

The Real Brokerage Inc.

March 2024 Agent Survey



Nasdaq: REAX

About the Survey

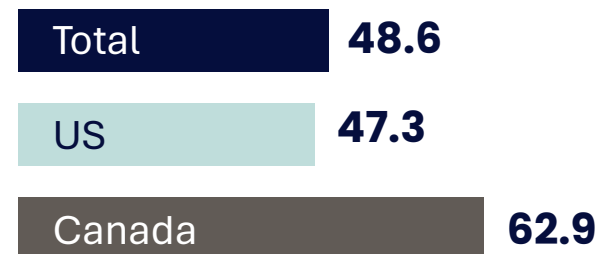
- The March 2024 Real Brokerage Agent Survey included responses from over 400 real estate agents across the United States and Canada and was launched in the last week of March 2024.
- Responses to questions regarding agent optimism and transaction growth were calibrated on a 0-100 point index scale, with readings above 50 indicating an improving trend, while readings below 50 indicate a declining trend.
- Responses are meant to capture industry-level information and are not meant to serve as an indication of Real's company-specific growth trends.

Agent Optimism Index



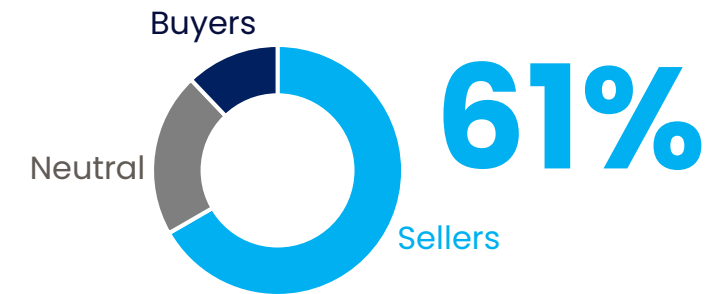
Agent Optimism Index at 63.3 reflects positive home sales outlook over the next 12 months; scores above 50 signal optimism

Transaction Growth Index



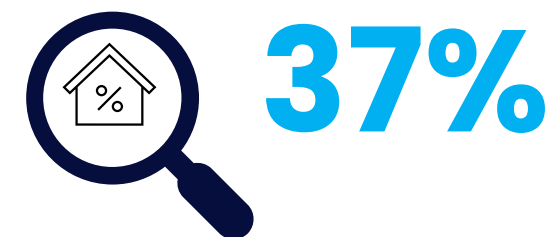
Transaction Growth Index at 48.6 indicates a dip in March North American home sales; scores below 50 signal decline. U.S. sees slight decrease, while Canada's growth accelerates

Sellers Have Upper Hand



61% of agents noted Sellers have the upper hand in home sale transactions in their markets, a 4% increase from 57% in February

Practice Changes to Aid Transparency



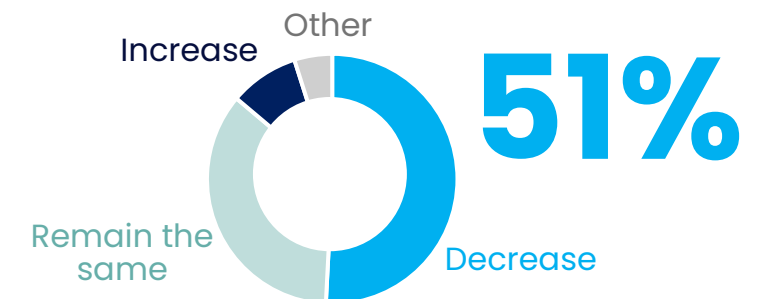
37% of agents expect practice changes outlined by the NAR settlement to boost commission rate transparency, while 29% anticipate minimal impact on clarity

Affordability the Biggest Challenge



47% of agents view affordability as the biggest challenge currently facing home buyers, followed by a lack of inventory at 40%

Buy-Side Commission Rates in Focus



Approximately half (51%) of agents surveyed foresee lower buy-side commissions due to the proposed practice changes, 35% expect no change, and 9% see potential increases