



# AGENT PERFORMANCE AND MARKET INSIGHTS

Q2 | 2021/2022



## MESSAGE FROM OUR MANAGING DIRECTOR

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**Peter Gibbons,**  
Managing Director

### Welcome to our first market update of 2022.

The October-December quarter provided a solid finish to what was another big year in real estate.

Openn reported a significant growth in uploads to the platform since listing on the ASX in July – more than double the number forecasted in our prospectus. Our new digital private treaty solution, Openn Offers, has continued to gain traction, making up 30% of all uploads in the December quarter.

While buyer demand eased slightly, the continued strength in the property market was evident in the sustained levels of buyer competition, with quarterly and year-on-year increases in the total number of offers per property.

Volatility remains a key challenge for price setting. With 24% of sold properties selling for more than \$50,000 above expectations, agents are finding transparent processes help their clients avoid the risk of underselling.

With that said, I'm delighted to reveal this quarter's top performing agents who are leading the way with Openn.

On behalf of all of us here at Openn, please accept our thanks for your support and our sincere congratulations on an outstanding three months.

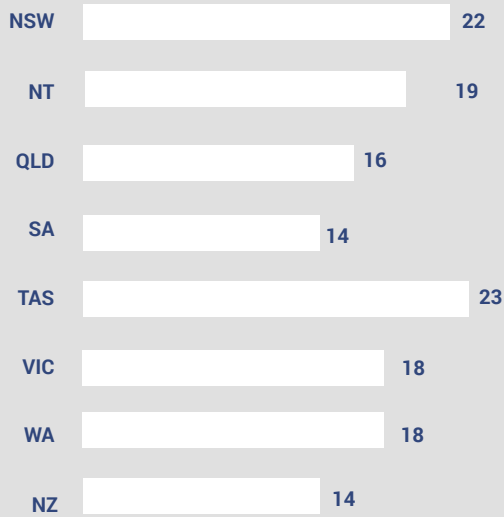
We look forward to helping you achieve continued success in the quarter ahead.

Warm regards,

A handwritten signature in black ink, appearing to read 'Peter Gibbons'.

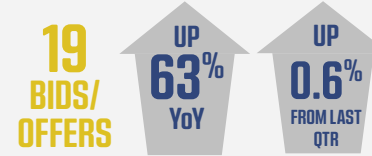
# 1 MEDIAN DAYS ON MARKET

**20 DAYS**  
WAS THE OVERALL MEDIAN DAYS ON MARKET

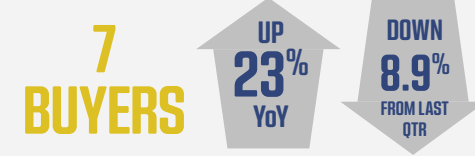


# 2 BUYER ACTIVITY

AVERAGE NUMBER OF BIDS/OFFERS PER PROPERTY



AVERAGE NUMBER OF BUYERS\* PER PROPERTY

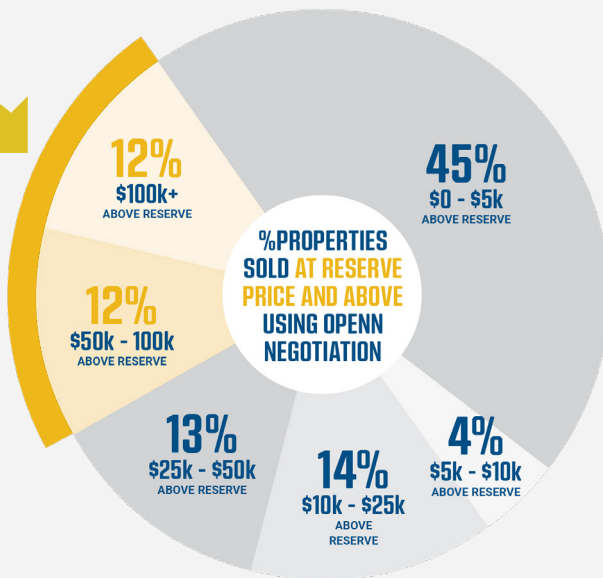


\*Buyers include those in Approved, Re-join, Pending or Withdrawn status.

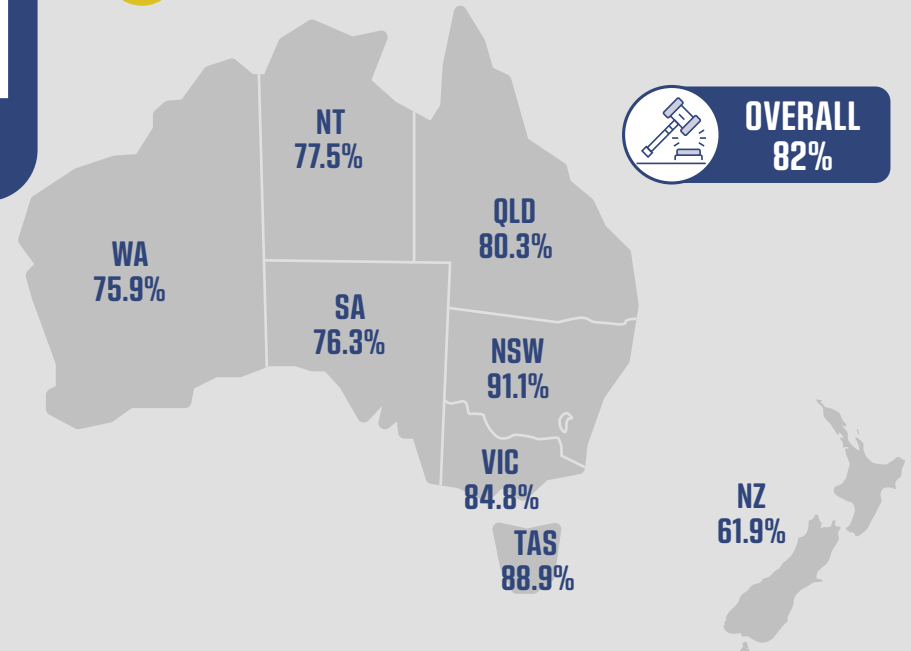


# 3 SALES ABOVE RESERVE

**24%** OF PROPERTIES SOLD FOR MORE THAN \$50K ABOVE SELLER EXPECTATIONS



# 4 CLEARANCE RATES



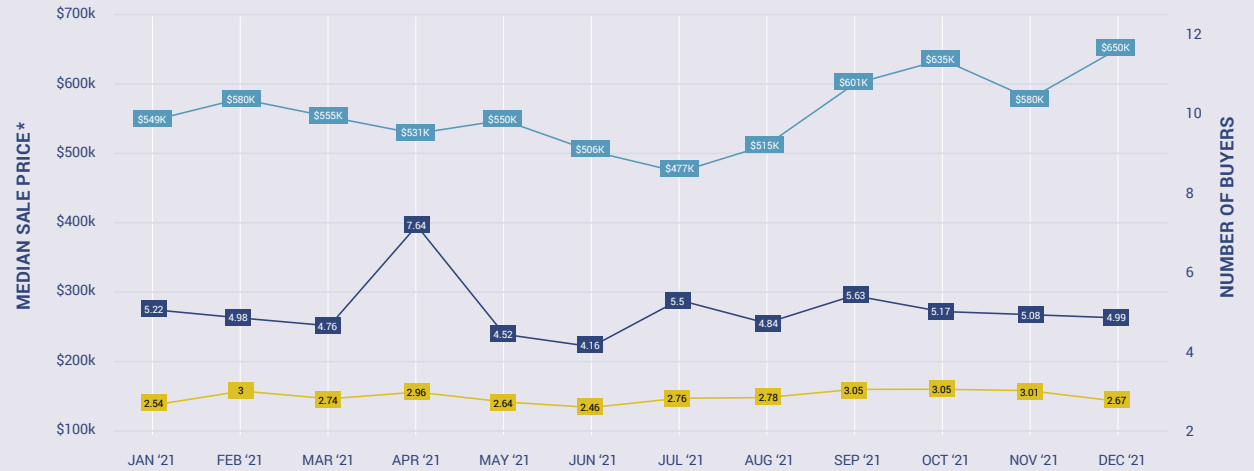
# OPENN BUYER INDEX (OBI)

The Openn Buyer Index (OBI) tracks the level of buyer support across the Openn platform, in real time. When combined with existing industry data, the OBI can provide valuable insights to the market, enabling buyers, sellers and the finance sector to make more informed decisions.

- Median Sale Price\*
- Avg # Buyers
- OBI - Competitive Buyers\*\*

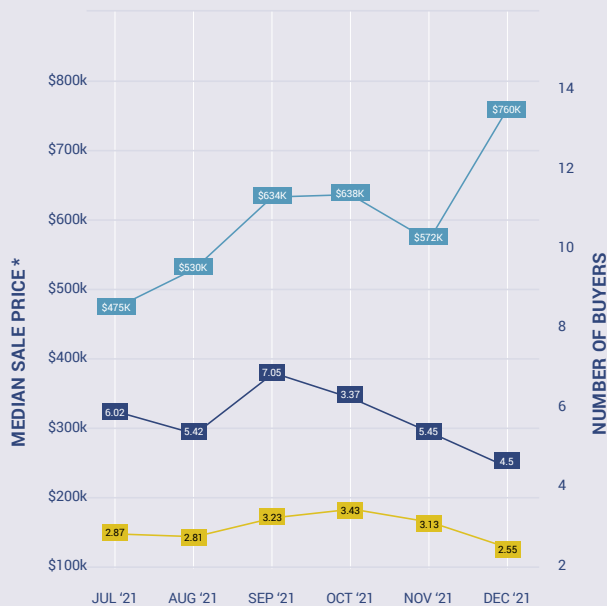
## AUSTRALIA

Jan 2021 - Dec 2021



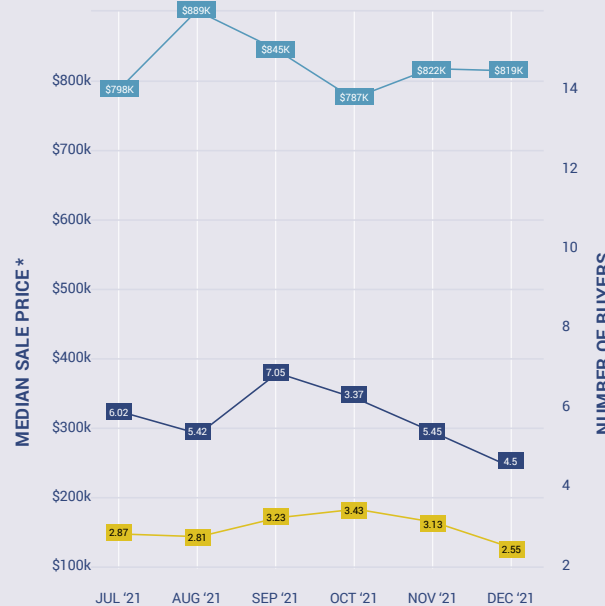
## NSW

Q1 - Q2



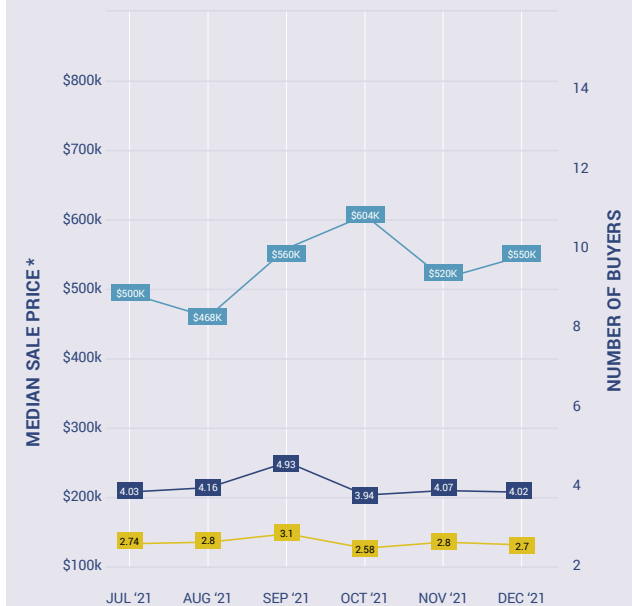
## QLD

Q1 - Q2



## WA

Q1 - Q2



\* Source: Openn

\*\* Average number of buyers per property with offers within 10% of the final sale price.

# NSW

Q2 | 2021/2022



22

**MEDIAN DAYS  
ON MARKET**



91.1%

**CLEARANCE RATE**

7.5



**AVERAGE #BUYERS  
PER PROPERTY**

23



**AVERAGE #OFFERS  
PER PROPERTY**

**QLD**

Q2 | 2021/2022



**16**

**MEDIAN DAYS  
ON MARKET**



**80.3%**

**CLEARANCE RATE**

**10**



**AVERAGE #BUYERS  
PER PROPERTY**

**24**



**AVERAGE  
#OFFERS PER  
PROPERTY**

# SA

Q2 | 2021/2022



15

MEDIAN DAYS  
ON MARKET



76.3%

CLEARANCE RATE

8



AVERAGE #BUYERS  
PER PROPERTY

20



AVERAGE #OFFERS  
PER PROPERTY

# VIC

Q2 | 2021/2022



17

**MEDIAN DAYS  
ON MARKET**



84.8%

**CLEARANCE RATE**

5



**AVERAGE #BUYERS  
PER PROPERTY**

18



**AVERAGE #OFFERS  
PER PROPERTY**



# WA

Q2 | 2021/2022



18

MEDIAN DAYS  
ON MARKET



75.9%

CLEARANCE RATE

5.5



AVERAGE #BUYERS  
PER PROPERTY

13



AVERAGE #OFFERS  
PER PROPERTY

# NT

Q2 | 2021/2022



19

**MEDIAN DAYS  
ON MARKET**



77.5%

**CLEARANCE RATE**

5



**AVERAGE #BUYERS  
PER PROPERTY**

11.5



**AVERAGE #OFFERS  
PER PROPERTY**

# TAS

Q2 | 2021/2022



23

**MEDIAN DAYS  
ON MARKET**

12.5



**AVERAGE #BUYERS  
PER PROPERTY**



88.9%

**CLEARANCE RATE**

23



**AVERAGE #OFFERS  
PER PROPERTY**

# NZ

Q2 | 2021/2022



14

MEDIAN DAYS  
ON MARKET



61.9%

CLEARANCE RATE

4.5



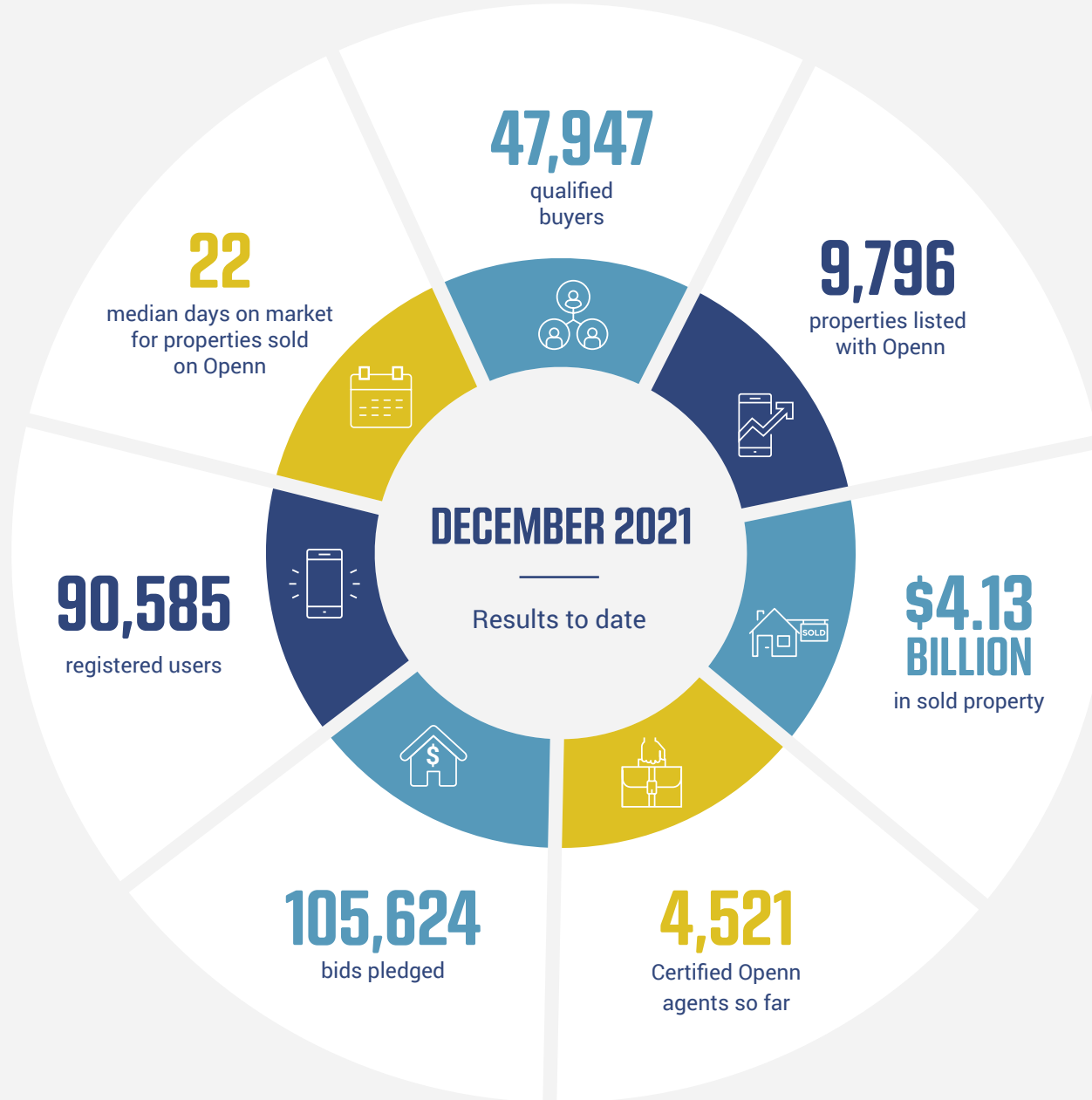
AVERAGE #BUYERS  
PER PROPERTY

13.5



AVERAGE #OFFERS  
PER PROPERTY





**CAMPAIGN OF  
THE QUARTER**

Q2 | 2021/2022

Based on a single property that had the best weighted average over the following measures:

- Number of buyers\* (30% weighting)
- Days on market (30% weighting)
- Number who observed (20% weighting)
- Number of offers/bids (20% weighting)

In instances of land sales with multiple lots, only one property can rank in the category.

\*Buyers include those in Approved, Re-join, Pending or Withdrawn status.



RANK	AGENT	AGENCY	ADDRESS	BUYERS	DAYS ON MARKET	OBSERVERS	OFFERS/ BIDS
1	Stevie Chau	Satterley Property Group	Lot 1445 Porcini Parade, Mickleham Victoria 3064	39	19		263
2	Brad Scott	Smart Real Estate	11 Stag Court, Upper Coomera Queensland 4209	58	13	18	103
3	Grant Penrose	RE/MAX Profile Real Estate	45 Gilruth Road, KENMORE Queensland 4069	25	7	7	135
4	Ken Giese	L J Hooker Maclean	1 McIntyres Lane, Maclean New South Wales 2463	13	21	15	160
5	John Buckley	RE/MAX Capital - Queanbeyan	33/4 Ross Road, QUEANBEYAN New South Wales 2620	20	22	20	126
6	Grant Neilson	L J Hooker Maclean	60 Koala Drive, Townsend New South Wales 2463	18	30	13	141
7	David Riley	4069 Real Estate Pty Ltd	129 Mirbelia Street, Kenmore Hills Queensland 4069	11	7	18	101
8	Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	3 Blackbird Glen, Erskine Park New South Wales 2759	9	11	3	121
9	Bec Gurski	Western Edge Realestate	22 Partridge Street, East Toowoomba Queensland 4350	21	8	37	63
10	Tania Mathers	Ray White Alderley	208 Webster Road, STAFFORD Queensland 4053	9	14	8	117
11	Troy Obrien	Charles L King & Co. First National	4 Lomond Court, Moama New South Wales 2731	11	13	19	101
12	Gordon Jenkinson	First National Real Estate Kosciusko	38 Banjo Paterson Crescent, Jindabyne New South Wales 2627	6	30	37	115
13	Sharifa Mohammed	Satterley Property Group	Lot 1446 Porcini Parade, MICKLEHAM Victoria 3064	11	5		105
14	Michelle Maschmedt	Foxwell Realty	34 Trevally Crescent, Manly West Queensland 4179	32	22	27	70
15	Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	1 Fairburn Crescent, Minchinbury New South Wales 2770	20	11	14	75
16	Louise Hackmann	Raine and Horne Toowoomb Bay   Killarney Vale	18 Shaw Street, Killarney Vale New South Wales 2261	12	21	9	104
17	Daryl Kenna	Homeseeka Real Estate - Warrnambool	54 Wangoom Road, Warrnambool Victoria 3280	10	22	8	106
18	Rod Amos	Ray White Terrigal	15 Del Mar Drive, Copacabana New South Wales 2251	26	10	10	62
19	Paul Jellie	Homeseeka Real Estate - Warrnambool	Lot 2, 2-4 Walls Road, Warrnambool Victoria 3280	9	14		103
20	Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	18 Kelmscott Way, Saint Clair New South Wales 2759	21	10	6	70
21	Dirk ten Cate	BRIX Property Agents	36 Cann Street, Guildford New South Wales 2161	10	14	17	77

CAMPAIGN OF  
THE QUARTER CONTINUED



Q2 | 2021/2022

RANK	AGENT	AGENCY	ADDRESS	BUYERS	DAYS ON MARKET	OBSERVERS	OFFERS/ BIDS
22	Victoria De Marchi	McCloy Group	Lot 124 Brush Creek Estate, 100 Minmi Road, Edgeworth New South Wales 2285	38	19	6	52
23	Dimitrios Kallitsis	Eview Group	59 Corryong Crescent, Taylors Lakes Victoria 3038	7	10	22	68
24	Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	6 Downes Street, Colyton New South Wales 2760	11	12	3	83
25	Kim Findlay	Laurie Kelly Real Estate	34 Waller Street, Lathlain Western Australia 6100	10	5	29	46
26	David Luscombe	Freedom Property	44 Parkway Drive, Mooloolaba Queensland 4557	14	12	11	68
27	Clint McCarthy	McCloy Group	Lot 506 Sawyers Avenue, Stage 5B Eastwood Estate, Goonellabah New South Wales 2480	12	19	15	77
28	Matt Diesel	McGrath Buderim	24 Alfriston Drive, Buderim Queensland 4556	22	20	51	27
29	Jason Stevens	First National Real Estate Coorparoo	36 Bernecker Street, Carina Queensland 4152	24	14	37	29
30	Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	3 Clarence Road, Saint Clair New South Wales 2759	19	37	7	100
31	Julia Smith	Elders Real Estate Barossa	55 Dawson Road, Mount Crawford South Australia 5351	8	14	5	83
32	Wayne Norwood	Charles L King & Co. First National	75 Gulpa Street South, Mathoura New South Wales 2710	9	49	22	117
33	Tom Luxton	Gartland Property	31 Northbridge Road, Highton Victoria 3216	15	14	26	51
34	Rod Amos	Ray White Terrigal	7 Junction Road, Terrigal New South Wales 2260	26	20	17	50
35	David Riley	4069 Real Estate Pty Ltd	31 Rapanea Street, Moggill Queensland 4070	15	23	6	80
36	Brad Scott	Smart Real Estate	1/14 Oberon Way, Oxenford Queensland 4210	20	14	15	48
37	Andrew Cowan	Ray White Alderley	12/12 Suez Street, GORDON PARK Queensland 4031	9	13	21	56
38	Ben Stevenson	EstateRealty	34 Walker Crescent, Jerrabomberra New South Wales 2619	17	17	16	55
39	Mark Gerzanics	MARQUEE Property	3/14 Yallanga Place, Mooloolaba Queensland 4557	11	5		62
40	Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	67 Saint Clair Avenue, Saint Clair New South Wales 2759	21	10	11	42
41	Paul Matthews	Xceed Real Estate Pty Ltd	10 Walpole Place, Clarkson Western Australia 6030	15	11	14	49
42	Nick Baranikow	Move Agents	55 Briant Road, MAGILL South Australia 5072	15	7	10	47
43	Mark Woolley	Zoom Real Estate Limited	7 Arabella Road, Opuia 0200, New Zealand	3	8	7	69
44	Ben Ridley	First National Collie & Tierney	1064-1068 Cowra Avenue, Irymple Victoria 3498	13	11	28	37
45	Daniel K	LJ Hooker Two Rocks	24 Silas Parade, Alkimos Western Australia 6038	9	15	1	76

## MOST BUYERS ON A PROPERTY

Buyers include those in Approved, Re-join, Pending or Withdrawn status. In instances of land sales with multiple lots, only one property can rank in the category.



Q2 | 2021/2022

AGENT	AGENCY	ADDRESS	BUYERS
Brad Scott	Smart Real Estate	11 Stag Court, Upper Coomera Queensland 4209	56
Brad Scott	Smart Real Estate	133 Heeb Street, Ashmore Queensland 4214	28
Brad Scott	Smart Real Estate	302 Mandalay Road, Mandalay Queensland 4802	26
Michelle Maschmedt	Foxwell Realty	34 Trevally Crescent, Manly West Queensland 4179	25
Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	67 Saint Clair Avenue, Saint Clair New South Wales 2759	21
Stevie Chau	Satterley Property Group	Lot 1445 Porcini Parade, Mickleham Victoria 3064	20
Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	1 Fairburn Crescent, Minchinbury New South Wales 2770	20
Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	12 Rutherglen Place, Minchinbury New South Wales 2770	20
Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	18 Kelmscott Way, Saint Clair New South Wales 2759	20
Brad Scott	Smart Real Estate	1/14 Oberon Way, Oxenford Queensland 4210	20
Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	3 Clarence Road, Saint Clair New South Wales 2759	19
Rod Amos	Ray White Terrigal	7 Junction Road, Terrigal New South Wales 2260	19
Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	47 Menzies Circuit, Saint Clair New South Wales 2759	17
Bec Gurski	Western Edge Realestate	22 Partridge Street, East Toowoomba Queensland 4350	17
Sonya Baker	Sonya Baker Property	PID 3255658 Ritchie Street, WARATAH Tasmania 7321	16
Craig Hailes	LJ Hooker Wingham	269 Waitui Road, Waitui New South Wales 2443	16
Brad Scott	Smart Real Estate	9 Holland Court, Broadbeach Waters Queensland 4218	16
Rod Amos	Ray White Terrigal	15 Del Mar Drive, Copacabana New South Wales 2251	15
Jarath Moss	Harcourts Dapto	3 Koola Place, Koonawarra New South Wales 2530	15
Stewart O'Brien	Rainbow Beach Estate	Lot 303 - Rainbow Beach Estate, Lake Cathie New South Wales 2445	15
Brad Scott	Smart Real Estate	40 Oberon Way, Oxenford Queensland 4210	15
Ben Stevenson	EstateRealty	34 Walker Crescent, Jerrabomberra New South Wales 2619	15



**MOST BUYERS ON  
A PROPERTY CONTINUED**



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Q2 | 2021/2022

AGENT	AGENCY	ADDRESS	BUYERS
Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	209 Desborough Road, Saint Marys New South Wales 2760	14
Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	40 Erebus Crescent, Tregear New South Wales 2770	14
Kate Mayne	Noosa Hinterland Real Estate	23 Church Street, Pomona Queensland 4568	14
Greg Ryan	First National Bowyer & Livermore Oberon	Lot 517/4055 Sofala Road, Wattle Flat New South Wales 2795	14
Jason Stevens	First National Real Estate Coorparoo	36 Bernecker Street, Carina Queensland 4152	14
Thomas Symons	Harris & Wood Real Estate	7 Bourke Avenue, Koroit Victoria 3282	14
Terry Zheng	Alert Realty	90 Underwood Road, Eight Mile Plains Queensland 4113	14
Victoria De Marchi	McCloy Group	Lot 124 Brush Creek Estate, 100 Minmi Road, Edgeworth New South Wales 2285	13
Ken Giese	L J Hooker Maclean	1 McIntyres Lane, Maclean New South Wales 2463	13
David Luscombe	Freedom Property	33 Dorsey Crescent, Bundamba Queensland 4304	13
David Luscombe	Freedom Property	38 Mandarin Street, Coopers Plains Queensland 4108	13
David Luscombe	Freedom Property	44 Parkway Drive, Mooloolaba Queensland 4557	13
Grant Penrose	RE/MAX Profile Real Estate	45 Gilruth Road, KENMORE Queensland 4069	13
Brad Scott	Smart Real Estate	316 Mandalay Road, Mandalay Queensland 4802	13
Jennifer Wardell	LJ Hooker Darwin	1/2 Eugenia Street, Nightcliff Northern Territory 0810	13

**LOWEST MEDIAN  
DAYS ON MARKET**

Agents must have sold 3 or more Openn campaigns within the quarter to be eligible.



Q2 | 2021/2022

AGENT	AGENCY	MEDIAN DAYS ON MARKET
Luke Williams	Luke Williams Real Estate	2
Robert Ciallella	Sell Lease Property WA	4
Martin Rivett	Homeseeke Real Estate - Warrnambool	4
Peter Clements	Mint Real Estate	5
Kim Findlay	Laurie Kelly Real Estate	5
Lukas Pedder	Elders Real Estate Mildura	5
Scott de Boer	Attree Real Estate	6
Jo McPhilimey	St Ives Realty	6
Wes Thornton	Real Estate Geelong Pty Ltd	6
Chris Elliman	Asset Agents Sunshine Coast	8
Andrew Cowan	Ray White Alderley	9
Sandy Warburton and Tony McTaggart	McCloy Group	10
Jennifer Moroney - Hereford Hill	McCloy Group	11
Sharon Mudiman and Bradley George	Bespoke Realty Group	11
Eddie Spry	Home Christchurch	11
Robert Stefanovski	Limnios Property Group	11
Thomas Symons	Harris & Wood Real Estate	11
Matthew Wood	Harris & Wood Real Estate	11
Peter Elisseos	First National Real Estate Style	12
Danny Harris	Harris & Wood Real Estate	12
Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	13
Kieren Gray	Home Christchurch	13
Kate Mayne	Noosa Hinterland Real Estate	13
Clint McCarthy	McCloy Group	13

**LOWEST MEDIAN DAYS  
ON MARKET CONTINUED**



Q2 | 2021/2022

AGENT	AGENCY	MEDIAN DAYS ON MARKET
Ben Ridley	First National Collie & Tierney	13
Daniel Harris	Real Estate Central NT	14
Shaun Hudson-Smith	Ray White Terrigal	14
Edward Lim	LJ Hooker Victoria Park	14
Jason Stevens	First National Real Estate Coorparoo	14
Adam Whitford	Xceed Real Estate Pty Ltd	14
Terry Zheng	Alert Realty	14
Joshua Berry	First National Collie & Tierney	15
Stewie Martin	Real Estate Central NT	15
Daniel K	LJ Hooker Two Rocks	15
David Riley	4069 Real Estate Pty Ltd	15
Ben Stevenson	EstateRealty	15
Luke Walker	Area Specialist Luke Walker Mildura	15
Mark Woolley	Zoom Real Estate Limited	15
Stuart Brock	First National Warragul	16
Glen Crisera	First National Collie & Tierney	16
Paul Jellie	Homeseeke Real Estate - Warrnambool	16
Meg Meadows	Professionals Salisbury	16
Robbie Palmer	First National Real Estate Mudgee	16
Stephen Venn	Harcourts VennMillar	16
David Luscombe	Freedom Property	17
Andrew Harding	Real Estate Central NT	17
Jordan James	Realmart Karratha	17
Kayne Tisdell	Manning Valley Property & Livestock	17

## HIGHEST TOTAL VALUE OF PROPERTY SOLD



Q2 | 2021/2022

RANK	AGENT	AGENCY	SALE AMOUNT
1	Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	\$30,817,520.
2	Simon Hardaker	Astemi Property	\$15,267,500.
3	Gordon Jenkinson	First National Real Estate Kosciusko	\$13,540,250.
4	Leo Edwards	Inverloch 3996 @realty	\$11,462,000.
5	Stewart O'Brien	Rainbow Beach Estate	\$11,052,600.
6	Brad Scott	Smart Real Estate	\$10,483,000.
7	Stewart O'Brien	Elders Lifestyle Group Camden Haven	\$10,150,000.
8	Simon Watts	Real Estate Central NT	\$9,234,800.
9	David Goldring	The Property Shop	\$8,005,000.
10	Victoria De Marchi	McCloy Group	\$7,433,000.
11	Ben Clancy	Raine and Horne Snowy Mountains	\$7,352,000.
12	Team Varga	Vivid Property Perth	\$7,258,500.
13	Sharon Mudiman and Bradley George	Bespoke Realty Group	\$7,218,000.
14	Andrew Blackman	First National Real Estate Mudgee	\$7,152,500.
15	Richard Hunt	First National Yamba	\$7,035,000.
16	Andrew Harding	Real Estate Central NT	\$6,706,000.
17	David Parlor	ACTON Rockingham	\$6,614,776.
18	Matt Diesel	McGrath Buderim	\$6,412,000.
19	Tim Wells	Homeseeke Real Estate - Warrnambool	\$6,324,419.
20	Ron Fischer	First National Port Macquarie	\$6,054,000.
21	Peter Clements	Mint Real Estate	\$6,040,000.
22	Shaun Hudson-Smith	Ray White Terrigal	\$5,594,000.
23	Ben Stevenson	EstateRealty	\$5,471,590.
24	Stewie Martin	Real Estate Central NT	\$5,458,000.
25	Ben Ridley	First National Collie & Tierney	\$5,305,000.

HIGHEST TOTAL VALUE  
OF PROPERTY SOLD CONTINUED



Q1 | 2021/2022

RANK	AGENT	AGENCY	SALE AMOUNT
26	Frank Barker	Raine & Horne - Southern Highlands	\$5,155,000.
27	Naomi Darby	Professionals Real Estate Mildura	\$5,152,700.
28	Danny Harris	Harris & Wood Real Estate	\$5,111,500.
29	Stewart Adlington	Harcourts Mudgee & Rylstone	\$5,031,500.
30	Sally McCoullough	First National Real Estate Kosciusko	\$4,964,000.
31	Steven Dick	Movable	\$4,905,000.
32	Sachin Arora	First National Real Estate Neilson Partners	\$4,825,500.
33	Paul Jellie	Homeseeka Real Estate - Warrnambool	\$4,816,009.
34	Clint McCarthy	McCloy Group	\$4,758,000.
35	Lee Murray	ACTON Rockingham	\$4,534,000.
36	Andrew Palmer	The Property Shop	\$4,462,000.
37	Gary Walsh	Grassland Realty	\$4,334,000.
38	Shane Garrett	Acton Central	\$4,185,000.
39	Adam Whitford	Xceed Real Estate Pty Ltd	\$4,138,000.
40	Wes Thornton	Real Estate Geelong Pty Ltd	\$3,995,875.
41	Robert Stefanovski	Limnios Property Group	\$3,983,000.
42	Rod Amos	Ray White Terrigal	\$3,977,000.
43	Adrian Howe	Raine & Horne Ocean Shores and Brunswick Heads	\$3,895,500.
44	Dianne MacKirdy	Robertson Port Fairy	\$3,875,000.
45	Jennifer Moroney - Hereford Hill	McCloy Group	\$3,873,315.
46	Troy Reeves	Altitude Real Estate Warners Bay	\$3,870,000.
47	Sascha Smithett	Real Estate Central NT	\$3,840,000.
48	Adrian Barnes	Craig Mann First National RE	\$3,832,000.
49	Daniel Harris	Real Estate Central NT	\$3,830,000.
50	Kayne Tisdell	Manning Valley Property & Livestock	\$3,800,001.

## HIGHEST NUMBER OF LISTINGS



Q2 | 2021/2022

AGENT	AGENCY	#LISTINGS
Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	40
Sonya Baker	Sonya Baker Property	29
Stewart O'Brien	Rainbow Beach Estate	28
David Parlor	ACTON Rockingham	22
Team Varga	Vivid Property Perth	21
Ben Ridley	First National Collie & Tierney	18
Jordan James	Realmark Karratha	16
Joshua Berry	First National Collie & Tierney	14
Naomi Darby	Professionals Real Estate Mildura	14
Leo Edwards	Inverloch 3996 @realty	13
Roslyn Ierace	Elders Southern Districts Real Estate Bunbury	13
Paul Jellie	Homeseeka Real Estate - Warrnambool	13
Stewie Martin	Real Estate Central NT	13
Robert Stefanovski	Limnios Property Group	12
Simon Watts	Real Estate Central NT	12
Matthew Wood	Harris & Wood Real Estate	12
Stuart Brock	First National Warragul	11
Carmen Christie	First National Warragul	11
Victoria De Marchi	McCloy Group	11
Daniel Roberts	Roberts One Real Estate Warrnambool	11
Colin Wallbank	LJ Hooker Pemberton - Manjimup	11
David Goldring	The Property Shop	10
Kieren Gray	Home Christchurch	10
Gordon Jenkinson	First National Real Estate Kosciusko	10
Daniel K	LJ Hooker Two Rocks	10
Tim Wells	Homeseeka Real Estate - Warrnambool	10

## WHAT PEOPLE ARE SAYING

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**"THIS WAS OUR 4TH PROPERTY WE'VE SOLD BUT FIRST TIME USING OPENN. OUR AGENT HAD SHOWED US THE RECENT SALES HE'D HAD USING THIS NEW METHOD AND SAID HE WOULDN'T SELL ANY OTHER WAY NOW AND WE 100% AGREE!"**

My parents are looking to downsize and we'll be recommending this for them too as they may be in their 70's but will see the agent does all the work for you, the ease of use is there to be seen!"

- Seller



**"THE PROPERTY SAT THERE FOR 5 WEEKS, JUST GETTING ENQUIRIES.**

Due to lockdown, we weren't able to run in-person inspections, and we would have had no convenient way of selling it, had it not been for Openn Offers. The platform's launch came at a really great time for us."

**Rob Westwood** – First National Real Estate

**"THE OPENN PLATFORM IS THE BEST METHOD OF SALE FOR REAL ESTATE AGENTS.**

We have now sold over 50 properties via this method – and the incredible results speak for themselves."

**Jason Dittmar** – Raine&Horne Ocean Shores / Brunswick Heads



**"WHAT I LIKE ABOUT OPENN IS THAT OUR BUYERS KNOW THAT THEY'RE NOT BEING TAKEN ADVANTAGE OF, SO EVEN IF THEY MISS OUT, IT'S ON THEIR TERMS.**

Then, with our sellers, they know that you've achieved the absolute best price you possibly could for them. It benefits both parties to be able to trust you."

**Jordan James** – Realmark Karratha

**"GREAT WAY TO SELL LAND IN A FAIR MANNER ESPECIALLY WITH BLOCK RELEASES, WE MISSED OUT ON SO MANY. I SAW ONE AGENT PULL A NAME OUT OF A HAT AT ONE BLOCK RELEASE! WE COULDN'T BELIEVE IT.**

Thanks to the developers and agents that choose to use Openn and for allowing us to have a fair opportunity to bid from the comfort and privacy of our home, with finance. We nearly thought we were going to have to invest in camping equipment. Don't worry we didn't. Thanks to knowing what to pay to secure our dream block we are happy NON-Campers. 5 Stars!"

- Buyer



**"OUR VENDOR WAS EXCITED WITH THE RESULTS.**

Some of the lots sold for up to \$65,000 over reserve - and our buyers really appreciated both the transparency and the accessibility of the bidding process."

**Jessica Berton** – District Property Group



**"THE OPENN APP KEEPS BUYERS INFORMED EVERY STEP OF THE WAY. AT ALL TIMES THEY CAN SEE HOW MANY BUYERS THERE ARE AND WHERE THEIR OWN PRICE RANKS.**

It's much more transparent than the alternative and gives them confidence to make the decision to improve their price, or let it go."

**Brad Scott** – Smart Real Estate



**"WE ADDED 10% TO THE PRICES WE ACHIEVED DURING THE LAST RELEASE, AND WE STILL MANAGED TO EXCEED OUR RESERVES BY AN AVERAGE OF \$40,000 PER LOT.**

That works out to a 25% increase from last year, so it was a great result."

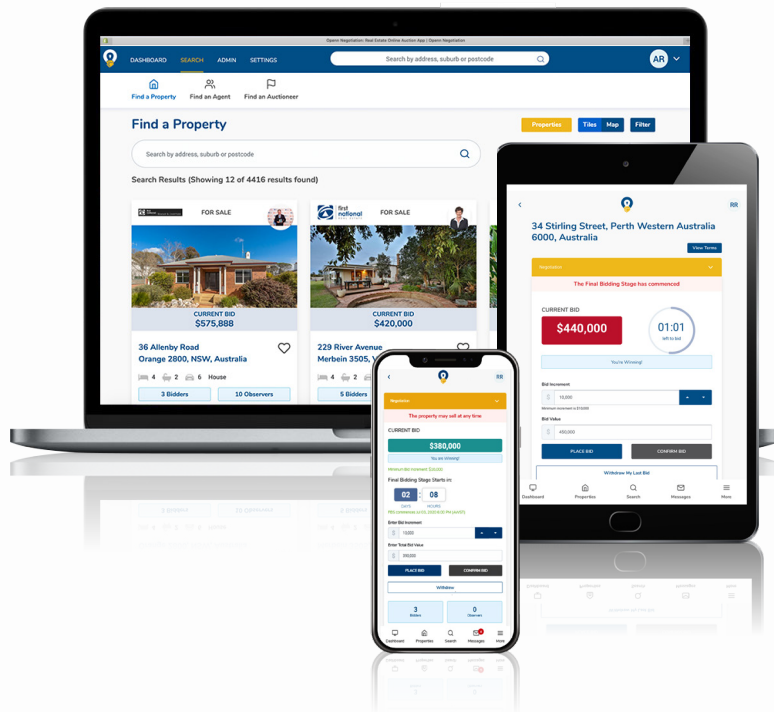
**Stewart O'Brien** – Rainbow Beach Estate



**"ONE OF MY SALES STAFF SAID TO ME THAT WE WOULD'VE BEEN LUCKY TO GET MAYBE \$1.7 MILLION OR \$1.8 MILLION IF IT HAD BEEN A PRIVATE SALE.**

I've got to agree with her, it's exactly what would have happened. It was only through the process of competition and the online bidding that pushed it up to the \$2 million mark."

**Craig Mann** – First National Real Estate Craig Mann



## NOT A CERTIFIED OPENN AGENT?

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register for an upcoming training session now.

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