



## Real Begins September With More than 21,000 Agents

September 10, 2024

*Top-performing teams continue to join Real's technology-powered platform*

TORONTO & NEW YORK--(BUSINESS WIRE)--Sep. 10, 2024--

The Real Brokerage Inc. (NASDAQ: REAX), a technology platform reshaping real estate for agents, home buyers and sellers, today announced it continued to add top teams throughout North America in August. The company's agent count now stands at more than 21,000.

"Real continues to attract high-performing teams and independent brokerages who are looking for a brokerage partner dedicated to serving them and their evolving needs," said Sharran Srivatsaa, President of Real. "The agents joining in August bring a wide range of experience serving clients throughout the U.S. and Canada, and we are thrilled to welcome them to Real."

The following are some of the teams joining Real during the month of August:

- Story House Real Estate, led by Sasha Tripp. Consistently ranked as one of the best brokerages in Charlottesville, Va., the boutique firm brings six agents to Real. Since its founding in 2018, Story House has distinguished itself by giving back to the community through volunteer hours, local sponsorships and a donation on behalf of each closed client to a charity of their choice. The brokerage completed home sales totaling \$120 million in 2023 and joins as part of Real's Private Label program, designed for brokerages looking to maintain the brand they've built.
- Wendy Rodriguez Real Estate Team, led by Wendy Rodriguez. The six-agent team is based in Bay Shore, N.Y. and serves Long Island's South Shore. Founded in 2020, the team closed home sales totaling \$50 million in 2023.
- Capital and Coast, led by Pam Saxman. The team's 11 agents serve the Raleigh area to the North Carolina Coast. Since 2022, Capital and Coast has closed home sales valued at more than \$90 million, including \$50 million in 2023.
- More Estates, led by Zack Sperow and Jacque Gaitan. The three-agent team serves California's Napa Valley, Solano and Sonoma counties. Sperow was named a Rising Star during his first year as an agent. Since 2017 the independent brokerage has closed home sales totaling over \$192 million, including \$39 million in 2023. More Estates joins as part of Real's Private Label program, designed for brokerages looking to maintain the brand they've built.
- Reach Home Group, led by Matthew Kochis. Founded in 2022, the 10-agent team serves the Greater Phoenix metro. It closed sales of \$39 million in 2023.
- HBH Realty, led by Jordan Hosey. The six-agent team serves the Birmingham, Ala., metropolitan area and has distinguished itself by offering a comprehensive approach designed to help their clients achieve their financial goals. Named Rookie of the Year by the Birmingham Association of Realtors in 2017, Hosey and her team closed home sales valued at \$31 million in 2023.
- Talia & Associates, led by Talia Gila. The newly formed team brings four agents to Real who will serve the Greenville, S.C. metro. As a solo agent, Gila sold 83 homes valued at \$29 million in 2023.
- Expand Real Estate Group, led by Omar Alfaro. Founded in 2016, the team's 15 agents serve California's Inland Empire, including Rancho Cucamonga, Ontario, Victorville, Apple Valley, Hesperia, San Bernardino, Big Bear Lake, Arrowhead Lake and Sugarloaf. It closed home sales totaling \$25 million in 2023.
- The Logan Home Group, led by John Logan. Logan leverages his military background to help Veterans and military service members and their families with their real estate needs throughout Maryland, Northern Virginia and D.C. The four-agent team closed 55 home sales valued at more than \$24 million in 2023.

### 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 throughout the U.S. and Canada, Real supports more than 21,000 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 agent count.

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, Real's ability to attract new agents and retain current agents and those risk factors discussed under the heading "Risk Factors" in the Company's Annual Information Form dated March 14, 2024, a copy of which is available under the Company's SEDAR+ profile at [www.sedarplus.ca](http://www.sedarplus.ca). 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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