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# ASX MARKET RELEASE

27 August 2018

## THE AGENCY AWARDED TOP OFFICE IN WA

*FURTHER PROOF THE AGENCY'S DISRUPTIVE MODEL WORKS*

### Highlights

- **The Agency awarded Top Office for Listings Sold and Top Office by Value Sold at REIWA.com Awards;**
- **Delivered 667 sales with over \$400 million in property sold in the past 12 months;**
- **The Agency's Adam Naumovski and Patrick Harper were both awarded Master Sales Person Awards;**
- **The Agency finished 4<sup>th</sup> in Project Marketing Sales;**
- **Sell Lease Property (SLP) were a clear 2<sup>nd</sup> place for Listings Sold with 659 sales for the year, but were ineligible due to the change in ownership;**
- **Awards affirm The Agency has a proven real estate model that is disrupting the traditional franchise model.**

The Agency Group Australia (ASX: AU1) ("The Agency" or "the Company") is pleased to advise the Company has been awarded Top Office for Listings Sold and Top Office by Value Sold in Western Australia for 2018 at the annual REIWA.com Awards held on Saturday 25<sup>th</sup> August 2018 in Perth.

The Agency reported 667 sales with over \$400 million in property sold for the past 12 months, which was 200 more sales and over \$50 million more property sold than second place.

The Agency's Adam Naumovski and Patrick Harper were also both awarded REIWA's Master Sales Person Awards. Mr Naumovski is an award-winning real estate professional who has now retained REIWA's Master Salesperson award (2015-2018) for four years in a row. Mr Harper has over a decade's experience within the local real estate scene, becoming a major force in dealing with premium and exclusive properties, especially in the hills district and surrounding areas.

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The Agency also finished fourth in project market sales for the year.

Sell Lease Property (SLP) - which The Agency acquired in February 2018 - came in second place for Listings Sold with 659 sales for the year, however were ineligible due to the change in ownership.

Commenting on the awards, The Agency Managing Director Paul Niardone said:

*“These awards are exceptionally pleasing for The Agency team. This fantastic result couldn’t have been achieved without our amazing team who have worked hard throughout the last year to make this happen.*

*“The continued strength of The Agency and SLP, who were unfortunately ineligible due to change in ownership, demonstrates and affirms we have a proven model that is disrupting the traditional franchise model by giving power back to the real estate agent and providing a significant value proposition to agents.*

*“The traditional model has had its time and The Agency has proven this by showing that, combined with Sell Lease Property, we have claimed number one ranking in WA for number and value of sales.*

*“Despite what has been a challenging real estate market in Western Australia, The Agency and SLP have continued to excel. Our sales agents are ranked among the best in the state, and we continue to outperform our peers, which only bodes well for the future as we continue to roll out our innovative disruptive model.”*

The REIWA awards continue The Agency’s strong momentum, with the Company taking out the REIWA monthly top office awards for January, February, March and April 2018.

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