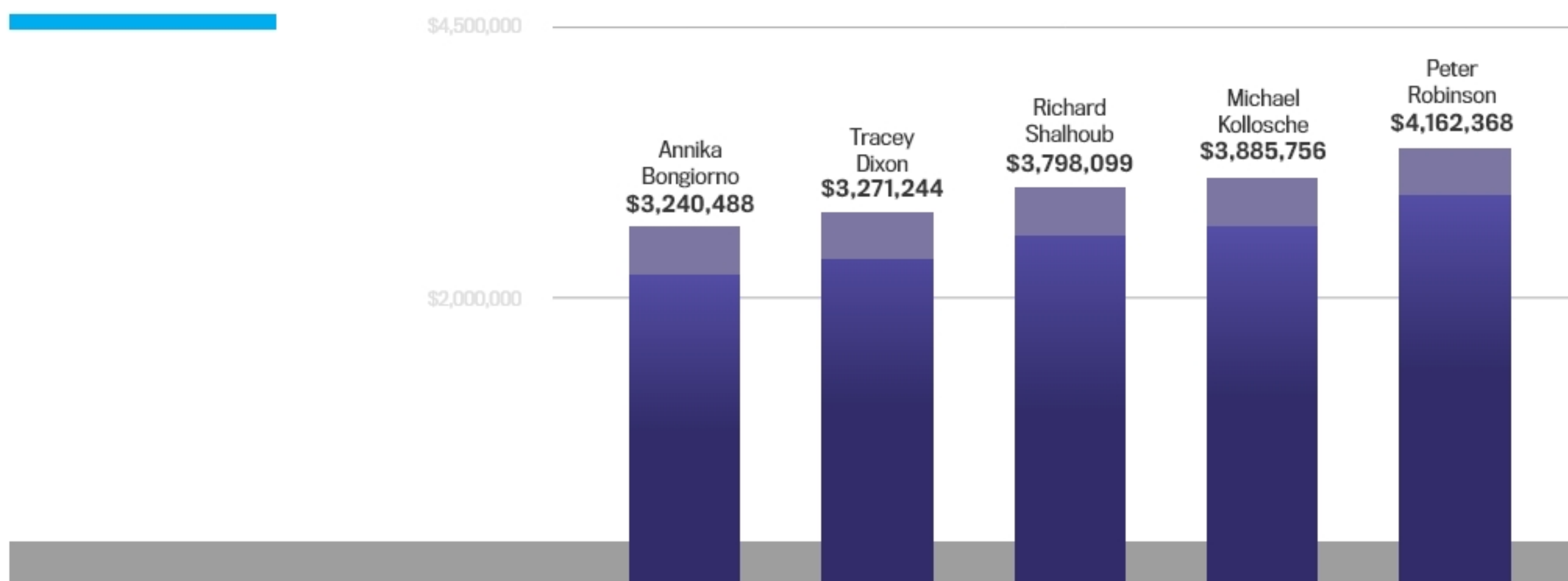
Confined to just the top 10 agents, the total number of sales was 1,269, which is also down from 2019 figures where the total number of sales recorded by the top 10 agents sat at 1,436. In 2018, the total number was 1,378.

\$ 12.9 billion

TOTAL VALUE OF SALES

Similar to past years, the total value of sales for the top 100 agents fell to \$12.9 billion in 2020, from \$13.9 billion in 2019 and \$15.6 billion in 2018.

HIGHEST AVERAGE SALE PRICE



In 2017, the total value of sales for the top 100 sat at \$14.2 billion. In 2016, the total value of sales came in at \$13.9 billion.

Looking exclusively at the top 10, the total value of sales declined to \$2.8 billion in 2020, from \$3.5 billion – which was the amount recorded in both 2019 and 2018.

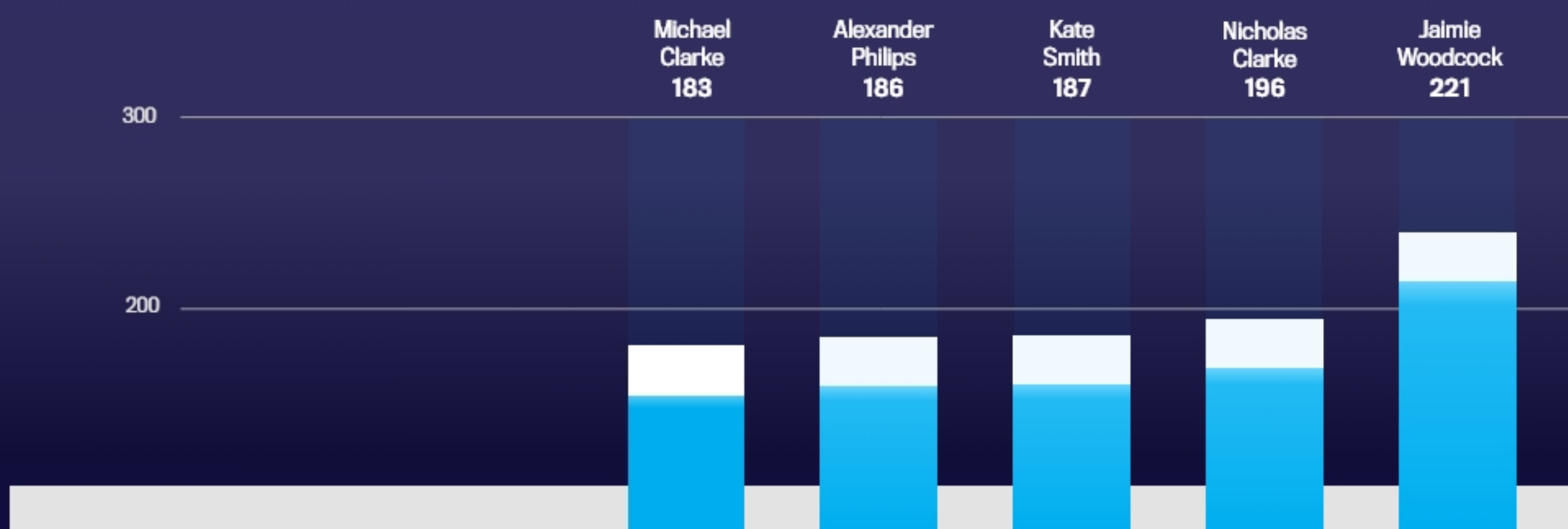
The total value of sales for the top 10 sat at \$3.2 billion in 2017 and \$2.7 billion in 2016.

The average dollar value of sales per agent fell from \$139.5 million in 2019 to \$129 million in 2020. By comparison, the average dollar value of sales per agent was \$115.6 million in 2018 and \$142.2 million in 2017.

It also declined to \$276.8 million in 2020, from \$345.4 million in 2019, \$344.0 million in 2018 and \$318.8 million in 2017, for the top 10.

Further analysis of the insights gained through the ranking reveals that the profile of a top 10 agent in 2020 is someone with 20 years' experience, on average. This has remained largely consistent year-on-year, with the average years of experience being 20.7 in 2019, 21 in 2018, 22 in 2017 and 18 in 2016 for the top 10.

HIGHEST NUMBER OF SALES



In addition, they have three support members in their team on average in 2020 – the same amount as they did in 2018 and 2017. In 2019, the top 10 had 3.1 support members in their team on average.

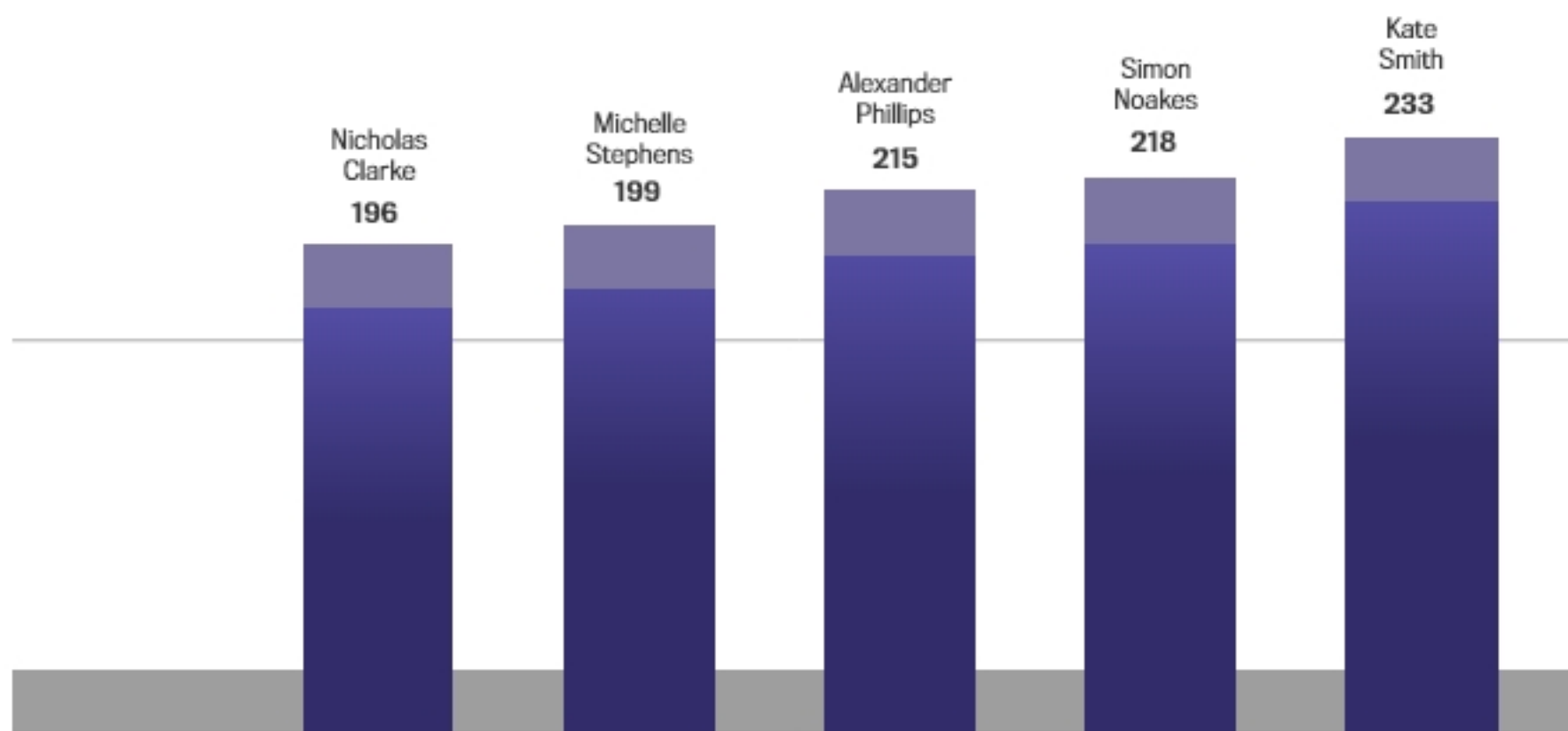
Meanwhile, a typical top 100 agent in 2020 has 16 years' experience, which is, again, the same as 2018's results. The figure is in the middle of 2019's and 2017's results, where the average top 100 agent had 17 years' and 15 years' experience, respectively.

\$ 129 million

AVERAGE SALES PER AGENT

This year's ranking revealed the average sale price saw a slight decrease to \$2.2 million for the top 10, from \$2.4 million in 2019. In 2018, the average sale price for the top 10 was \$2.5 million, and in 2017 it was \$2.0 million.

HIGHEST NUMBER OF LISTINGS

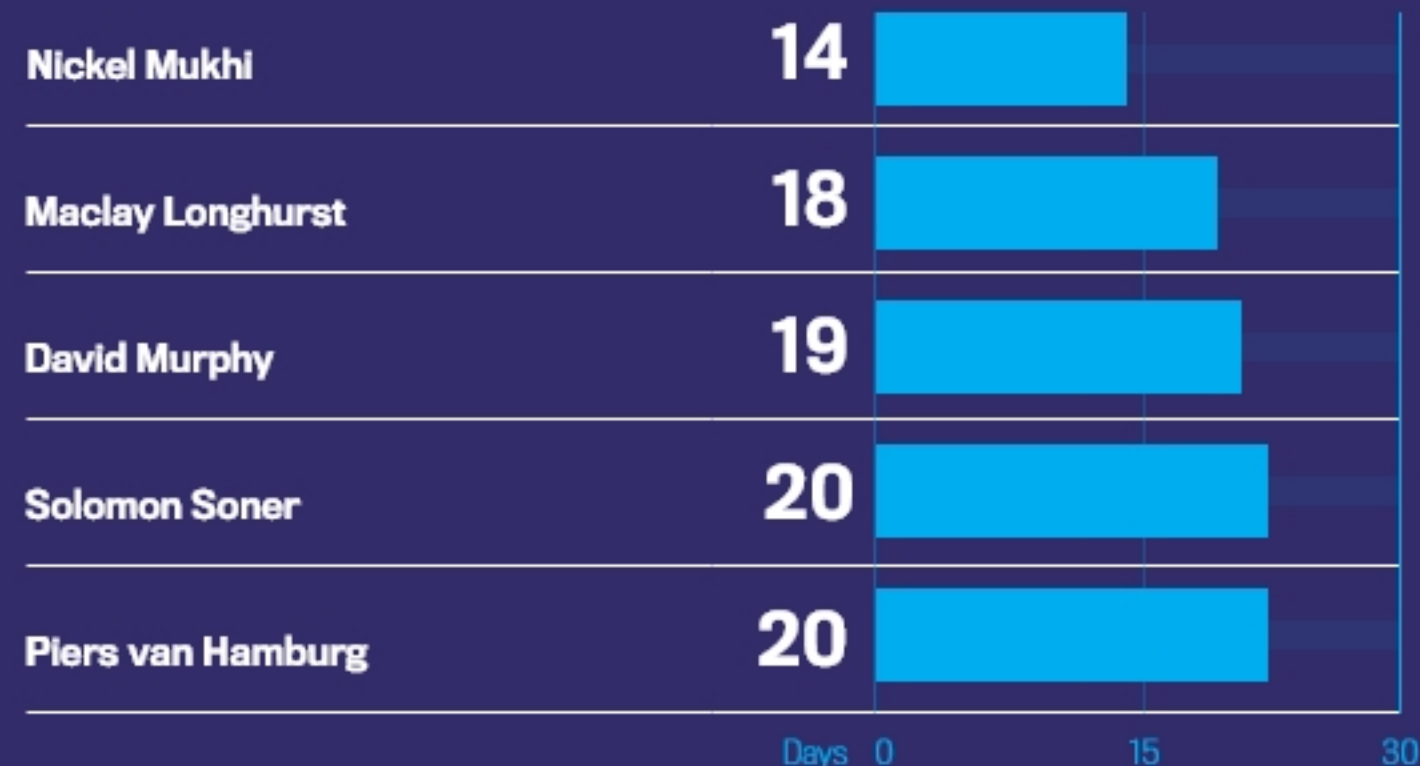


The average sale price for the top 100 was much lower collectively at \$1.4 million.

The average commission for the top 10 in 2020 remained consistent with 2019 at 1.67 per cent.

In comparison, the average commission for the top 100 sat at 1.77 per cent in 2020.

SHORTEST DAYS ON MARKET



TOP 10 AGENTS 2020

1



Alexander Phillips

Phillips Pantzer Donnelley

2



Michael Clarke

Clarke & Humel Property

3



Ric Serrao

Raine & Horne Double Bay

4



James Tostevin

Marshall White

5



Richard Shalhoub

McGrath Estate Agents

6



Peter Chauncy

McGrath Estate Agents

7



David Highland

Highland Property Agents

8



Mathew Steinwede

McGrath Central Coast

9



Helen Yan

Ray White Balwyn

10



David Walker

Ray White Upper North Shore

BY COMPARISON

2020

	Top 10	Top 100
Average years of experience	20	16
Average number of support staff	3	2
Total number of sales	1,269	9,124.2
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

2019

	Top 10	Top 100
Average years of experience	20.7	17
Average number of support staff	3	2
Total number of sales	1,436	9,349
Total dollar value of sales	\$3,454,166,525	\$13,948,445,801
Average number of sales per agent	144	93
Average dollar value of sales per agent	\$345,416,653	\$139,484,458
Average sales price	\$2,405,408	\$1,491,972
Average commission	1.67%	1.62%
Average days on market	45	41

TOP 100 AGENTS 2020

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	PPD Real Estate	Eastern Suburbs of Sydney	NSW	20	3	21	215	186	\$522,477,791	\$2,809,020
2	No change	Michael Clarke	Clarke & Humel Property	Manly	NSW	15	3	23	195	183	\$435,077,833	\$2,377,474
3	▲ 2	Ric Serrao	Raine & Horne	Double Bay	NSW	26	3	39	181	116	\$293,779,250	\$2,532,580
4	▼ 1	James Tostevin	Marshall White	Boroondara	VIC	35	7	28	131	102	\$247,595,888	\$2,427,411
5	New	Richard Shalhoub	McGrath Estate Agents	Millers Point Walsh Bay The Rocks Barangaroo Sydney CBD Pyrmont	NSW	18	1	25	46	81	\$307,646,000	\$3,798,099
6	▲ 2	Peter Chauncy	McGrath Estate Agents	Naremburn	NSW	16	2	23	115	115	\$199,534,499	\$1,735,083
7	▼ 1	David Highland	Highland Property Agents	Sutherland Shire	NSW	22	2	81.65	147	183	\$212,183,000	\$1,200,048
8	▲ 1	Mathew Steinwede	McGrath Estate Agents	Wamberal Macmasters Beach	NSW	25	5	96	163	142	\$182,695,888	\$1,286,591
9	▲ 2	Helen Yan	Ray White	Balwyn	VIC	10	0	40	135	79	\$184,760,700	\$2,338,743
10	New	David Walker	Ray White	Wahroonga	NSW	15	3	46	93	82	\$182,192,800	\$2,221,863
11	▲ 3	Norman So	Belle Property	Strathfield	NSW	11	2	51	158	100	\$171,138,500	\$1,711,385
12	New	Maclay Longhurst	BresicWhitney	Darlinghurst	NSW	5	1	18	99	91	\$161,210,500	\$1,771,544
13	▲ 2	Simon Harrison	Belle Property	Hunters Hill	NSW	22	4	37	70	70	\$193,608,500	\$2,765,836
14	New	Brendan Pomponio	Belle Property	Dee Why	NSW	16	4	39.41	78	72	\$179,697,642	\$2,495,801
15	▲ 11	Sam Rigopoulos	Jellis Craig	Northcote	VIC	14	3	24	130	109	\$160,567,850	\$1,473,100
16	▲ 2	Andrew Keleher	Jellis Craig	Templestowe	VIC	31	2	36	123	117	\$156,901,456	\$1,341,038
17	▲ 19	Stefon Bertram	McGrath Estate Agents	Ryde	NSW	13	3	37	119	110	\$152,192,100	\$1,383,565
18	New	Simon Caulfield	Place Estate Agents	Kangaroo Point	QLD	11	1	68	77	82	\$144,818,911	\$1,766,084
19	▼ 3	Andrew Lutze	Cunninghams	Northern Beaches	NSW	17	2	35.47	100	102	\$146,592,750	\$1,437,184
20	▲ 1	Dib Chidiac	DIB CHIDIAC	Concord	NSW	10	3.5	36	139	92	\$142,589,833	\$1,549,889
21		Tim Heavyside	Fletchers	Inner Eastern Suburbs of Melbourne	VIC	18	4	38.95	113	111	\$142,400,088	\$1,282,884
22	▲ 23	Dallas Taylor	Jellis Craig	Donvale	VIC	21	2	45	93	91	\$135,042,800	\$1,483,987
23	New	Jaimie Woodcock	McGrath Estate Agents	Central Coast	NSW	25	3	79	46	221	\$174,159,531	\$788,052
24	▲ 4	Catherine Dixon	PPD Real Estate	Paddington Woollahra	NSW	11	2	35	60	64	\$154,398,000	\$2,412,469
25	New	Ben Pike	Pulse Property Agents	Miranda	NSW	14	3	43	146	136	\$133,022,580	\$978,107
26	▲ 13	Mark Kentwell	PRD nationwide	Newcastle	NSW	16	2	57	69	139	\$132,896,800	\$956,092
27	▲ 14	Chris Hassall	Buxton	Bentleigh Ormond Bentleigh East McKinnon	VIC	18	2	23	104	108.5	\$129,748,638	\$1,195,840
28	▼ 9	Betty Ockerlander	McGrath Estate Agents	Epping Carlingford	NSW	25	4	31	91	91	\$126,316,100	\$1,388,089
29	New	Vivien Yap	Ray White	Dalkeith Claremont	WA	8	3	95.14	99	66	\$133,967,276	\$2,029,807
30	▼ 10	Alex Mintorn	McGrath Estate Agents	Wahroonga	NSW	11	3	40	64	69	\$127,196,000	\$1,843,420
31	▲ 35	Michael Kollosche	Kollosche	Broadbeach Waters Mermaid Beach Paradise Waters	QLD	20	1	83	54	45	\$174,859,000	\$3,885,756
32	New	James Baker	McGrath Estate Agents	Avalon Newport Clareville Palm Beach	NSW	14	2	42.66	63	53	\$139,817,202	\$2,638,060
33	New	Randall Kemp	Ray White	Woollahra	NSW	19	2	24	39.5	59.5	\$130,894,750	\$2,199,912

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34	New	Greg Cusack	Jellis Craig	Inner North Melbourne	VIC	19	3	27.7	109	122	\$115,247,750	\$944,654
35	New	Jim Chen	Buxton	Box Hill	VIC	6	2	31	76	78	\$114,822,888	\$1,472,088
36	▲ 1	Theo Politis	Barry Plant	Donvale	VIC	17	2	44.08	105	103.5	\$115,993,740	\$1,120,712
37	New	Matthew Everingham	Richard Matthews Real Estate	Strathfield Croydon Burwood Belfield Georges Hall Homebush	NSW	20	2	42	99	111	\$114,215,250	\$1,028,966
38	▼ 11	Kieran Bresnahan	McGrath Estate Agents	St George Oatley	NSW	20	2	30	80	84	\$114,046,100	\$1,357,692
39	▲ 13	Dane Queenan	PRD Real Estate	Shoal Bay	NSW	15	2	101	162	164	\$124,120,000	\$756,829
40	▼ 7	Leon Gouzenfiter	Gary Peer & Associates	Bentleigh	VIC	12	2	28	93	90	\$110,736,250	\$1,230,403
41	▲ 1	Piers van Hamburg	Di Jones	Mosman	NSW	23	2	20.27	45	46	\$130,281,150	\$2,832,199
42	▲ 30	Peter Robinson	LJ Hooker	Palm Beach Whale Beach Avalon Beach	NSW	16	2	121.95	36	38	\$158,170,000	\$4,162,368
43	▼ 11	Tracey Dixon	McGrath Estate Agents	Hunters Hill	NSW	20	2	62	50	41	\$134,121,000	\$3,271,244
44	New	Chris Nunn	BresicWhitney	Glebe	NSW	9	1	21	76	67	\$110,981,500	\$1,656,440
45	▲ 28	Matthew Smythe	Belle Property	Neutral Bay	NSW	16	1	38	67	53	\$121,802,000	\$2,298,151
46	▼ 8	Sam Gamon	Chisholm and Gamon	Elwood	VIC	17	1	39.4	82	72	\$105,960,900	\$1,471,679
47	New	Annika Bongiorno	Stone Real Estate	McMahons Point	NSW	18	1	23.9	46	41	\$132,860,000	\$3,240,488
48	New	Nick Duchatel	Belle Property	Dee Why	NSW	13	3	31.91	84	77	\$104,109,500	\$1,352,071
49	New	Tony O'Doherty	Belle Property	Bulimba	QLD	5	2	66	87	73	\$103,633,556	\$1,419,638
50	New	Alex Jordan	McGrath Estate Agents	Paddington	QLD	21	4	58	92	74	\$103,449,888	\$1,397,971
51	▼ 8	Brent Courtney	McGrath Estate Agents	Lane Cove	NSW	28	2	40	41	43	\$115,787,500	\$2,692,733
52	New	Jared Wei	Jellis Craig	Mount Waverley	VIC	10	3	64	121	82	\$102,205,588	\$1,246,410
53	New	Matthew Pillios	Marshall White	Brighton Brighton East	VIC	5	2	28	69	58	\$101,781,500	\$1,754,853
54	New	Will Torres	Torres Property	Coorparoo	QLD	12	2	48	130	116	\$98,294,320	\$846,365
55	New	Michelle Stephens	O'Brien Real Estate	Carrum Downs	VIC	10	2	34.09	199	172	\$105,416,384	\$612,886
56	▲ 16	David Smith	Highland Property Agents	Cronulla	NSW	11	2	85.27	81	69	\$98,593,888	\$1,428,897
57	New	James Bell	McGrath Estate Agents	Metropolitan Sydney	NSW	30	2	48	13	117	\$94,679,500	\$809,226
58	▲ 37	Michael Dowling	McGrath Estate Agents	Ryde	NSW	11	3	34	90	83	\$97,818,110	\$1,178,531
59	New	James Haywood	Cunninghams	Balgowlah	NSW	18	2	30.69	43	53	\$101,570,500	\$1,916,425
60	▲ 2	Kate Strickland	Marshall White	Bayside	VIC	11	1	28	37	42	\$102,866,113	\$2,449,193
61	New	Mark Di Giulio	Barry Plant	Bulleen	VIC	18	1	48.64	88	87.5	\$97,673,086	\$1,116,264
62	▲ 21	Jill Henry	Stone Real Estate	Roseville	NSW	12	1	39	38	37	\$106,979,500	\$2,891,338
63	New	William Pereira	BresicWhitney	Glebe	NSW	8	3	27	93	83	\$97,022,800	\$1,168,949
64	▲ 25	Simon Noakes	Harris Real Estate	Brighton	SA	10	3	40.36	218	173	\$102,806,043	\$594,255
65	New	Georgi Bates	Cunninghams	Manly	NSW	20	2	31.43	69	59	\$99,516,000	\$1,686,712
66	▼ 17	Romana Altman	Buxton	Beaumaris Black Rock Sandringham Hampton	VIC	22	1	27	55	58	\$99,271,000	\$1,711,569
67	New	Paul Richards	Bekdon Richards Estate Agents	Hawthorn	VIC	19	1	38	67	67	\$96,516,889	\$1,440,551
68	▲ 8	Anna Younan	Gilbert + Younan	Narellan	NSW	12	2	140	185	178	\$102,258,374	\$574,485
69	New	Kevin Dearlove	Stone Real Estate	Beecroft	NSW	11	2	51	68	56	\$98,096,000	\$1,751,714

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70	▼ 40	Bill Tsounias	McGrath Estate Agents	Sans Souci	NSW	15	2	56	73	78	\$95,449,500	\$1,223,712
71	New	James Bennett	Belle Property	Greenwich Lane Cove	NSW	11	3	22	55	44.4	\$100,440,599	\$2,262,176
72	New	Michael Sleiman	Daystar First National	Revesby	NSW	12	1	30	108	92	\$92,897,200	\$1,009,752
73	▲ 14	Solomon Soner	Team Solomon Estate Agents	Cleveland	QLD	14	3	20	138	123	\$91,619,400	\$744,873
74	New	Angelo Nickolas	Harris Real Estate	Lockleys	SA	5	3	48.14	181	167	\$100,583,348	\$602,295
75	▼ 28	Brett Hayman	Hayman Partners	Woden	ACT	23	2	68	147	111	\$90,503,500	\$815,347
76	▼ 22	Joel Hood	Eview Group - Joel Hood Property	Mornington	VIC	7	3	27	118	111	\$89,559,250	\$806,840
77	New	Glenn Mills	McGrath Estate Agents	Ballina East Ballina Skennars Head	NSW	35	4	65	97	152	\$96,200,300	\$632,897
78	New	Mathew Cox	Buxton	Mentone Parkdale Mordialloc Cheltenham	VIC	23	1	36	84	86	\$89,975,500	\$1,046,227
79	New	Nicholas Clarke	PRD nationwide	Maitland	NSW	9	2	82.3	196	196	\$99,967,200	\$510,037
80	New	David Murphy	David Murphy Residential	Mosman	NSW	21	1	19	50	44	\$96,446,500	\$2,191,966
81	▼ 13	Steve Lambley	Cunninghams	Balgowlah Balgowlah Heights	NSW	13	1	37	50	52	\$92,937,000	\$1,787,250
82	New	Brian Whiteman	The Agency	Central Coast	NSW	5	3	72.89	116	92	\$87,477,250	\$950,840
83	▲ 14	Maria Cassarino	Stone Real Estate	Seaforth	NSW	21	3	77.54	35	34	\$97,884,500	\$2,878,956
84	New	Claudio Cuomo	Claudio+Marwan Residential Eview Group	Oak Park Glenroy Hadfield Pascoe Vale	VIC	15	2	27	133	123	\$83,785,686	\$681,184
85	New	Mike Dunn	Clarke & Humel	Freshwater Curl Curl Queenscliff	NSW	15	1	39.93	43	43	\$91,003,500	\$2,116,360
86	New	Marnie Seinor	McGrath Estate Agents	Coogee	NSW	22	3	44	51	57	\$90,397,500	\$1,585,921
87	▼ 26	Daniel Broadbent	Jellis Craig	Ringwood	VIC	10	2	49	79	70	\$84,330,256	\$1,204,718
88	▲ 8	Michelle Skoglund	Aqua Real Estate	Mount Eliza	VIC	14	1	65	59	37	\$93,625,000	\$2,530,405
89	▼ 2	Kate Smith	Harcourts Smith	Semaphore West Lakes	SA	19	2	30	233	187	\$92,308,313	\$493,627
90	New	Cindy Kennedy	McGrath Estate Agents	Rozelle Lilyfield Balmain Birchgrove	NSW	15	2	24	45	51	\$89,133,167	\$1,747,709
91	New	Nicholas Wise	McGrath Estate Agents	Maroubra	NSW	6	1	30	78	62	\$87,306,000	\$1,408,161
92	New	Craig Lea	McGrath Estate Agents	Windsor Wilston Grange	QLD	7	2	48	85	83	\$80,150,779	\$965,672
93	▼ 30	Adam McMahon	Dignam Real Estate	Bulli	NSW	24	0	46	108	88	\$78,821,300	\$895,697
94	▼ 41	Nigel Mukhi	DIJONES	Kirribilli	NSW	16	2	14	67	45	\$83,197,000	\$1,848,822
95	▼ 3	Tim Cullen	McGrath Estate Agents	Manly	NSW	19	2	39	56	67	\$79,833,000	\$1,191,537
96	▼ 41	David Choy	McGrath Estate Agents	Castle Hill	NSW	23	3	45	74	64	\$83,870,675	\$1,310,479
97	New	Anthony Di Nardo	Belle Property	Eleebana Warners Bay Croudace Bay Speers Point Valentine Lakelands	NSW	19	3	54	114	103.8	\$77,353,205	\$745,214
98	▼ 81	Andrew Campbell	Marshall White	Bayside	VIC	9	1	38	28	32	\$90,605,986	\$2,831,437
99	New	Alistair Agius	Harcourts Hills Living	Baulkham Hills	NSW	11	2	37	105	98	\$74,937,550	\$764,669
100	▼ 21	Arabella Hooper	Harris Real Estate	Stirling	SA	14	3	61.37	101	95	\$74,754,500	\$786,889

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REB will deliver more detailed analysis of the Top 100 Agents in the coming months, together with inside stories from these highly ranked agents.