



## No. 1 Ranked Real Estate Team in Pennsylvania Moves to Real

March 28, 2024

*Jon Campbell Team, formerly known as the Don Wenner Team, brings 28 agents and lifetime sales valued at \$4.3 billion*

TORONTO & NEW YORK--(BUSINESS WIRE)--Mar. 28, 2024-- The Real Brokerage Inc. (NASDAQ: REAX), the fastest-growing, publicly traded brokerage, today announced that the Jon Campbell Team, formerly known as the Don Wenner Team, has joined the company. The team ranked as RealTrends' No. 1 Mega team in Pennsylvania and the No. 7 Mega Team by Sides in the U.S. in 2022, the latest rankings available.

The 28-agent team serves Pennsylvania's Lehigh Valley, which draws home buyers from both New Jersey and New York looking for high quality of life and an easy commute to New York City. In 2023, the team completed 2,250 home sales valued at \$585 million, bringing its total home sales to nearly 15,000 homes with a value of approximately \$4.3 billion.

The team also has established a reputation for giving back to its local community through its volunteer efforts. Its school supply drive in 2021 set a Guinness World Record for the most backpacks in a line – a record that remains intact.

"We're excited to welcome Jon and his team to Real," Real President Sharran Srivatsaa said. "At Real, our culture is foundational to who we are. Between Jon's thoughtful, client-centric approach and his unmatched commitment to his community, I know he will fit in seamlessly at Real. I can't wait to see what his team is able to accomplish."

Since its launch in 2011, the team has distinguished itself by offering homeowners "all of the options to sell your home," including an instant cash offer as well as guarantees to both sell the homeowners' current house and to find their new home.

"There's no question that Real offers the best technology and tools for agents. However, what's at the top for us is culture, and Real's culture and innovative approach is what drew us to the company," Campbell said.

### About Real

Real (NASDAQ: REAX) is a real estate experience company working to make life's most complex transaction simple. The fast-growing company combines essential real estate, mortgage and closing services with powerful technology to deliver a single seamless end-to-end consumer experience, guided by trusted agents. With a presence in all 50 states throughout the U.S. and Canada, Real supports more than 16,000 agents who use its digital brokerage platform and tight-knit professional community to power their own forward-thinking businesses.

### Forward-Looking Information

This press release contains forward-looking information within the meaning of applicable Canadian securities laws. Forward-looking information is often, but not always, identified by the use of words such as "seek", "anticipate", "believe", "plan", "estimate", "expect", "likely" and "intend" and statements that an event or result "may", "will", "should", "could" or "might" occur or be achieved and other similar expressions. These statements reflect management's current beliefs and are based on information currently available to management as of the date hereof. Forward-looking information in this press release includes, without limiting the foregoing, expectations regarding Real's ability to continue to attract agents.

Forward-looking information is based on assumptions that may prove to be incorrect, including but not limited to Real's business objectives, expected growth, results of operations, performance, business projects and opportunities and financial results. Real considers these assumptions to be reasonable in the circumstances. However, forward-looking information is subject to known and unknown risks, uncertainties and other factors that could cause actual results, performance or achievements to differ materially from those expressed or implied in the forward-looking information. Important factors that could cause such differences include, but are not limited to, slowdowns in real estate markets, economic and industry downturns and Real's ability to attract new agents and retain current agents. These factors should be carefully considered and readers should not place undue reliance on the forward-looking statements. Although the forward-looking statements contained in this press release are based upon what management believes to be reasonable assumptions, Real cannot assure readers that actual results will be consistent with these forward-looking statements. These forward-looking statements are made as of the date of this press release, and Real assumes no obligation to update or revise them to reflect new events or circumstances, except as required by law.

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