



**2021** VIRTUAL  
**EXCELLENCE  
AWARDS**


**WINNERS**

## NATIONAL AWARDS FINALISTS


### OPENN CAMPAIGN OF THE YEAR

AGENT	AGENCY	ADDRESS
Steve Bachmann	Harcourts Packham - Glenelg	38 Grand Central Avenue, Hallett Cove, SA
James Fricker	Strive Property Group	7 Cooks Street, Kaleen, ACT
Gordon Jenkinson	First National Real Estate Kosciusko	1/50 Gippsland Street, Jindabyne, NSW
John McMahon	McCARTNEY	Lot 623 Silvereye Street, Torquay, VIC
Wes Thornton	Real Estate Geelong Pty Ltd	6 Hitchcock Street, Breakwater, VIC
 <b>Adam Whitford</b>	<b>Xceed Real Estate Pty Ltd</b>	<b>84 Bridgewater Drive, Kallaroo, WA</b>


### OPENN AGENCY OF THE YEAR

AGENCY
ACTON Mandurah
ACTON Rockingham
First National Collie & Tierney
McCloy Group
Mint Real Estate
 <b>Real Estate Central NT</b>
Realmark Karratha
Smart Real Estate
The Agency


### OPENN AGENT OF THE YEAR

AGENT	AGENCY
Andrew Harding	Real Estate Central NT
Jordan James	Realmark Karratha
John McMahon	McCARTNEY
 <b>Brad Scott</b>	<b>Smart Real Estate</b>
Team Varga	Vivid Property Perth
Simon Watts	Real Estate Central NT


### MOST OPENN PROPERTIES LISTED

AGENT	AGENCY
Andrew Harding	Real Estate Central NT
Roslyn Ierace	Elders Southern Districts Real Estate Bunbury
 <b>Jordan James</b>	<b>Realmark Karratha</b>
David Parlor	ACTON Rockingham
Brad Scott	Smart Real Estate
Simon Watts	Real Estate Central NT

### MOST QUALIFIED BUYERS ON A PROPERTY


AGENT	AGENCY
Jarred Campbell	Ray White Alderley
Victoria De Marchi	McCloy Group
Richard Hunt	First National Yamba
 <b>John McMahon</b>	<b>McCARTNEY</b>
Brad Scott	Smart Real Estate
Adam Whitford	Xceed Real Estate Pty Ltd

### LOWEST MEDIAN DAYS ON MARKET


AGENT	AGENCY
Dean Bradley	Realmark Coastal
 <b>Todd Brandon</b>	<b>McGrath Rockhampton and Capricorn coast</b>
Peter Clements	Mint Real Estate
James Fricker	Strive Property Group
Wes Thornton	Real Estate Geelong Pty Ltd
Gary Walsh	Grassland Realty

## NATIONAL AWARDS FINALISTS


### HIGHEST TOTAL VALUE OF PROPERTY SOLD

AGENT	AGENCY
Peter Clements	Mint Real Estate
Jordan James	Realmark Karratha
Brad Scott	Smart Real Estate
Robert Stefanovski	Limnios Property Group
 <b>Team Varga</b>	<b>Vivid Property Perth</b>
Simon Watts	Real Estate Central NT


### HIGHEST VALUE OF A SINGLE PROPERTY SOLD

AGENT	AGENCY
 <b>Peter Clements</b>	<b>Mint Real Estate</b>
Steven Dick	Movable
Richard Hunt	First National Yamba
Tom Pearce	TDC Livestock and Property
Brad Scott	Smart Real Estate
Jill Zimmer	Sell Lease Property WA

### HIGHEST PERCENTAGE ABOVE RESERVE


AGENT	AGENCY
Jessica Berton	District Property Group Pty Ltd
Caelia Collins	Riverfront Real Estate
Richard Eldridge	GET REAL Estate Agents
 <b>Kim Findlay</b>	<b>Laurie Kelly Real Estate</b>
Richard Hunt	First National Yamba
Sally McCoullough	First National Real Estate Kosciusko
Stewart Adlington	Harcourts Mudgee & Rylstone

### EXCELLENCE IN CUSTOMER SERVICE

AGENT	AGENCY
Jodie Bell	Smart Real Estate
 <b>Chris Elliman</b>	<b>Asset Agents</b>
Nathan Janda	First National Real Estate Salisbury
Tom Pearce	TDC Livestock and Property
Murray Steele	Steele Realty
Wes Thornton	Real Estate Geelong Pty Ltd

## WA AWARDS FINALISTS


### OPENN CAMPAIGN OF THE YEAR

AGENT	AGENCY	ADDRESS
Dean Bradley	Realmark Coastal	56 Daglish Street, Wembley, WA
Peter Clements	Mint Real Estate	22A Riley Road, Claremont, WA
Kim Findlay	Laurie Kelly Real Estate	41 Allamanda Way, Forrestfield, WA
Spiro Mallis	Mallison Real Estate	20 Westward Street, Willetton, WA
Simon McGrath	Edison McGrath	32 Shann Street, Floreat, WA
 <b>Adam Whitford</b>	<b>Xceed Real Estate Pty Ltd</b>	<b>84 Bridgewater Drive, Kallaroo, WA</b>


### AGENCY OF THE YEAR

AGENCY
ACTON Mandurah
ACTON Rockingham
Limnios Property Group
Mint Real Estate
 <b>Realmark Karratha</b>
Ray White Broome
The Agency

### AGENT OF THE YEAR

AGENT	AGENCY
 <b>Jordan James</b>	<b>Realmark Karratha</b>
Edward Lim	LJ Hooker Victoria Park
David Parlor	ACTON Rockingham
Giles Tipping	Ray White Broome
Team Varga	Vivid Property Perth
Adam Whitford	Xceed Real Estate Pty Ltd

### RISING STAR


AGENT	AGENCY
Lee Anderson	Ray White Broome
 <b>Paul Brookes</b>	<b>The Agency</b>
Jay Nicolaou	First National Real Estate Broome

## NSW AWARDS FINALISTS


### OPENN CAMPAIGN OF THE YEAR

AGENT	AGENCY	ADDRESS
Ben Clancy	Raine and Horne Snowy Mountains	1/52 Gippsland Street, Jindabyne, NSW
Victoria De Marchi	McCloy Group	Lot 115 Brush Creek Estate, 100 Minmi Road, Edgeworth, NSW
 <b>Gordon Jenkinson</b>	<b>First National Real Estate Kosciusko</b>	<b>1/50 Gippsland Street, Jindabyne, NSW</b>
Sally McCoullough	First National Real Estate Kosciusko	6/19 McLure Circuit, Jindabyne, NSW
Troy Obrien	Charles L King & Co. First National	20B Maidensmith Drive, Moama, NSW
John Rumble	Hawks Nest First National Real Estate	31 Binda Street, Hawks Nest, NSW


### AGENCY OF THE YEAR

AGENCY
Charles L King & Co. First National
First National Real Estate Mudgee
Grassland Realty
 <b>McCloy Group</b>
Rainbow Beach Estate
Raine & Horne Murwillumbah
Raine & Horne Snowy Mountains

### AGENT OF THE YEAR


AGENT	AGENCY
Ben Clancy	Raine and Horne Snowy Mountains
Jason Dittmar	Raine & Horne Murwillumbah
Richard Hunt	First National Yamba
Gordon Jenkinson	First National Real Estate Kosciusko
Sally McCoullough	First National Real Estate Kosciusko
 <b>Stewart O'Brien</b>	<b>Rainbow Beach Estate</b>

### RISING STAR

AGENT	AGENCY
Ben Clancy	Raine and Horne Snowy Mountains
 <b>Jason Dittmar</b>	<b>Raine &amp; Horne Murwillumbah</b>
Richard Hunt	First National Yamba

## VIC AWARDS FINALISTS


### OPENN CAMPAIGN OF THE YEAR

AGENT	AGENCY	ADDRESS
Brenton Love	First National Collie & Tierney	188 Twelfth Street, Mildura, VIC
 <b>John McMahon</b>	<b>McCARTNEY</b>	<b>Lot 607 Cormorant Way, Torquay, VIC</b>
Shaun O'Callaghan	One Agency Surf Coast	14 Marner Close, Jan Juc, VIC
Olivia Swann	One Agency Surf Coast	89 Horwood Drive, Breamlea, VIC
Wes Thornton	Real Estate Geelong Pty Ltd	6 Hitchcock Street, Breakwater, VIC
Nick Walker	RT Edgar Boroondara Sales Pty Ltd	4/1295 Burke Road, Kew, VIC


### AGENCY OF THE YEAR

AGENCY
 <b>First National Collie &amp; Tierney</b>
Inverloch 3996 @realty
Mark Gunther First National
McCARTNEY
One Agency Surf Coast
Real Estate Geelong Pty Ltd
RT Edgar Boroondara Sales Pty Ltd

### AGENT OF THE YEAR


AGENT	AGENCY
Leo Edwards	Inverloch 3996 @realty
Brenton Love	First National Collie & Tierney
 <b>John McMahon</b>	<b>McCARTNEY</b>
Ben Ridley	First National Collie & Tierney
Wes Thornton	Real Estate Geelong Pty Ltd
Rob Westwood	First National Westwood

### RISING STAR


AGENT	AGENCY
Adrian Chen	Jalin Realty Australia Pty Ltd
Bloom Sales	K R Peters Real Estate PTY LTD
 <b>Nick Walker</b>	<b>RT Edgar Boroondara Sales Pty Ltd</b>

## QLD AWARDS FINALISTS

### OPENN CAMPAIGN OF THE YEAR

AGENT	AGENCY	ADDRESS
Travis Brown	Ray White Robina	41/2 Ocean Avenue, Surfers Paradise, QLD
Jarred Campbell	Ray White Alderley	10 Trebonne Street, The Gap, QLD
Peter Elisseos	First National Real Estate Style	2 Hector Road, Holland Park, QLD
Chris Elliman	Asset Agents Sunshine Coast	39 Carruthers Road, West Woombye, QLD
Grant Penrose	RE/MAX Profile Real Estate	164 Sunset Road, Kenmore, QLD
Mark Gerzanic	MARQUEE Property Hub	11 Augusta Court, Buderim, QLD
 <b>Brad Scott</b>	<b>Smart Real Estate</b>	<b>19 Papara Street, Pacific Pines, QLD</b>
Murray Steele	Steele Realty Pty Ltd	4 Parkview Parade, Peregrine Springs, QLD
Murray Steele	Steele Realty Pty Ltd	8 Medinah Place, Peregrine Springs, QLD


### AGENCY OF THE YEAR

AGENCY
Asset Agents Sunshine Coast
Freedom Property
First National Real Estate Style
McGrath Rockhampton and Capricorn Coast
Ray White Alderley
 <b>Smart Real Estate</b>

### AGENT OF THE YEAR


AGENT	AGENCY
Peter Elisseos	First National Real Estate Style
Simon Grayell	McGrath Buderim
Lee Hughes	Freedom Property
 <b>Brad Scott</b>	<b>Smart Real Estate</b>
Michael Vettorello	Queensland Sotheby's International Realty
Terry Zheng	Alert Realty

### RISING STAR


AGENT	AGENCY
 <b>Andrew Cowan</b>	<b>Ray White Alderley</b>
Simon Grayell	McGrath Buderim
Brendan Williams	First National Real Estate Atherton

## NT AWARDS FINALISTS

### OPENN CAMPAIGN OF THE YEAR

AGENT	AGENCY	ADDRESS
Andrew Harding	Real Estate Central NT	70 Allwright Street, Wanguri, NT
Braden Menzies	Real Estate Central NT	51/12 Charlton Court, Woolner, NT
Daniel Harris	Real Estate Central NT	55 Crosby Street, Zuccoli, NT
Daniel Harris	Real Estate Central NT	2 Freeman Street, Johnston, NT
Daniel Harris	Real Estate Central NT	50 Caldwell Road, Mcminns Lagoon, NT
Tom Kiem	Real Estate Central NT	2/16 Brayshaw Crescent, Millner, NT
Karl Secondis	Real Estate Central NT	54 Ryland Road, Millner, NT
Michael Van De Graaf	Real Estate Central NT	80 Kurrajong Crescent, Nightcliff, NT
 <b>Simon Watts</b>	<b>Real Estate Central NT</b>	<b>11 Aubrey Street, Wanguri, NT</b>


### AGENCY OF THE YEAR

AGENCY
Complete Real Estate NT
First National Real Estate O'Donoghues
LJ Hooker Darwin
North Property NT
 <b>Real Estate Central NT</b>
Territory Real Estate - Darwin

### AGENT OF THE YEAR

AGENT	AGENCY
Andrew Harding	Real Estate Central NT
Daniel Harris	Real Estate Central NT
Stewie Martin	Real Estate Central NT
Sascha Smithett	Real Estate Central NT
Judy Truong	Real Estate Central NT
 <b>Simon Watts</b>	<b>Real Estate Central NT</b>


### RISING STAR

AGENT	AGENCY
 <b>Andrew Harding</b>	<b>Real Estate Central NT</b>
Stuart Rodda	Territory Real Estate - Darwin
Simon Watts	Real Estate Central NT




## SA AWARDS FINALISTS


### OPENN CAMPAIGN OF THE YEAR

AGENT	AGENCY	ADDRESS
 <b>Steve Bachmann</b>	<b>Harcourts Packham - Glenelg</b>	<b>38 Grand Central Avenue, Hallett Cove, SA</b>
Steve Bachmann	Harcourts Packham - Glenelg	38 Herrick Street, Sellicks Beach, SA
Nigel Christie	Harcourts Wine Coast	453 Rapid Bay Road, Rapid Bay, SA
Nigel Christie	Harcourts Wine Coast	30 Quarry Road, Tooperang, SA
Michael Janda	First National Real Estate Salisbury	25 Shirley Avenue, Parafield Gardens, SA
Team Page	Modern Agents	53A Harvey Avenue, Netley, SA

### AGENCY OF THE YEAR

AGENCY
First National Real Estate Salisbury
Harcourts Packham - Glenelg
Harcourts Plus
 <b>Harcourts VennMillar</b>
Harcourts Wine Coast
Key 2 Sale Pty Ltd

### AGENT OF THE YEAR

AGENT	AGENCY
Steve Bachmann	Harcourts Packham - Glenelg
 <b>Nigel Christie</b>	<b>Harcourts Wine Coast</b>
Michael Janda	First National Real Estate Salisbury
Glenn Nelson	Harcourts Plus
Peta Renshaw	Elders Port Augusta
Stephen Venn	Harcourts VennMillar

## CRITERIA NATIONAL AWARDS

### EXCELLENCE IN CUSTOMER SERVICE

Submission-based category – finalists are selected based on an Openn campaign (between July 1st 2020 and June 30th 2021) where they went above and beyond to deliver exceptional service to their clients.

### MOST OPENN PROPERTIES LISTED

Properties must have been uploaded by the individual agent from July 1st 2020 till June 30th 2021, to be considered.

### MOST QUALIFIED BUYERS ON A PROPERTY

Finalists are selected based on how many qualified bidders there were on any negotiation that had its Final Bidding Stage set during the year. Bidders include those in Approved, Rejoin and Withdrawn status. In instances of land sales with multiple lots, only one property can rank in the category.

### LOWEST MEDIAN DAYS ON MARKET

Finalists must have uploaded 4 or more properties to the Openn platform and all properties were sold during the campaign or sold once the property has passed in - to a qualified buyer.

### HIGHEST TOTAL VALUE OF PROPERTY SOLD

Finalists are selected based on the total value of property sold as a result of the Openn process.

### HIGHEST VALUE OF A SINGLE PROPERTY SOLD

Finalists are selected based on the value of a single property sold as a result of the Openn process.

### HIGHEST PERCENTAGE ABOVE RESERVE

Finalists are selected based on how much a property sold over its final reserve - represented as a percentage.

### OPENN CAMPAIGN OF THE YEAR

Celebrates the most outstanding Openn campaign across Australia. The criteria is based on a single property that had the best weighted average over the following measures:

- number of bidders (30% weighting)
- days on market (30% weighting)
- percentage value sold above reserve (25% weighting)
- number who registered interest (15% weighting)

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

### OPENN AGENT OF THE YEAR

Celebrates the overall top performing agent across Australia. This criteria is based on the best weighted average over the following measures:

- number of negotiations launched (25% weighting)
- clearance rate (20% weighting)
- median days on market (20% weighting)
- number of bidders (15% weighting)
- number who registered interest (5% weighting)
- percentage value sold above reserve (15%)

### OPENN AGENCY OF THE YEAR

Celebrates the overall top performing agency in Australia. Criteria is based on the best weighted average over the following measures:

- number of negotiations launched (25% weighting)
- clearance rate (25% weighting)
- number of agents that have uploaded before (25% weighting)
- days on market (25% weighting)

Agencies must have conducted a minimum of 3 negotiations in the year to be eligible.

## CRITERIA STATE AWARDS

### OPENN CAMPAIGN OF THE YEAR - BY STATE

Celebrates the most outstanding Openn campaign in each state\*. Criteria is based on a single property that had the best weighted average over the following measures:

- number of bidders (30% weighting)
- days on market (30% weighting)
- percentage value sold above reserve (25% weighting)
- number who registered interest (15% weighting)

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

\* Included states: WA, NSW, VIC, QLD, NT & SA.

### OPENN AGENT OF THE YEAR - BY STATE

Celebrates the overall top performing agent in each state\*. Criteria is based on the best weighted average over the following measures:

- number of negotiations launched (25% weighting)
- clearance rate (20% weighting)
- median days on market (20% weighting)
- number of bidders (15% weighting)
- number who registered interest (5% weighting)
- percentage value sold above reserve (15%)

\* Included states: WA, NSW, VIC, QLD, NT & SA.

### OPENN AGENCY OF THE YEAR - BY STATE

Celebrates the top performing agencies in each state\*. Criteria is based on the best weighted average over the following measures:

- number of negotiations launched (25% weighting)
- clearance rate (25% weighting)
- number of agents that have uploaded before (25% weighting)
- days on market (25% weighting)

Agencies must have conducted a minimum of 3 negotiations in the year to be eligible.

\* Included states: WA, NSW, VIC, QLD, NT & SA.

### RISING STAR - BY STATE

Celebrates the efforts of agents that are new to the Openn process. To qualify the agent must have become certified within the last 12 months and have uploaded at least 4 properties during that time.

Finalists are selected based on a combination of factors including their statistical results as an agent, commitment to the process, engagement with coaches, and their ability to effectively promote themselves and their results with the process.

### OPENN MASTERS

As part of the celebrations, we will recognise the agents who have achieved Openn Master status between July 1st 2020 till June 30th 2021. Openn Master status is awarded to agents who have shown exceptional commitment and proficiency in the utilisation of the Openn sales process. In order to qualify for Master status and maintain it, agents must have uploaded a minimum of 10 properties in the last 12 months and consistently uploads at least two properties every quarter to maintain the status.