



Top-Performing Team The Burgman Group Joins Real

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High-volume team, led by industry influencer Shane Burgman, expands Real's presence throughout Florida's Space Coast

TORONTO & NEW YORK--(BUSINESS WIRE)--Jan. 8, 2025-- The Real Brokerage Inc. (NASDAQ: REAX), a technology platform reshaping real estate for agents, home buyers and sellers, today announced it has expanded its presence throughout Florida's Space Coast with the addition of The Burgman Group. Led by industry influencer Shane Burgman, the three-person team has built a reputation for its tenacious work ethic, which has made it one of the top-producing teams in the market. During his 10-year career, Burgman has averaged 50 home sales a year valued at more than \$200 million in total sales.

Burgman began his real estate career in 2015 following 10 active-duty years in the U.S. Navy as a Nuclear Submarine Missile Technician. He credits his military service for his passion to make a difference in people's lives and core values of hard work and high ethical standards, qualities that enabled him to make a successful transition to real estate. In addition to his strong track record, Burgman has built a loyal social media following based on his high-quality production value, market insights and real estate advice. He currently has 22,000 followers on Instagram and 5,000 on YouTube with more than 1 million views.

Having experienced multiple military transfers during his time in the Navy, Burgman understands the difficulties that relocations pose and has used this experience to help other military families looking to settle on Florida's Space Coast. At Real, he will be part of the company's Military Division, which specializes in serving the needs of Veterans and active-duty service members and their families.

"Shane's unwavering honesty and relentless work ethic have earned him a reputation as one of the most trusted names in real estate and a leader among his peers," Real President Sharran Srivatsaa said. "I'm thrilled to welcome Shane and his team to Real and look forward to seeing how our platform helps them elevate their impact on clients while inspiring their peers."

Burgman said Real's collaborative community, technology and entrepreneurial focus are what drew him and this team to Real.

"I've been following Real for a while. I'm stoked about this new opportunity and thrilled to enhance my clients' overall experience. Real's commission structure and revenue share provide upside potential that allows us to build long-term wealth, while the company's technology platform is designed for teams like ours that are always looking to better serve clients. We couldn't be more excited to make the move to Real," Burgman 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 throughout the U.S. and Canada, Real supports more than 24,000 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, 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. 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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