



# AGENT PERFORMANCE AND SALES REPORT

Q1 | 2021/2022



## MESSAGE FROM OUR MANAGING DIRECTOR

---



**Peter Gibbons,**  
Managing Director

### Dear Agents,

It's been a busy three months at Openn, with the July – September quarter achieving some huge milestones.

Openn listed successfully on the Australian Securities Exchange (ASX: OPN) in July and has continued to deliver on its growth strategy through the expansion of operations across Australia, into New Zealand and, more recently, the planning for a pilot program in the United States.

In September, we officially launched Openn Offers, a digital solution which follows a typical private treaty sales process online, with the added advantages of improved transparency and streamlined digital contracting.

The response from agents has been fantastic, with many leveraging it to efficiently manage multiple offers on their listings; a positive by-product of sustained growth and demand from buyers.

The recent strength seen in the property market has been reflected through high levels of buyer activity reported on the Openn platform this quarter, with year-on-year increases in both the total number of bids/offers on a property, as well as buyers on a given property.

With that said, I'm delighted to recognise the agents leading the way with Openn in their markets and reveal the quarter's top performers in this report.

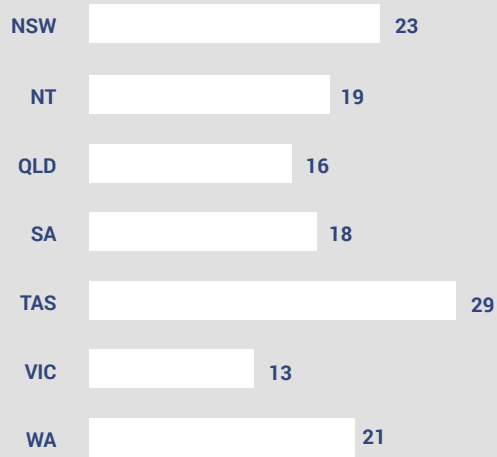
On behalf of all of us here at Openn, please accept our thanks for your support and our sincere congratulations on an outstanding three months. We look forward to helping you achieve greater success in the quarter ahead.

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

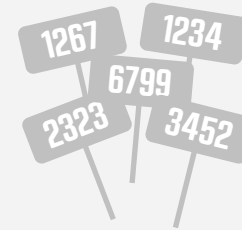


# 2 BUYER ACTIVITY

AVERAGE NUMBER OF BIDS/OFFERS PER PROPERTY

**20**  
BIDS/  
OFFERS

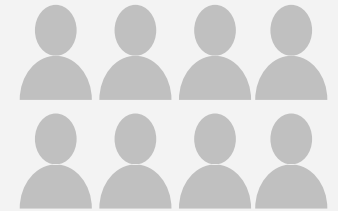
UP  
**71%**  
YoY



AVERAGE NUMBER OF BUYERS PER PROPERTY

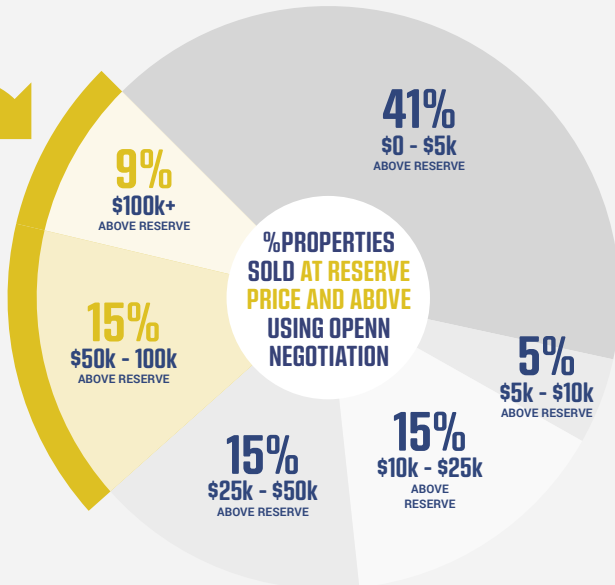
**7.7**  
BUYERS

UP  
**34%**  
YoY

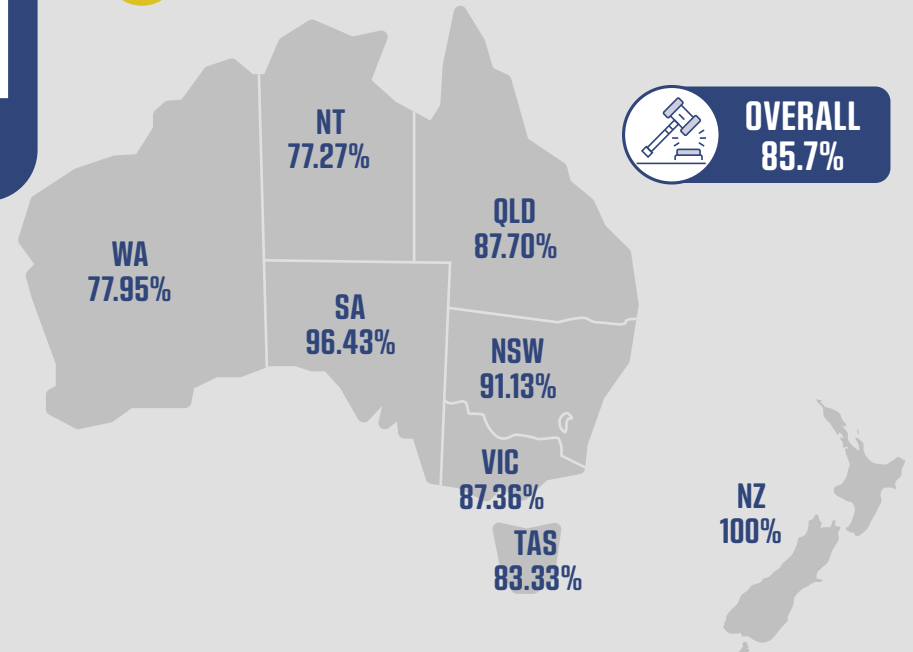


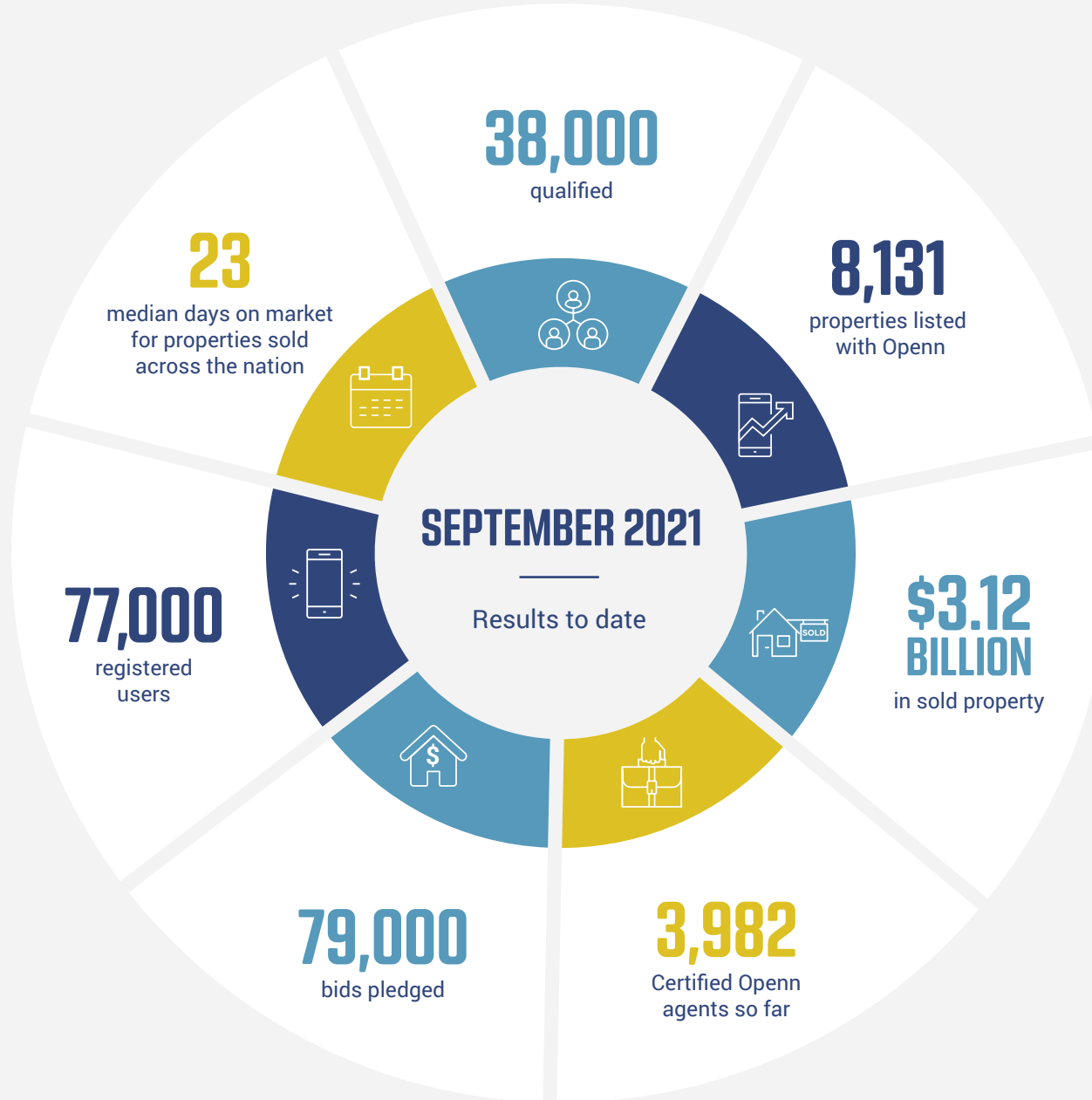
# 3 SALES ABOVE RESERVE

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



# 4 CLEARANCE RATES





## CAMPAIGN OF THE QUARTER

Q1 | 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 registered interest (20% weighting)
- Number of offers/bids (20% weighting)

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



RANK	AGENT	AGENCY	ADDRESS	BUYERS	DAYS ON MARKET	REGISTERED INTEREST	OFFERS/ BIDS
1	Sharon Mudiman and Bradley George	Bespoke Realty Group	113 Mayo Road, Llandilo New South Wales 2747	16	13	10	227
2	Helen Anderson	Harcourts Alliance	30 Tasman Road, Beldon Western Australia 6027	11	6	2	224
3	Brad Scott	Smart Real Estate	8 Quambone Street, Worongary Queensland 4213	52	7	39	68
4	Charl Morkel	Morkel Real Estate in conjunction with RE/MAX Profile	6 Belsize Street, Kenmore Queensland 4069	32	9	63	65
5	Andrew Blackman	First National Real Estate Mudgee	34 Douro Street, Mudgee New South Wales 2850	10	14	3	136
6	Jennifer Moroney - Hereford Hill	McCloy Group	Lot 1113, Gregory Road, Lochinvar New South Wales 2321	23	16	7	105
7	Victoria De Marchi	McCloy Group	Lot 120 Brush Creek Estate, 100 Minmi Road, Edgeworth New South Wales 2285	38	23	23	69
8	Michael Garside	Harcourts Dapto	7 Bubb Place, Berkeley New South Wales 2506	22	3	7	77
9	Ryan Gifford	Shore Property	422 Brunner Road, Adamstown Heights New South Wales 2289	15	8	7	94
10	Chris Kavadis	RT Edgar Boroondara Sales Pty Ltd	43 Helston Street, Balwyn North Victoria 3104	5	6	7	106
11	Shaun Hudson-Smith	Ray White Terrigal	11 Surf Rider Avenue, North Avoca New South Wales 2260	19	17	27	79
12	Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	10 Hermitage Place, Minchinbury New South Wales 2770	11	4	2	95
13	Rob Westwood	First National Westwood	10 Acheron Crescent, WERRIBEE Victoria 3030	34	14	7	70
14	Jay Everall	Robertson Port Fairy	44 Cox Street, Port Fairy Victoria 3284	5	2	2	94
15	Andrew Toole	First National Bowyer & Livermore Oberon	2642 Limekilns Road, Limekilns New South Wales 2795	18	12	28	63
16	Alex Bussell	LJ Hooker Muswellbrook	1 Bimbadeen Drive, Muswellbrook New South Wales 2333	21	2		62
17	Wendy Eschler	Stevens Group	Lot 619 Radcliffe Wyee Soreina Drive, Wyee New South Wales 2259	25	20	3	78
18	Rob Westwood	First National Westwood	69 Kellerman Drive, Point Cook Victoria 3030	30	1		45
19	Gordon Jenkinson	First National Real Estate Kosciusko	1 Alice Street, Jindabyne New South Wales 2627	18	26	31	68
20	Brad Scott	Smart Real Estate	42 Forrest Avenue, Molendinar Queensland 4214	31	18	20	45
21	Brad Scott	Smart Real Estate	10 Clear River Boulevard, Ashmore Queensland 4214	26	8	14	39

CAMPAIGN OF  
THE QUARTER CONTINUED



Q1 | 2021/2022

RANK	AGENT	AGENCY	ADDRESS	BUYERS	DAYS ON MARKET	REGISTERED INTEREST	OFFERS/ BIDS
22	Robert Stephens	First National Collie & Tierney	6 Baylee Avenue, Mildura Victoria 3500	13	16	11	69
23	Robbie Palmer	First National Real Estate Mudgee	65 Denison Street, Mudgee New South Wales 2850	12	33	3	103
24	Michael Janda	First National Real Estate Salisbury	13 Yarcowie Avenue, Ingle Farm South Australia 5098	36	16	1	43
25	Wes Thornton	Real Estate Geelong Pty Ltd	3/32 Southdown Crescent, Belmont Victoria 3216	14	7	30	33
26	Kayne Tisdell	Manning Valley Property & Livestock	18444 Pacific Highway, Jones Island New South Wales 2430	13	22	14	71
27	Jessica Berton	District Property Group Pty Ltd	Lot 98 Samaria Views, Mansfield Victoria 3722	13	8	5	59
28	Clint McCarthy	McCloy Group	Lot 411 Oak Drive/Mahogany Parade, Stage 4, Eastwood Estate, Goonellabah New South Wales 2480	12	14	13	61
29	James Walton	First National Bowyer & Livermore Oberon	'Vale View' 96 White Rock Road, White Rock New South Wales 2795	5	14	13	70
30	Greg Ryan	First National Bowyer & Livermore Oberon	1033 Hill End Road, Crudine New South Wales 2795	24	13	4	46
31	Shaun O'Callaghan	One Agency Surf Coast	Lot 9 on proposed PS840513J being part of the land situated at McCrae Street, Port Campbell Victoria 3269	13	12	4	57
32	Andrew Cowan	Ray White Alderley	680 Webster Road, Chermside West Queensland 4032	7	4	7	50
33	Scott de Boer	Attree Real Estate	16 Montpelier Loop, Canning Vale Western Australia 6155	18	8	24	22
34	Grant Penrose	RE/MAX Profile Real Estate	20 Appin Street, Kenmore Queensland 4069	20	8	14	29
35	Andrew Cowan	Ray White Alderley	6/15 Quarry Road, Alderley Queensland 4051	20	14	30	22
36	Stewie Martin	Real Estate Central NT	6 Eugenia Street, Nightcliff Northern Territory 0810	16	12	15	39
37	Grant Penrose	RE/MAX Profile Real Estate	7 Kaiyar Street, Chermside West Queensland 4032	24	8	7	29
38	Rob Westwood	First National Westwood	28 Vincent Crescent, Werribee Victoria 3030	21	13	6	42
39	Jessica Berton	District Property Group Pty Ltd	102A Malcolm Street, Mansfield Victoria 3722	6	9	3	60
40	Jason Stevens	First National Real Estate Coorparoo	20 Leicester Street, Coorparoo Queensland 4151	12	9	14	39
41	Tom Campbell	First National Bowyer & Livermore Orange	4 Blake Street, Millthorpe New South Wales 2798	7	16	17	53
42	Brian Whiteman	The Agency Central Coast	3 Oakwood Close, Forresters Beach New South Wales 2260	14	13	11	44
43	Rod Amos	Ray White Terrigal	401 The Entrance Road, Erina Heights New South Wales 2260	11	14	24	35
44	Marnie Robbins	First National Real Estate Mudgee	40 Douro Street, Mudgee New South Wales 2850	9	22	5	68
45	Team Page	Modern Agents	45 Karri Drive, Dernancourt South Australia 5075	16	11	10	36

## MOST BUYERS ON A PROPERTY

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



Q1 | 2021/2022

AGENT	AGENCY	ADDRESS	#BUYERS
Brad Scott	Smart Real Estate	8 Quambone Street, Worongary Queensland 4213	51
Brad Scott	Smart Real Estate	42 Forrest Avenue, Molendinar Queensland 4214	29
Rob Westwood	First National Westwood	10 Acheron Crescent, WERRIBEE Victoria 3030	27
Brad Scott	Smart Real Estate	10 Clear River Boulevard, Ashmore Queensland 4214	25
Charl Morkel	Morkel Real Estate in conjunction with RE/MAX Profile	6 Belsize Street, Kenmore Queensland 4069	23
Michael Garside	Harcourts Dapto	7 Bubb Place, Berkeley New South Wales 2506	22
Brad Scott	Smart Real Estate	7/8 Alexandrina Drive, Varsity Lakes Queensland 4227	21
Alex Bussell	LJ Hooker Muswellbrook	1 Bimbadeen Drive, Muswellbrook New South Wales 2333	19
Wendy Eschler	Stevens Group	Lot 620 Radcliffe Wyee Soreina Drive, Wyee New South Wales 2259	17
Andrew Toole	First National Bowyer & Livermore Oberon	2642 Limekilns Road, Limekilns New South Wales 2795	16
Brad Scott	Smart Real Estate	2/59 Lexington Drive, Worongary Queensland 4213	16
Victoria De Marchi	McCloy Group	Lot 122 Brush Creek Estate, 100 Minmi Road, Edgeworth New South Wales 2285	16
Bryan Stevenson	Century 21 Coastal Properties	36 Cove Boulevard, North Arm Cove New South Wales 2324	15
Greg Ryan	First National Bowyer & Livermore Oberon	1033 Hill End Road, Crudine New South Wales 2795	15
Richard Hunt	First National Yamba	65 Yamba Street, Yamba New South Wales 2464	15
Rob Westwood	First National Westwood	28 Vincent Crescent, WERRIBEE Victoria 3030	15
Ryan Gifford	Shore Property	422 Bruncker Road, Adamstown Heights New South Wales 2289	15
Stewie Martin	Real Estate Central NT	6 Eugenia Street, Nightcliff Northern Territory 0810	15
Gordon Jenkinson	First National Real Estate Kosciusko	1 Alice Street, Jindabyne New South Wales 2627	14
Jessica Berton	District Property Group Pty Ltd	Lot 100 Samaria Views, Mansfield Victoria 3722	14
Michael Janda	First National Real Estate Salisbury	13 Yarcowie Avenue, Ingle Farm South Australia 5098	14
Sharon Mudiman and Bradley George	Bespoke Realty Group	113 Mayo Road, Llandilo New South Wales 2747	14
Shaun Hudson-Smith	Ray White Terrigal	11 Surf Rider Avenue, North Avoca New South Wales 2260	14



**MOST BUYERS ON  
A PROPERTY CONTINUED**



-----  
Q1 | 2021/2022

AGENT	AGENCY	ADDRESS	#BUYERS
Shaun O'Callaghan	One Agency Surf Coast	Lot 2 on proposed PS840513J being part of the land situated at McCrae Street, Port Campbell Victoria 3269	14
Team Page	Modern Agents	45 Karri Drive, Dernancourt South Australia 5075	14
Team Varga	Vivid Property Perth	39 Malindi Street, Willetton Western Australia 6155	14
Terry Zheng	Alert Realty	32 Trevi Close, Eight Mile Plains Queensland 4113	14
Toni Wheelhouse	Raine and Horne Snowy Mountains	3/6 Crackenback Drive, Kosciuszko National Park New South Wales 2625	14
Andrew Cowan	Ray White Alderley	6/15 Quarry Road, Alderley Queensland 4051	13
Brad Scott	Smart Real Estate	54 Clear River Boulevard, Ashmore Queensland 4214	13
Rob Westwood	First National Westwood	69 Kellerman Drive, Point Cook Victoria 3030	13
Robert Stephens	First National Collie & Tierney	6 Baylee Avenue, Mildura Victoria 3500	13
Wes Thornton	Real Estate Geelong Pty Ltd	3/32 Southdown Crescent, Belmont Victoria 3216	13
Brian Whiteman	The Agency Central Coast	3 Oakwood Close, Forresters Beach New South Wales 2260	12
Charles Bellow	LJ Hooker Southern Residential	28 Treemartin Place, East Cannington Western Australia 6107	12
Daniel Kelly	Ray White Yamba	14 Beach Street, Yamba New South Wales 2464	12
Jennifer Moroney - Hereford Hill	McCloy Group	Lot 1102 Gregory Rd, Gregory Road, Lochinvar New South Wales 2321	12
Lachlan Sproule	Sophie Carter Exclusive Properties	30 Australia Drive, Terranora New South Wales 2486	12
Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	80 Eskdale Street, Minchinbury New South Wales 2770	12
David Dwyer	One Agency Dwyer Properties	19 Ocean Drive, Merimbula New South Wales 2548	11
Mel Rosamond	Real Estate Connectors	13 Pacific Parade, Old Bar New South Wales 2430	11
Shane Garrett	Acton Central	8 Yarloop Street, Piara Waters Western Australia 6112	11
Terry Zheng	Alert Realty	23 Seville Road, Holland Park Queensland 4121	11
Troy Reeves	Altitude Real Estate Warners Bay	33 George Street, Marmong Point New South Wales 2284	11
Zoran Veleski	Crown Property Group Australia	53 Sackville Street, Bardwell Valley New South Wales 2207	11



**LOWEST MEDIAN  
DAYS ON MARKET**

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



Q1 | 2021/2022

AGENT	AGENCY	MEDIAN DAYS ON MARKET
Lukas Pedder	Elders Real Estate Mildura	5
Wes Thornton	Real Estate Geelong Pty Ltd	5
Gary Walsh	Grassland Realty	6
Kim Findlay	Laurie Kelly Real Estate	6
Angus Suttor	L J Hooker Maclean	8
Brenton Love	First National Collie & Tierney	8
Grant Penrose	RE/MAX Profile Real Estate	8
Richard Eldridge	GET REAL Estate Agents	8
Peter Forbes	1 Property Centre	9
Scott de Boer	Attree Real Estate	9
Sharon Mudiman and Bradley George	Bespoke Realty Group	9
Jessica Berton	District Property Group Pty Ltd	10
Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	10
Andrew Palmer	The Property Shop	11
Daniel K	LJ Hooker Two Rocks	11
Shaun O'Callaghan	One Agency Surf Coast	11
Lachlan Sproule	Sophie Carter Exclusive Properties	12
Charles Bellow	LJ Hooker Southern Residential	13
Jason Stevens	First National Real Estate Coorparoo	13
Terry Zheng	Alert Realty	13
Andrew Blackman	First National Real Estate Mudgee	14
Edward Lim	LJ Hooker Victoria Park	14
Stephen Venn	Harcourts VennMillar	14
Steve Arscott	Attree Real Estate	14

**LOWEST MEDIAN DAYS  
ON MARKET CONTINUED**



Q1 | 2021/2022

AGENT	AGENCY	MEDIAN DAYS ON MARKET
Danny Harris	Harris & Wood Real Estate	15
Matthew Wood	Harris & Wood Real Estate	15
Jordan James	Realmark Karratha	16
Sascha Smithett	Real Estate Central NT	16
Brad Scott	Smart Real Estate	17
Jennifer Moroney - Hereford Hill	McCloy Group	17
Jennifer Wardell	LJ Hooker Darwin	17
Robert Stefanovski	Limnios Property Group	17
Shaun Hudson-Smith	Ray White Terrigal	17
Stewie Martin	Real Estate Central NT	17
Team Varga	Vivid Property Perth	18
Andrew Harding	Real Estate Central NT	19
Andrew Lamberton	Real Estate Central NT	19
Brian Pobje - The Bower	McCloy Group	19
Leo Edwards	Inverloch 3996 @realty	19
Matt Diesel	McGrath Buderim	19
Robert Stephens	First National Collie & Tierney	19
Tony Roccisano	Professionals Real Estate Mildura	19
Troy Reeves	Altitude Real Estate Warners Bay	19
Wendy Eschler	Stevens Group	19
Anthony Steinberg	Performance Realty Group	20
Clint McCarthy	McCloy Group	20
Lee Murray	ACTON Rockingham	20
Maxine Bowman	Bowmans Real Estate	20

## HIGHEST TOTAL VALUE OF PROPERTY SOLD



Q1 | 2021/2022

RANK	AGENT	AGENCY	SALE AMOUNT
1	Simon Watts	Real Estate Central NT	\$9,474,894
2	Sally McCoullough	First National Real Estate Kosciusko	\$8,773,000
3	Richard Hunt	First National Yamba	\$8,155,000
4	Wes Thornton	Real Estate Geelong Pty Ltd	\$7,820,000
5	Brad Scott	Smart Real Estate	\$7,752,000
6	Stewie Martin	Real Estate Central NT	\$7,052,000
7	Ben Clancy	Raine and Horne Snowy Mountains	\$6,870,000
8	Sascha Smithett	Real Estate Central NT	\$6,662,500
9	Leo Edwards	Inverloch 3996 @realty	\$6,496,000
10	Jessica Berton	District Property Group Pty Ltd	\$6,287,232
11	James Walton	First National Bowyer & Livermore Oberon	\$6,110,500
12	Team Varga	Vivid Property Perth	\$6,029,500
13	Sharon Mudiman and Bradley George	Bespoke Realty Group	\$5,691,000
14	Wendy Eschler	Stevens Group	\$5,503,000
15	Kim Findlay	Laurie Kelly Real Estate	\$5,479,000
16	Tim Mackenzie	First National Real Estate O'Donoghues	\$5,472,000
17	Chad Smith	Nutrien Harcourts WA	\$5,292,500
18	Andrew Blackman	First National Real Estate Mudgee	\$4,939,999
19	Robert Stefanovski	Limnios Property Group	\$4,780,500
20	Brian Pobje - The Bower	McCloy Group	\$4,650,000
21	Tim O'Brien	First National Real Estate Mudgee	\$4,614,924
22	Joel Osborn - Potter's Lane	McCloy Group	\$4,592,000
23	Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	\$4,585,000
24	Carmen Christie	First National Warragul	\$4,475,000
25	Stewart Adlington	Harcourts Mudgee & Rylstone	\$4,364,500

HIGHEST TOTAL VALUE  
OF PROPERTY SOLD CONTINUED



Q1 | 2021/2022

RANK	AGENT	AGENCY	SALE AMOUNT
26	Adam Whitford	Xceed Real Estate Pty Ltd	\$4,189,356
27	Jennifer Moroney - Hereford Hill	McCloy Group	\$4,100,012
28	Rob Westwood	First National Westwood	\$4,025,003
29	Victoria De Marchi	McCloy Group	\$3,962,000
30	Shaun Hudson-Smith	Ray White Terrigal	\$3,763,000
31	Grant Penrose	RE/MAX Profile Real Estate	\$3,748,000
32	David Parlor	ACTON Rockingham	\$3,671,500
33	Troy Reeves	Altitude Real Estate Warners Bay	\$3,640,000
34	Shaun O'Callaghan	One Agency Surf Coast	\$3,628,000
35	Terry Zheng	Alert Realty	\$3,587,500
36	Simon Hardaker	Astemi Property	\$3,575,000
37	Jay Everall	Robertson Port Fairy	\$3,550,501
38	Roslyn Ierace	Elders Southern Districts Real Estate Bunbury	\$3,460,000
39	Kathryn Hall	Kathryn Hall Agency	\$3,393,000
40	Steve Arscott	Attree Real Estate	\$3,365,500
41	Stephen Annis-Brown	Wollombi Real Estate	\$3,307,000
42	Robbie Palmer	First National Real Estate Mudgee	\$3,218,500
43	Judy Truong	Real Estate Central NT	\$3,026,000
44	Team JP	Freedom Property	\$3,025,000
45	Ben Stevenson	EstateRealty	\$2,930,000
46	Lyle Massey	First National Collie & Tierney	\$2,840,000
47	Stephen Venn	Harcourts VennMillar	\$2,833,000
48	Matt Diesel	McGrath Buderim	\$2,822,000
49	Jennifer Wardell	LJ Hooker Darwin	\$2,810,001
50	Geoff Van Wachem	Fresh Property Noosa	\$2,800,000

## HIGHEST NUMBER OF LISTINGS



Q1 | 2021/2022

AGENT	AGENCY	#LISTINGS
Simon Watts	Real Estate Central NT	24
Team Varga	Vivid Property Perth	18
Brian Pobje - The Bower	McCloy Group	16
David Parlor	ACTON Rockingham	16
Jessica Berton	District Property Group Pty Ltd	16
Jordan James	Realmark Karratha	16
Scott and Sara Edwards	Starr Partners - Erskine Park, Minchinbury and St Marys	16
Wendy Eschler	Stevens Group	16
Jennifer Moroney - Hereford Hill	McCloy Group	15
Stewie Martin	Real Estate Central NT	15
Naomi Darby	Professionals Real Estate Mildura	14
Victoria De Marchi	McCloy Group	14
Andrew Blackman	First National Real Estate Mudgee	13
Brad Scott	Smart Real Estate	13
Sascha Smithett	Real Estate Central NT	13
Ben Clancy	Raine and Horne Snowy Mountains	12
Clint McCarthy	McCloy Group	12
Daniel Harris	Real Estate Central NT	12
Matt Jones	Professionals Granger Clark	12
Paul Brookes	The Agency	12
Rasmus Nielsen	The Haus Exchange	11
Tim O'Brien	First National Real Estate Mudgee	11
Andrew Harding	Real Estate Central NT	10
Leo Edwards	Inverloch 3996 @realty	10
Robert Stefanovski	Limnios Property Group	10

## WHAT PEOPLE ARE SAYING

---

**"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."

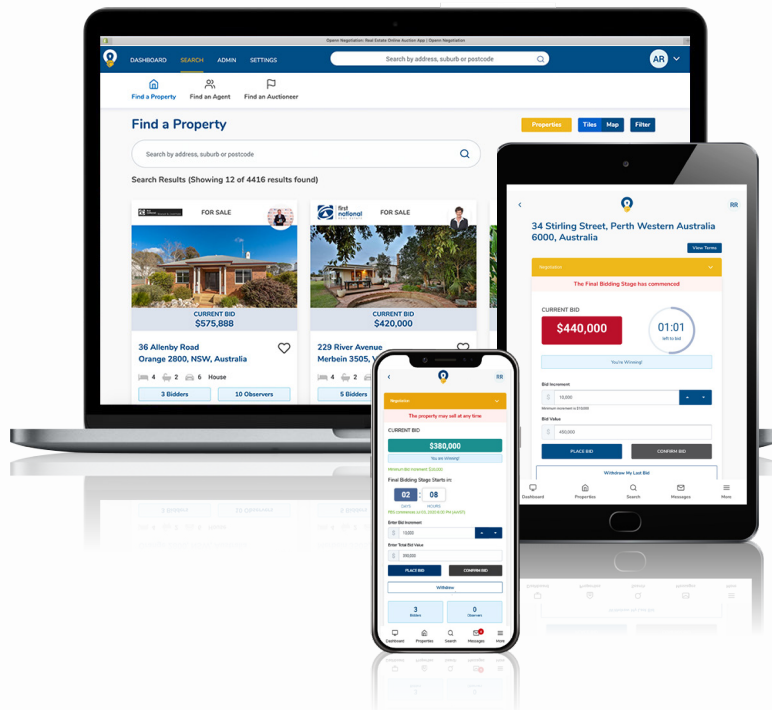
**Stewart O'Brien** – Rainbow Beach Estate



**"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?

To add this exciting online sales method to your toolkit,  
register for an upcoming training session now.

Head to [www.openn.com.au](http://www.openn.com.au) to get started.