

The Manager
Company Announcements Office
Australian Stock Exchange
Exchange Centre
20 Bridge Street
SYDNEY
NSW
2000

19 October 2020

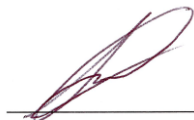
ELECTRONIC LODGEMENT

Dear Sir or Madam

PLATFORM DEMONSTRATION PRESENTATION

Please find attached the presentation to be used to demonstrate the RateMyAgent platform to investors this afternoon at 2pm.

Yours sincerely

A handwritten signature in dark ink, appearing to be "S. Farndell", written over a horizontal line.

Scott Farndell
Company Secretary

The logo for RateMyAgent, featuring the company name in white lowercase letters inside a dark blue speech bubble shape. A registered trademark symbol (®) is located to the upper right of the bubble.

ratemyagent®

Platform Demo

Michael Davey - CEO

October 2020

Purpose of Today?

Today we want to give you a recap on highlights and a brief tour of the RateMyAgent platform to demonstrate;

1. Key platform features
2. Agent use case & value proposition
3. Building a trusted brand & digital footprint
4. US market rollout & agent adoption

RateMyAgent Highlights

Australia and New Zealand

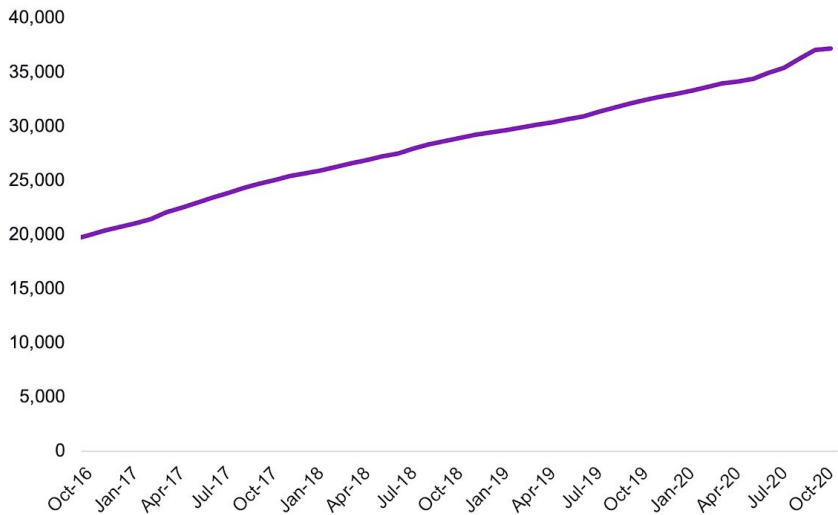
- Mature market with excellent engagement with the majority of real estate agents on the platform collecting reviews
- Focus for the next six months:
 - increase agent subscriptions.
 - push and diversify the Promoter product
 - push mortgage broker reviews
 - continue to add value to agents from new products & partnerships: Domain, Google, Facebook, etc.

United States

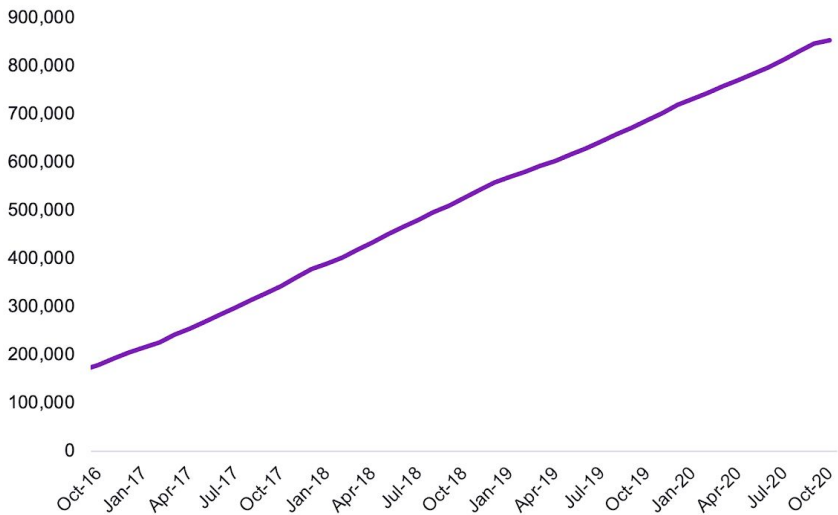
- Move to 100,000 agents on the platform from the present 78,700
- Very significantly grow agent reviews
- More partnerships with major franchise and MLS's > more data integrations

Australia is a successful mature market with 81% of properties sold by an agent with a RMA profile

37,200 agents on the platform (~75% active agents)



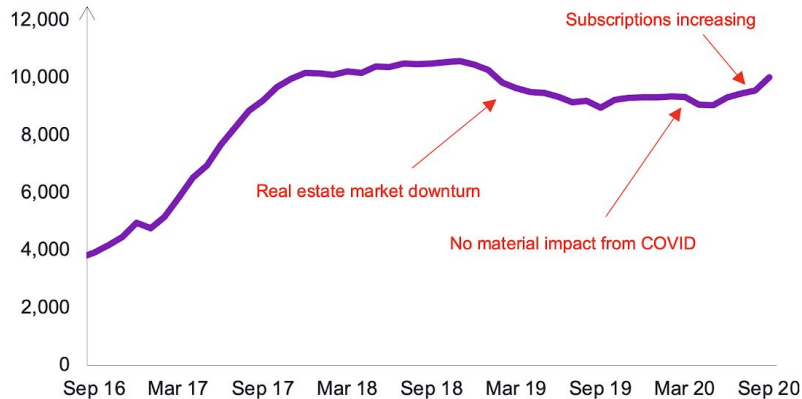
855,000 reviews



Agents are embracing and using the platform, but now to monetize them.

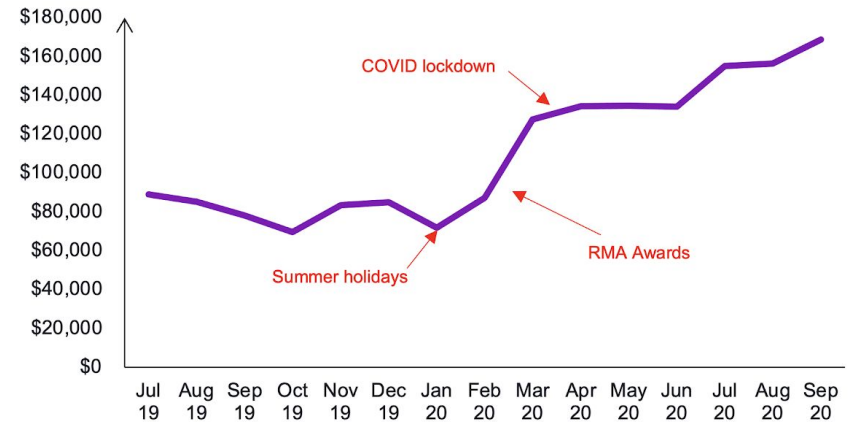
Australian agent subscriptions growing, despite tough market. Promoter revenue growing significantly.

Agents under subscription¹



1. Agent Subscriptions plus agents covered under Agency Subscriptions. Source: RMA data

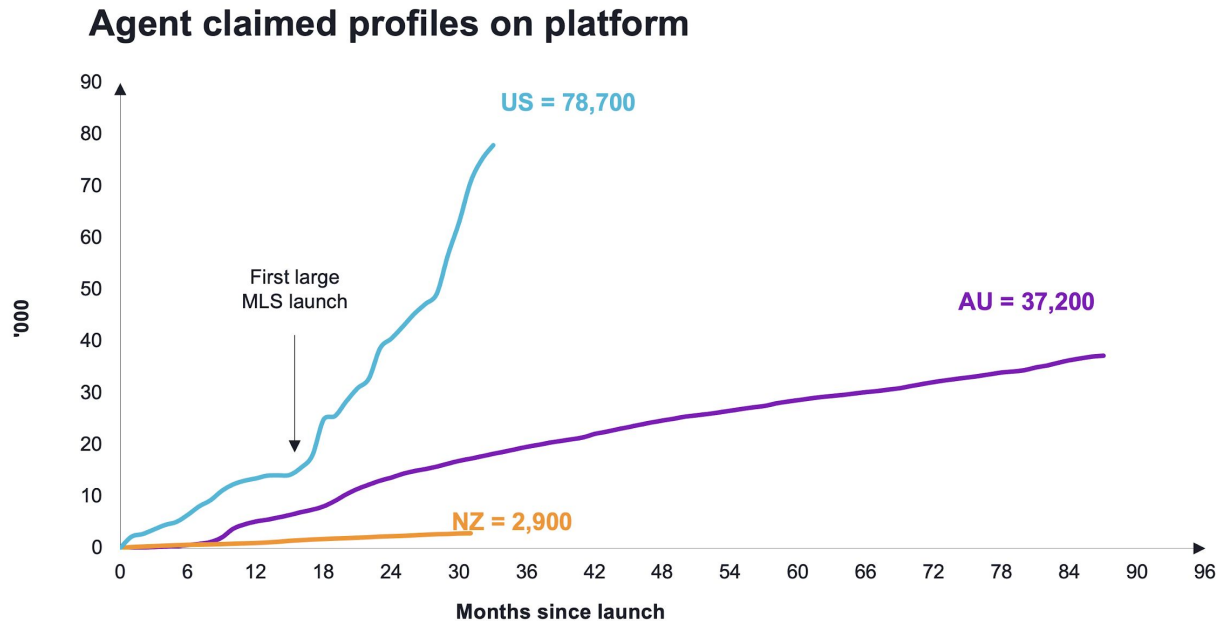
Promoter revenue



Monetization to come from:

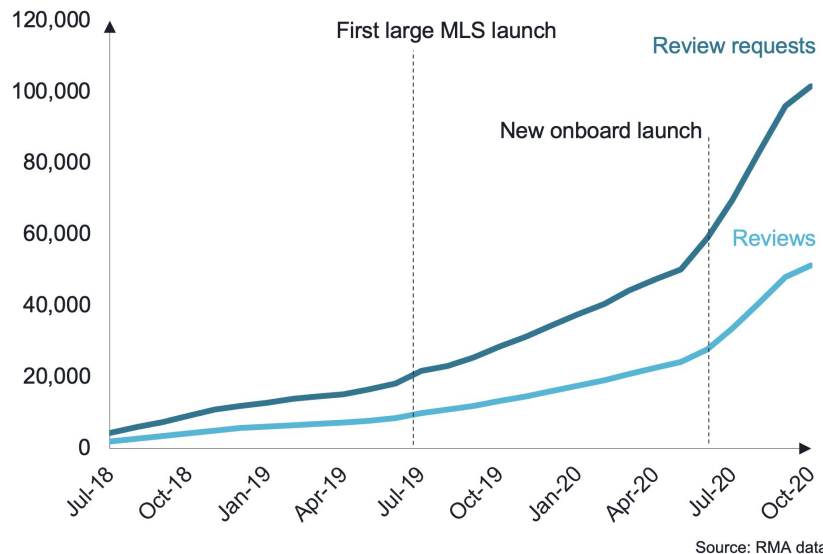
- increasing paid subscriptions
- pushing and diversifying promoter
- Mortgage Broking
- more value through partnerships: Domain, Google, Facebook, etc.

**Rapid growth in the US - Agents are embracing the platform.
Targeting 100,000 profiles by end of CY20.**



US reviews 54,000 and growing strongly

US cumulative reviews and requests



Review growth strategy

- Automated “one-click” reviews through integration with brokerage transaction management systems
- Importing external verified reviews
- New onboarding to be relaunched to existing connected MLS agents
- New MLS partnerships coming
- Revenue model launched

What is RateMyAgent?

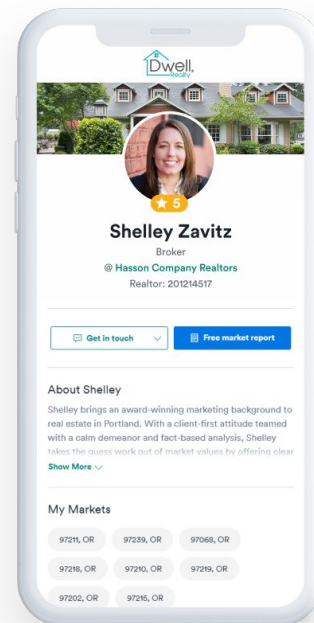
A verified review platform that builds trust and transparency across the real estate value chain;

For Agents & Brokers;

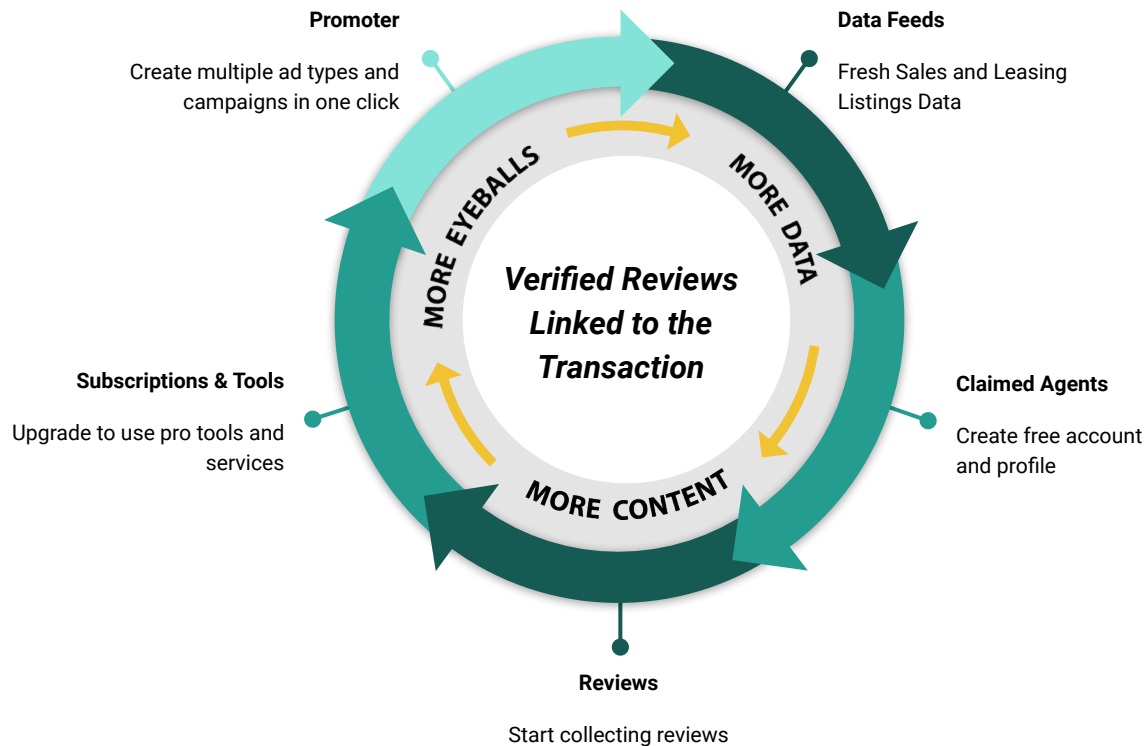
1. Build consumer trust and transparency through the power of social proof (verified reviews) and an enhanced digital footprint.
2. One-stop shop for all digital marketing and content needs, to build your personal brand and reputation.

For Consumers;

1. A transparent service that empowers home owners (and buyers) in their property journey.
2. Helps sellers and buyers find, and choose, a trusted agent or broker for their needs, to achieve the best results in life's most important transaction.



RateMyAgent Flywheel & Network Effects



Agency Journey

Google Review Syndication, Organic Results and Posts

About 469,000 results (0.45 seconds)

raywhitecranbourne.com

Ray White Cranbourne

The biggest compliment our agents can ever receive is a referral, we thank our past and future clients for their support and look forward to assisting many more ...

Rent

174 Selandra Boulevard, Clyde
North. House for Rent.

Contact Us

If you are looking to buy, sell or
rent a property in Cranbourne ...

Properties For Sale

Ray White Cranbourne has 64
properties for sale.

Residential For Rent

Ray White Cranbourne has 32
residential properties for ...

About Us

Awards. Award. 2020/2021 - Alan
White Elite Property ...

Our Team

Our Team. Ray White Cranbourne
offers a very hard working rental ...

[More results from raywhitecranbourne.com »](#)

www.realestate.com.au › agency › ray-white-cranbourn...

Ray White - Cranbourne - Real Estate Agency Profile

Ray White - Cranbourne. Level 1, 7-9 Bakewell Street, CRANBOURNE, VIC 3977. 4.9(97
reviews).

★★★★★ Rating: 4.9 · 97 reviews · Price range: Contact Agency

www.ratemyagent.com.au › real-estate-agency › sales

372 property listings for Agents at Ray White Cranbourne ...

Ray White Cranbourne property listings on RateMyAgent. View data from their active & sold
properties to compare against other real estate agencies.

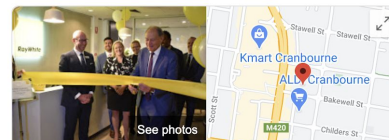
★★★★★ Rating: 4.9 · 1,576 reviews · Price range: Contact Agency

www.ratemyagent.com.au › real-estate-agency › reviews

1444 sales reviews for Agents at Ray White Cranbourne ...

Reviews (1444) · Highly experienced and a true professional · Pardeep is really good agent. He
is professional and looks experienced. · Amazing service · Great ...

★★★★★ Rating: 4.9 · 1,576 reviews · Price range: Contact Agency



Ray White Cranbourne

Website Directions Save Call

4.7 ★★★★★ 566 Google reviews

Real estate agency in Cranbourne, Victoria

Address: Level 1, 7/9 Bakewell St, Cranbourne VIC 3977

Hours: Open · Closes 5:30 PM

Phone: (03) 5995 2003

[Suggest an edit](#) · [Own this business?](#)

Questions & answers

[See all questions \(2\)](#)

[Ask a question](#)

Reviews from the web

Realestate

4.9/5

97 reviews

RateMyAgent

4.9/5

1,576 reviews


Facebook

2.8/5


2 votes

From Ray White Cranbourne


Our Cranbourne office is situated on the heart of one of the fastest
growing corridors in Australia and services a wide variety of clients
and property types. As a result our team of real estate professionals
is also varied in nationality, age, ... [More](#)



Ray White Cranbourne
on Google



Smooth transaction - Mubashir
Habib review | RateMyAgent
1 day ago
[Learn more](#)



We found a home - Ray White
Cranbourne review |
RateMyAgent
1 day ago
[Learn more](#)

Profiles

Sales Reviews

ratemyagent

Sales

Leasing

Mortgage Brokers

Search

RayWhite

Ray White Cranbourne
 Level 1, 7-9 Bskewell St, Cranbourne VIC 3977

03 599 ...

Email

Our Markets

Cranbourne, VIC, 3977

Cranbourne West, VIC, 3977

Cranbourne North, VIC, 3977

Lyndhurst, VIC, 3976

Cranbourne East, VIC, 3977

Botanic Ridge, VIC, 3977

Clyde North, VIC, 3978

Lyndbrook, VIC, 3975

Show More

About Us

Ray White Cranbourne's dedicated management team partner customer service excellence with personal attention and individualised marketing strategies to meet your needs. Their attention to detail ensures your success whether looking to buy, sell or rent.

Show More

Contact Information

Facebook
 @raywhitecranbourne

Leasing team

Jordan Parker

Breanna Hall

Bridget Daly

Catherine Columbine

Show More

Email

agent of the year awards

Reviews (1364)

Statistics

Agents (14)

Properties (380)

Rankings

Map

Verified Reviews (1444)

Filters

Vendor Recommended

Mubashir Habib
 4.5 30 Reviews

4 days ago

Smooth transaction
 Very happy with the deal will recommend

\$360,000
 10 Shinar Street
 Clyde North VIC 3978
 Land

Buyer Recommended

Samantha Correia
 5 2 Reviews

7 days ago

Wonderful customer service
 We just wanted to thank you both so much for your help in purchasing our first property. ...read more

\$550,000
 11 Tilden Rise
 Cranbourne North VIC 3977
 4 2 2 2 | House

Vendor Recommended

Pardeep Singh
 5 554 Reviews

9 days ago

Very professional and Helpful
 Pardeep is very professional. He guided us through this process of selling very professionally. ...read more

Price unavailable
 16 Gallant Drive
 Clyde North VIC 3978
 4 2 2 2 | House

Vendor Recommended

Paul Ringeri
 4.5 554 Reviews

10 days ago

A+++ Service
 Paul helped my sell my first investment property which I thought was going to be a very daunting experience. ...read more

Price unavailable
 52A Lendon Avenue
 Cranbourne VIC 3977
 3 2 2 2 | House

Vendor Recommended

Mark Simons
 4.5 116 Reviews

16 days ago

Highly experienced and a true professional
 Mark was respectful and professional throughout our campaign. He was able to sell our property during the pandemic. ...read more

Buyer Recommended

Pardeep Singh
 5 6 Reviews

16 days ago

Pardeep is really good agent. He is professional
 We feel very familiar with him when we met him first time and he always replied on when we call or need help. ...read more

Buyer Recommended

Matthew Ringeri
 4.5 131 Reviews

17 days ago

Amazing service
 Matthew was very professional and thorough throughout the selling of a property to my partner and I. I would highly recommend him. ...read more

Buyer Recommended

Mark Simons
 4.5 116 Reviews

21 days ago

Great communication and reliable service.
 Mark been great liaison between vendor and I. Great communication and reliable service.

ratemyagent

Biggin & Scott Richmond's offices are prominently located with 4 shop fronts, 22-28 Bridge Rd, Richmond.
Our office is the No. 1 performing office within the Biggin & Scott network.
We are also the No. 1 Agency in our local market place.
Our Sales Department completes over 400 sales per year, with an annual turnover of over \$300million + in property sales.

13

Google Review Manager

ratemyagent

Search

Dashboard

Edit Profile

Sales **12.1k**

Listings

Reviews **12.1k**

Agents

Leasing

Awards

Promoter

Access

Widgets

Social Media

Listing Reports

Linked Accounts

Data Feed

Templates

Training

Subscriptions

Reviews

Automatic Review Requests

Request Pending Completed Dismissed Google **12.1k**

How requesting reviews works [-]

Google Review Manager

buxton

Buxton Mentone

99 Charman Rd, Beaumaris VIC 3194

4.5 ★★★★★ 130 Reviews

VIEW BY

All Reviews

Replied

Havent Replied

SORT BY

Newest

40 results found

S

Skye White

★★★★★

12 Oct 2020

Fantastic Agent & Result! Matt and Sarah were instrumental in the successful sale of my townhouse. They made selling easy and... More

Reply

C

Clare Stone

★★★★★

24 Sep 2020

I just wanted to give a shout out to Alison Ball who is a first class property manager. She is... More

Reply

S


Simone Ennor

★★★★★

03 Sep 2020

Best real estate agent I've had to date! Rhianon is so lovely, extremely easy going and gets things done instantly. I would... More

Reply



Drew Rutland

★★★★★

03 Sep 2020

I recently secured a rental property with the help from Rhianon at Buxton Mentone. Due to COVID19 Rhianon was working... More

Reply

K

Kerryn Schrank

★★★★★

01 Sep 2020

We stumbled across the property very late in the campaign and found Wes to be very responsive. He managed to... More

Reply

14

Automatic Review Requests

Review Settings

Reviews / Review Settings

Automatic Review Requests

We send an automatic review request to your vendor once confirmation of the sale has been received

OFF

Set review request timing

Choose whether your review request is sent immediately or select a 48 hour delay, which gives you the opportunity to edit or cancel the request.

Immediately

Select email template to use as default

Choose a **template** to send a personalised message with your review request

Select template

Cancel

Save settings

Agent Journey

Dashboard

Welcome to your dashboard, Trevor

Awards Leaderboard

Live

BETA

View by Cheltenham

Sold Properties ?

Avg Sale Price ?

Reviews ?

RMA Score ?

1



Trevor Bowen

Buxton Mentone

21

1.1M

19

78%

2



Kevin Chokshi

Ray White Cheltenham

19

927.3k

16

66.67%

3



Angela Limanis

Ray White Cheltenham

12

865.6k

9

48.39%

Latest Review Opportunities



43 Robert St
Parkdale, VIC, 3195

Get Review



4 Streeton Drive
Mentone, VIC, 3194

Get Review



11 Conder Way
Mentone, VIC, 3194

Get Review

[View all \(46\) opportunities >](#)

RMA Score

?



Your RMA Score

Avg. RMA Score

77.55%

34.98%

[Improve your RMA Score by requesting your missing vendor reviews](#)

Get Reviews

Reviews

Automatic Review Requests

Request Pending **Completed** Dismissed

How requesting reviews works [+]

Review for Recipient Publish Externally ? Social Channels

148 Brownfield Street, Cheltenham, VIC 3192



Trevor Bowen
(Recommended)

A & S (Vendor)
anthonygomm@bigpond.com

Publish Externally ?
☒



Post



Thanks Trevor - 07 Oct 2020

Thanks for your help

Reply

Copy Review

Promote this review
throughout the Google
Display Network

Promote

Sold Selfie

Make your review stand out with a **Sold Selfie**
celebrating your sale

Upload Sold Selfie

Video review

Boost trust and make your review more authentic
with a video review!

Add Video Review

11/1 Chaprowe Court, Cheltenham, VIC 3192



Trevor Bowen
(Recommended)

B & C (Vendor)
berylfell@bigpond.com

Publish Externally ?
☒



Post



Go to Buxton's as they get the best results - 31 Aug 2020

Thank you Trevor and Elin for the time you put in, your knowledge, experience and
how thorough you both are is 100%

They recommended also staging my unit and it came up well beyond my
expectations

Promote this review
throughout the Google
Display Network

Promote

Widgets

ratemyagent

Search

Dashboard

Edit Profile

Listings

Reviews

Awards

Promoter

Widgets

Social Media

Listing Reports

Data Feed

Templates

Training


Subscriptions

About Setup Widget

Trevor Bowen's Widget Preview


ratemyagent

Verified Reviews



Trevor Bowen
Buxton Mentone
183 Reviews **4.9**

[View Profile](#)



Auction Sale, 14 March 2020


★★★★★


5 days ago


Thanks Trevor

Thanks for your help [Read full review](#)

148 Brownfield Street Cheltenham VIC 3192

 3

 2

 2

Theme

Light

Dark

```
<div class='RMA-widget' style='height:0;overflow:hidden;' data-agent='trevor-bowen-bz296'><a href='https://www.ratemyagent.com.au/real-estate-agent/trevor-bowen-bz296/sales/reviews'><img src='https://static.ratemyagent.com.au/assets/images/widgets/rma-duo-logo.png' width='164' height='40' /><span>Verified Reviews</span></a></div><script type='text/javascript' src='https://www.ratemyagent.com.au/assets/widgets/js/widget.js' async defer></script>
```

Email Code



Ross an outstanding agent!!!

"Ross was the perfect agent for us to help us buy our new home. We have bought many homes in the past and we can tell you the professionalism he brings to the table is much appreciated to help guide you through this stressful process. Ross was there every step of the way..." [Read more](#)



5/12 Illowa St, Malvern East, VIC, 3145

Great experience with Ross!

"Lorem ipsum dolor sit amet, consectetur adipiscing elit. Phasellus nec diam finibus, fringilla sem non, sodales urna. Aenean at dapibus dolor. Etiam sagittis sapien lorem, quis maximus eros pharetra id. Morbi in metus purus. Quisque risus arcu, feugiat eget semper eu, pulvinar at mauris. In ut egestas felis...." [Read more](#)



123 Smith St, Melbourne, VIC, 3000

Ross is an amazing agent!

"Lorem ipsum dolor sit amet, consectetur adipiscing elit. Phasellus nec diam finibus, fringilla sem non, sodales urna. Aenean at dapibus dolor. Etiam sagittis sapien lorem, quis maximus eros pharetra id. Morbi in metus purus. Quisque risus arcu, feugiat eget semper eu, pulvinar at mauris. In ut egestas felis...." [Read more](#)



123 Smith St, Melbourne, VIC, 3000

[HOME](#) [LUXURY](#) [FIND AN AGENT](#) [FAQS](#) [CAREERS](#) [VIDEO](#) [OFFICES](#) [CONTACT US](#)

Your Forever Agent from Skyline to Shoreline..Sisi

HOMES

Enter City, Address, Zip/Postal Code, Neighborhood, School Or MLS#



Sisi Takaki
LICENSED REAL ESTATE BROKER
HI RE LIC. # RB-21987
sisi@bhhshawaii.com
<http://www.sisitakaki-realty.com>
mobile (808) 753-7151

CONTACT

ABOUT

Siti Takaki has been in the Hawaii Business Community for over 20 years and 10 years in Real Estate after having lived in New York City. She has developed a powerful network of Business Owners and friends which helps with her specialty in the Hawaii Luxury Residential Real Estate Market. Siti understands every facet of home ownership from the emotional aspect of purchasing your first home to the complexity of having a profitable investment property, to selling or buying your primary multi-million dollar residence. Siti brings to each Client the understanding and value of knowing their goals and aligning himself to the needs of each unique situation. Having been a Consultant and holding Executive positions in leading edge Business in Telecommunications and other industries, she understands the art of strategy and negotiating for the advantage of her Clients. The joy that Siti gets from helping her clients can be seen in her Clients Testimonials at www.SitiTakaki-Realty.com.

PROFESSIONAL ACCREDITATIONS

- REALTOR®
- Luxury Collection Specialist
- Certified Commercial Investment Member (CCIM)

LANGUAGES

- English
- Burmese

CURRENT LISTINGS

CLOSED TRANSACTIONS



\$725.000

383 Kaimukū Street #E2112
Honolulu, HI 96815

\$782.500

3553 Kalaninui Street #E3037
Honolulu, HI 96815

\$3,380.00

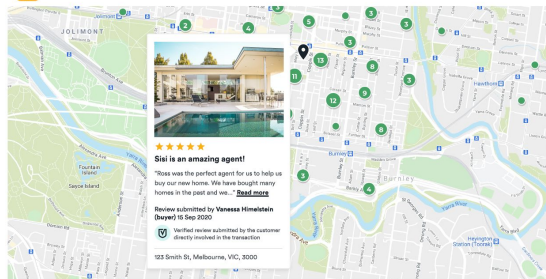
3555 Kaptolani Boulevard 4TH 20
Honolulu, HI 96811

\$815.000

383 Kalamazoo Street #E7079
Holland, MI 48035



Sisi Takak
26 Reviews



Listing Reports


Information

Rankings

Comparable Properties

Reviews

buxton



Trevor Bowen

Sales Consultant at Buxton Mentone

[View Full Profile](#)
[Reviews](#)

About Trevor Bowen

One of the area's most trusted and well-known agents, Trevor Bowen has built a career on local knowl – [Show more](#)

Contact

0497 901 597

Email

13 Conder Way

Mentone, VIC 3194

3 Beds

2 Baths

1 Car Spaces

Prepared for Leon Moore & Danielle Barberio

September 20, 2020

Trevor Bowen's Statistics

Based on sales from the previous 12 months

1

Current listings

52

Sold properties

\$1.02m

Average sale price

\$53.15m

Total sales value

Ranking

1

CTAR RATING

MENTONE, VIC 3194

5.0

Ranking

1

RECOMMENDATIONS FROM VENDORS

MENTONE, VIC 3194

11

Ranking

2

SOLD PROPERTIES

MENTONE, VIC 3194

13

Buxton Mentone's Statistics

Based on sales from the previous 12 months

39

Current listings

214

Sold properties

\$1.03m

Average sale price

\$221.40m

Total sales value

Ranking

1

SOLD PROPERTIES

MENTONE, VIC 3194

41

Ranking

1

RECOMMENDATIONS FROM VENDORS

MENTONE, VIC 3194

23

Ranking


1


CTAR RATING

MENTONE, VIC 3194

5.0

Comparable Properties





13 Conder Way, Mentone VIC 3194


3 Beds

2 Baths

1 Car Spaces

\$53.15m

Sold



13 Conder Way, Mentone VIC 3194


3 Beds

2 Baths

1 Car Spaces

\$53.15m

Sold



13 Conder Way, Mentone VIC 3194


3 Beds

2 Baths

1 Car Spaces

\$53.15m

Sold



13 Conder Way, Mentone VIC 3194


3 Beds

2 Baths

1 Car Spaces

\$53.15m

Sold



13 Conder Way, Mentone VIC 3194


3 Beds

2 Baths

1 Car Spaces

\$53.15m

Sold



13 Conder Way, Mentone VIC 3194


3 Beds

2 Baths

1 Car Spaces

\$53.15m

Sold



13 Conder Way, Mentone VIC 3194


3 Beds

2 Baths

1 Car Spaces

\$53.15m

Sold



13 Conder Way, Mentone VIC 3194


3 Beds

2 Baths

1 Car Spaces

\$53.15m

Sold



13 Conder Way, Mentone VIC 3194

3 Beds

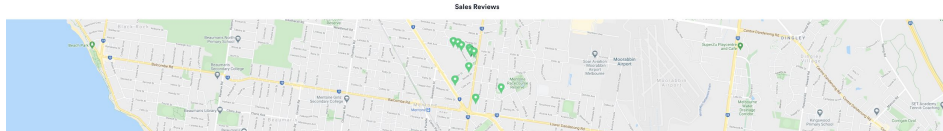
2 Baths


1 Car Spaces

\$53.15m

Sold


Sales Reviews






5.0

Great service




5.0

Great service




5.0

Great service




5.0

Great service




5.0

Great service




5.0

Great service




5.0

Great service



5.0

Great service



5.0

Great service

ratemyagent

21

Social Media Manager

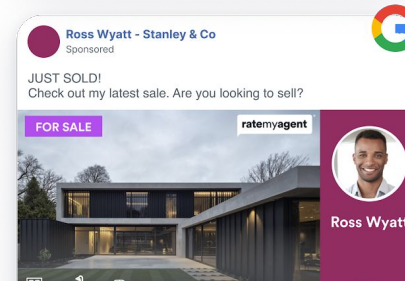
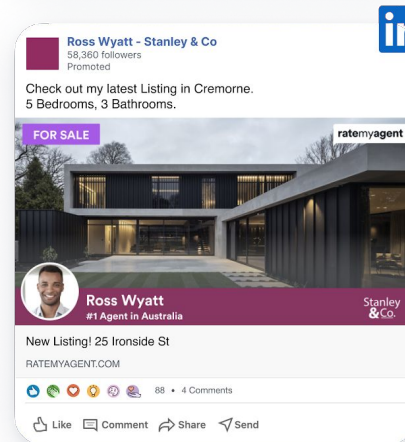
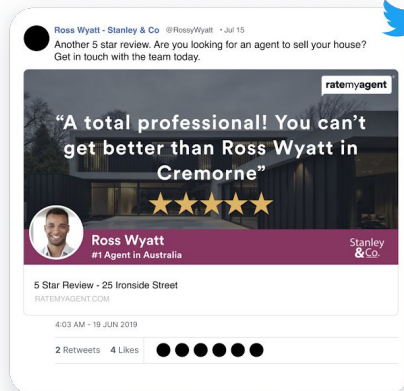
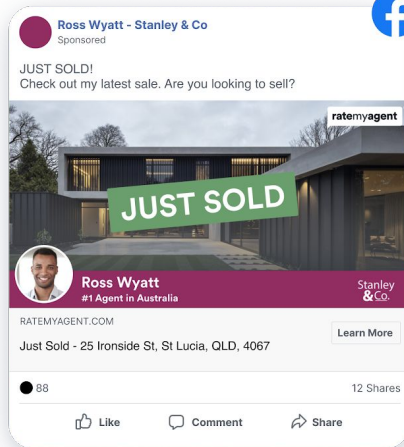
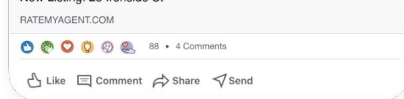
Automatically post your latest:

- Listings
- Sales
- reviews

to your chosen social networks



ratemyagent



Promoter Journey

Promoter

Overview

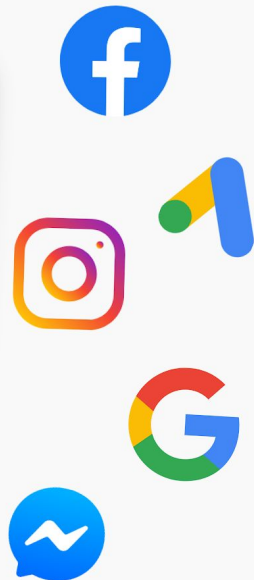
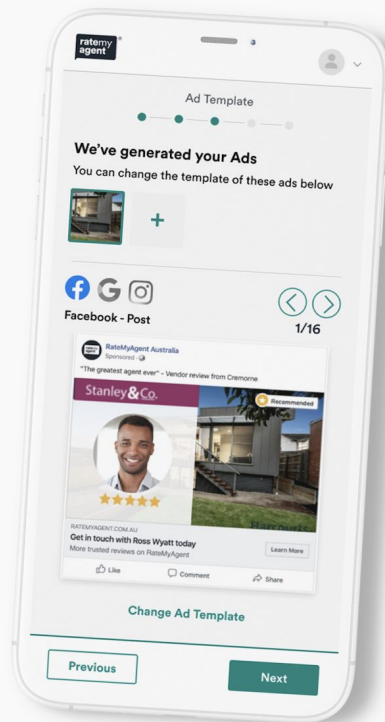
Campaigns

Create Campaign

The simplest way to
advertise yourself and
your brand on social
media and the web

Learn More

Create Campaign



 Dashboard Edit profile Properties Reviews **Promoter** Widgets Social Media Listing Reports Linked Accounts Templates Training Billing

Promoter

Overview

Campaigns

1
Ad Type**2**
Content**3**
Template**4**
Audience**5**
Budget

What would you like to promote?

Reviews

Awards

Listings

Statistics

Appraisals

Promoter

Overview

Campaigns

1

Ad Type

2

Content

3

Template

4

Audience

5

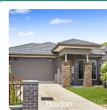
Budget

Select your Review

Please add a review to your promotion by clicking the check-box



Search



★★★★★

21/06/20

Ross was a terrific agent who went the extra mile

120 Balmain St, Cremorne



Add



★★★★★

21/06/20

Fantastic! Great to work with. Honest.

33 Belview St, Richmond



Add



★★★★★

21/06/20

No-one the the area better than Ross & his team

20 Trevor St, Cremorne



Add



★★★★☆

21/06/20

Almost the perfect agent. Ross knows whats best!

12 Balmain St, Cremorne



Add



★★★★★

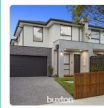
21/06/20

An agent like no other - highly recommend

1 Sorrow St, Richmond



Add



★★★★★

21/06/20

Simply THE BEST!

120 Bamen St, Cremorne



Add

Previous

Next

Dashboard

Edit profile

Properties

Reviews

Promoter

Widgets

Social Media

Listing Reports

Linked Accounts

Templates

Training

Billing

Promoter

Overview

Campaigns

1

Ad Type

2

Content

3

Template

4

Audience

5

Budget

We've generated your Ads

You can change the template of these ads below



+



Facebook - Post

[Edit Template](#)

1/16

[Previous](#)[Next](#)

Promoter

Overview

Campaigns

1

Ad Type

2

Content

3

Template

4

Audience

5

Budget

We've generated your Ads

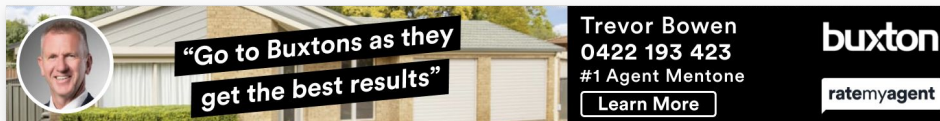
You can change the template of these ads below



Google - Leader

[Edit Template](#)

2/16

[Previous](#)[Next](#)

Dashboard

Edit profile

Properties

Reviews

Promoter

</> Widgets

Social Media

Listing Reports

Linked Accounts

Templates

Training

Billing

Promoter

Overview

Campaigns

1

Ad Type

2

Content

3

Template

4

Audience

5

Budget

We've generated your Ads

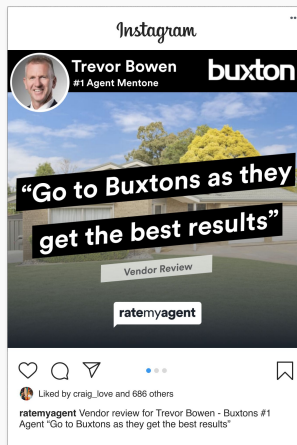
You can change the template of these ads below



+



Instagram - Post

[Edit Template](#)

3/16

[Previous](#)[Next](#)

Promoter

Overview

Campaigns

1

Ad Type

2

Content

3

Template

4

Audience

5

Budget

Confirm your Audience

We've added your markets from your RMA account but you can add & remove suburbs below

Add another suburb



Search

Richmond, VIC, 3121 X

Burnley, VIC, 3121 X

Collingwood, VIC, 3066 X



Advanced Targeting ▼

[Previous](#)[Next](#)

Promoter

Overview

Campaigns

1

Ad Type

2

Content

3

Template

4

Audience

5

Budget

Select your Budget

We have 3 popular packages to choose from

\$299

Price excl. GST

length
7 days

platform

Google facebook
Instagramest. views
60-70k
potential vendors

Select Budget

most popular

\$499

Price excl. GST

length
14 days

platform

Google facebook
Instagramest. views
120-130k
potential vendors

Select Budget

\$999

Price excl. GST

length
21 days

platform

Google facebook
Instagramest. views
200-250k
potential vendors

Select Budget

Promoter

Overview

Campaigns

[Create Campaign](#)

Lift Off!

Your campaign has been created. It can take up to 48 hours to start showing across the internet.

We will send you an email when its live.

[Go to Promoter Dashboard](#)

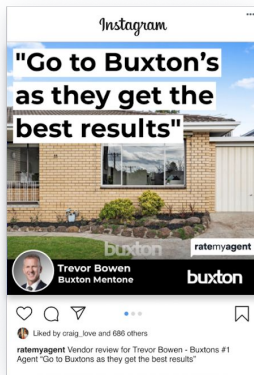
How did you find the ad creation process?



Creating Multiple Ad Types



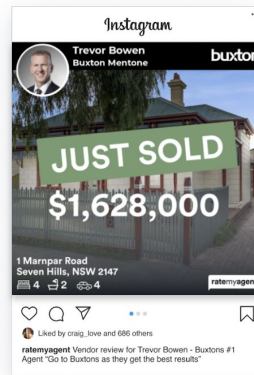
Reviews



Appraisals



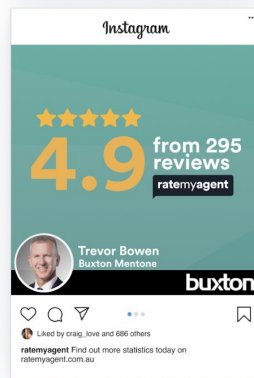
Just Sold



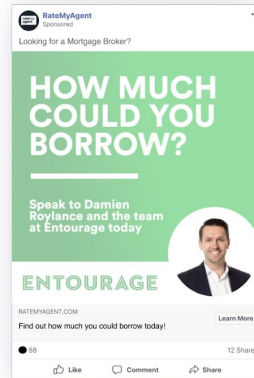
Awards



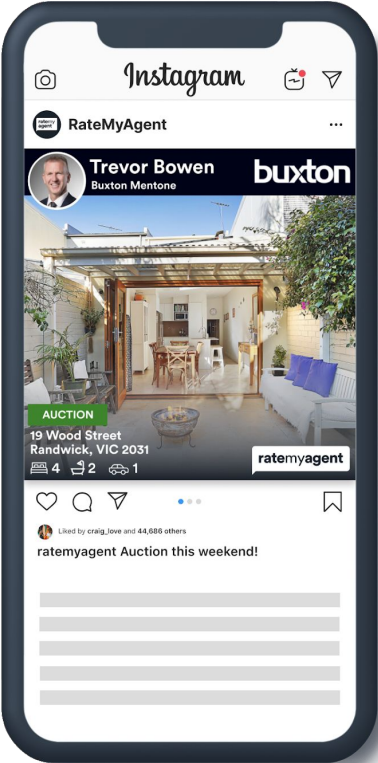
Statistics



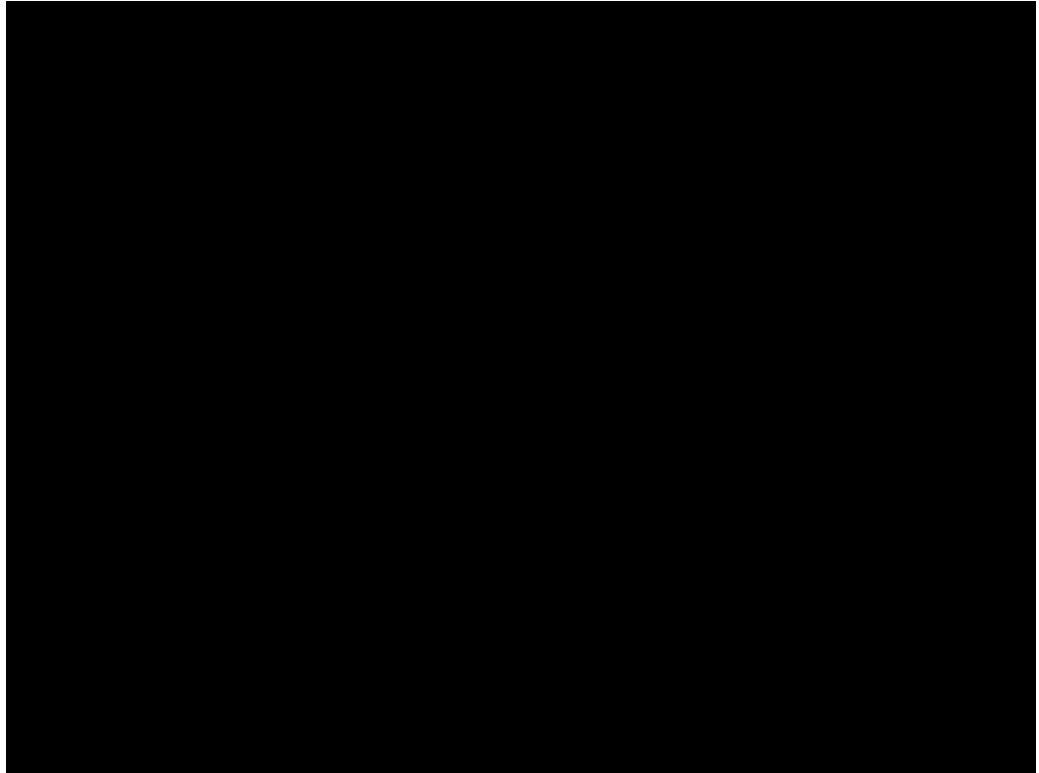
Mortgage Brokers



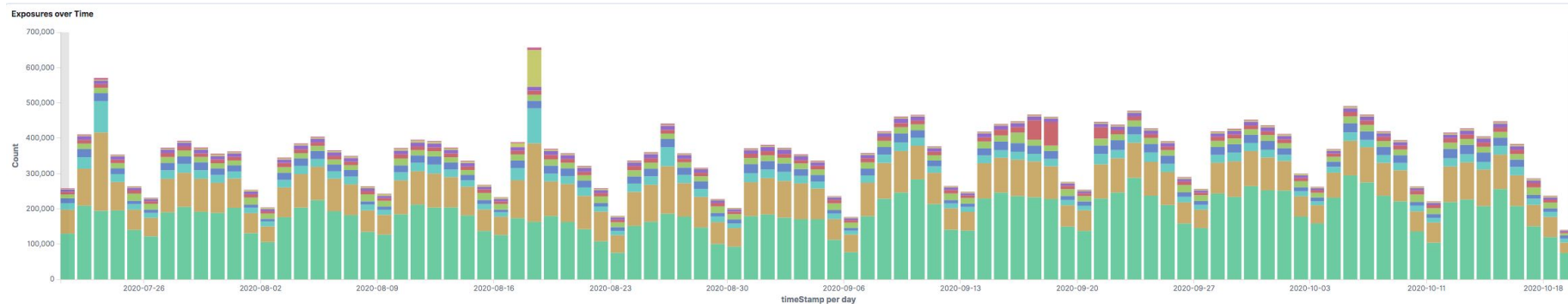
Also Listing & Leasing Ads



Enabling Video Ads - leveraging our proprietary data



Australian Review Exposures > 30 Million over last 90 days




Mortgage Broking

ratemyagent

Sales Leasing Mortgage Brokers

Q Search

ENTOURAGE



5

Damien Roylance

Mortgage Broker

Email
 Phone

About Damien

BORROWING CAPACITY

HOW MUCH CAN I BORROW?

Meet the award winning Entourage Group.

We believe in giving quality advice and are the experts when it comes to finance, property, legal, wealth and financial wellness. We also have our own entourage of experts to provide advice on taxation and estate planning.

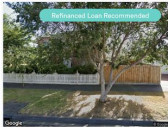
Show More

Reviews

Map

Reviews (46)

Filters



★★★★★


4 days ago

much appreciated

Once again thanks to Tam & the Entourage team for getting my rates down! ...read more

Price unavailable

67 Monart Drive
Williamstown Victoria 3016



★★★★★


8 days ago

Genuine, trustworthy service

Damien was our mortgage broker for our first house purchase in Australia. He ...read more

\$690,000

14 Delawere Street
Bayswater Victoria 3023



★★★★★


22 days ago

Refinancing

Damien and his team were great to deal with, they made it as easy and now ...read more

Price unavailable

10 Balis Lane
Pipers Creek Victoria 3444



★★★★★


21 days ago

Very knowledgeable team and...

Damien and the team at Entourage assisted us with our home for our first home. ...read more

Price unavailable

103 Oakover Road
Preston Victoria 3207



★★★★★


21 days ago

Refinancing of home loan

My wife and I refinanced our home loan with Damien and the Entourage Team. ...read more

Price unavailable

6 Ernest Street
Bendrook Victoria 3300



★★★★★


21 days ago

Seamless from Start to Finish (...)

Damien and his team helped us from start to finish in the process of selling. ...read more

\$1,410,000

6 Frederick Street
Highgate Victoria 3190



★★★★★


21 days ago

Loan review

The team that goes above and beyond!

Price unavailable

Strathmore Victoria 3041



★★★★★


8 months ago

Excellent Service

Damien and his team really ensured the stressful experience of buying is ...read more

Price unavailable

5/28 Wooten Road
Malvern East Victoria 3145



★★★★★


8 months ago

Refinancing mortgage

As Always Damien and his team gave us the best advice and are a pleasure to deal with.

Price unavailable

67 Seabird Drive
Barwon Heads Victoria 3227



★★★★★

2 months ago

Outstanding Finance Broker!!!

Damien makes things happen in the right ways. Caroline and I very much enjoyed ...read more

\$2,165,000

32 Kelvin Grove
Prahran Victoria 3181

Consumer Journey

Researching and watching the market

No.1 Organic search result

Best real estate agents Melbourne

www.ratemyagent.com.au › victoria › melbourne-vic ▾

Best Real Estate Agents in Melbourne, Victoria

Real estate agents in Melbourne. There are 8,963 agents who have been active in Melbourne over the past 12 months. Victoria · View the 2020 Agent of the ...

People also ask

Who is the best real estate agent in Melbourne? ▾

How do I find the best rated real estate agent? ▾

How much do real estate agents earn in Melbourne? ▾

Is it a good time to be a realtor? ▾

[Feedback](#)

www.ratemyagent.com.au › real-estate-profile › sales ▾

Best Real Estate Agents in Melbourne, Melbourne

Top agencies in Melbourne, by marketshare over the past 12 months. MICM Real Estate - Head Office. 10% Pagan Real Estate. 7% Dingle Partners. 5%

Best real estate agents Melbourne

All Maps News Shopping Books More Settings Tools

About 13,600,000 results (0.77 seconds)

Ad · www.agentselect.com.au/ · 1300 040 463

The Best Real Estate Agents - Compare Real Estate Agent Fees

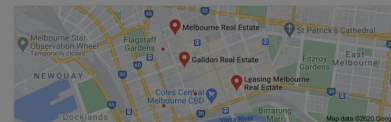
Get Free, Independent Estate Agent Fee Comparisons & Find The Best Local Agent Today. Easy Online Comparison Service to Help You Choose the Best Agent to Sell Your Home.

Selling Tips

Top Selling Tips From Us To You.
Top Tips For Maximising Your Price.

Request a Call Back

Fill Out a Form & One of Our
Property Experts Will be in Touch!



4.0+ rating · Hours ▾

Hours or services may differ

Galidon Real Estate

4.5 ★★★★★ (52) · Real estate agency
Melbourne VIC
Open · Closes 5PM · (03) 9670 3330
"Undoubtedly, this has been one of my best experiences with any ..."

[WEBSITE](#) [DIRECTIONS](#)

Leasing Melbourne Real Estate

4.4 ★★★★★ (85) · Real estate agency
Melbourne VIC
Open · Closes 5:30PM · (03) 9670 5444
"By far one of the best property ..."

[WEBSITE](#) [DIRECTIONS](#)

Melbourne Real Estate

4.5 ★★★★★ (143) · Real estate agency
Melbourne VIC
Open now · (03) 9829 2900
"They are the best agents I had ever use."

[WEBSITE](#) [DIRECTIONS](#)



[View all](#)

Best Real Estate Agents in Melbourne, Victoria

Real estate agents in Melbourne. There are 8,963 agents who have been active in Melbourne over the past 12 months. Victoria · View the 2020 Agent of the ...

People also ask

Who is the best real estate agent in Melbourne? ▾

How do I find the best rated real estate agent? ▾

How much do real estate agents earn in Melbourne? ▾

Is it a good time to be a realtor? ▾

[Feedback](#)

www.ratemyagent.com.au › real-estate-profile › sales ▾

Best Real Estate Agents in Melbourne, Melbourne

Top agencies in Melbourne, by marketshare over the past 12 months. MICM Real Estate - Head Office. 10% Pagan Real Estate. 7% Dingle Partners. 5%

Choice

Real estate agents in Richmond, 3121

There are 259 agents who have been active in Richmond over the past 12 months
Melbourne, Victoria

[View the 2020 Agent of the year award winners](#)

Overview **Reviews (3,386)** **Agents (259)** Agencies (602) Properties (3,032) Awards

Latest Reviews

Julie Taylor
Lead Agent
Biggin & Scott

★★★★★ 2 months ago

Thanks Julie, it was amazing to reacquaint after almost 13 years and to have such a professional and diligent agent.

1/207 Sherwood St, Richmond, VIC, 3121

1 ⭐ 1 ⭐ 1 | Apartment

Robert Le
Lead Agent
woodards

★★★★★ 2 months ago

We went to thank Robert and Caroline for handling the sale of our property.

1/154 Bendigo Street, Richmond, VIC, 3121

2 ⭐ 1 ⭐ 1 | Apartment

Robert Le
Lead Agent
woodards

★★★★★

Incredibly grateful for my now purchased property.

1/154 Bendigo Street, Richmond, VIC, 3121

2 ⭐ 1 ⭐ 1

Browse 259 agents in Richmond, sorted by most recommendations over the past 12 months.

Sort by: Most recommendations

Edward Hobbs
265 Reviews
\$71.2m Total Sales Value
Biggin & Scott Richmond

27 Recommendations in Richmond

48 Sold properties in Richmond

1.01m Average sale price in Richmond

Get in touch
Remove

Free market report

Julie Taylor
582 Reviews
\$42.5m Total Sales Value
Biggin & Scott Richmond

19 Recommendations in Richmond

28 Sold properties in Richmond

1.04m Average sale price in Richmond

Get in touch
Remove

Free market report

Emily Sayers
30 Reviews

14 Recommendations in Richmond

22 Sold properties in Richmond

840k Average sale price in Richmond

Get in touch
Remove

Your personalised free report that keeps you informed in real time.

Track the market
Stay informed on local property sales and agent activity

Suggested agents
Confidently compare the most relevant agents for your needs

Access any time
We keep your report up-to-date and available for you to review at any time

[Next →](#)

Real reviews that help you choose

over 100,000 reviews of real estate agents

Search for agents by location

Sell with confidence. Your free personalised property report.

Get started

Track the market
Stay informed on local property sales and agent activity

Suggested agents
Confidently compare the most relevant agents for your needs

Access any time
We keep your report up-to-date and available for you to review at any time

Feel confident
Recommendations from your neighbours of local agents

Power in numbers
The #1 agent review site

No hassle!
We take care to verify every review. Find out more here.

Property karma
Select your agent then share your experience to help others. Leave a review here.

Most homeowners say they will use RateMyAgent

How happy are Aussie vendors with their sale price?

Read our exclusive Price Expectations report

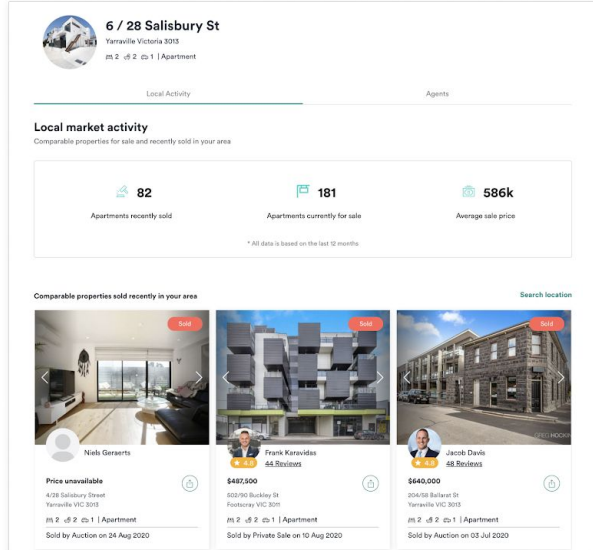
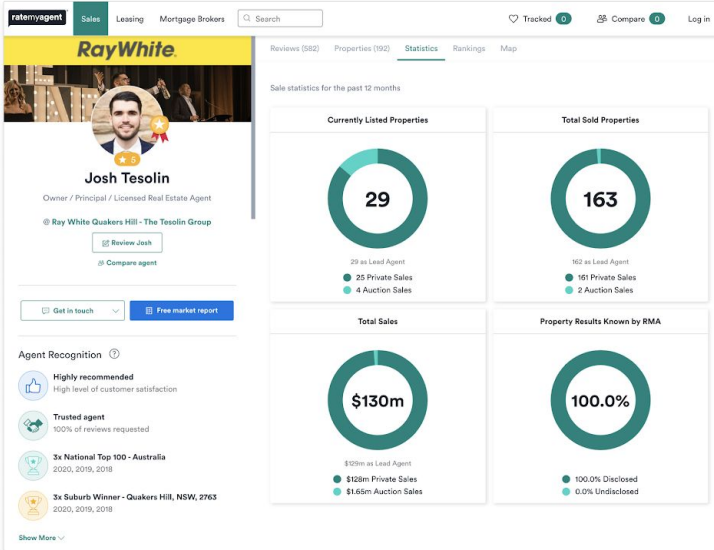
Agents: Australia Capital Territory, New South Wales, Northern Territory, Queensland, South Australia, Tasmania, Victoria, Western Australia

Agencies: Australia Capital Territory, New South Wales, Northern Territory, Queensland, South Australia, Tasmania, Victoria, Western Australia

About: Biggin & Scott, Woodards, Canstar, Scheraga, Mortgage Brokers, Real Estate, Privacy Policy, Terms & Conditions, Contact Us

© 2020 RateMyAgent

Empower



THE SELLING MASTERCLASS

How to get the best price for your property

SANDY MORRIS, ACT

As the ACT's most recommended agent, Sandy has helped hundreds of clients achieve the best price for their property. She goes the extra mile in marketing & presentation, and gets great outcomes thanks to her commitment to the vendor, negotiation expertise and patience.

Masterclasses

Trust Badges & Awards

ratemyagent
agent of the year awards
2020

Recognising the most consistently recommended agents and agencies.
[Find out more about the 2020 RateMyAgent Agent of the Year Awards](#)

Top Agent

RayWhite

Josh Tesolin
Ray White Quakers Hill - The Tesolin Group
[Get in touch](#)

#1

Top Agency

Australian

Australian Real Estate

#1

Agent Recognition ?



Highly recommended

High level of customer satisfaction



Trusted agent

100% of reviews requested



3x National Top 100 - Australia

2020, 2019, 2018



3x Suburb Winner - Quakers Hill, NSW, 2763

2020, 2019, 2018

RayWhite

Josh Tesolin
Owner / Principal / Licensed Real Estate Agent
@ Ray White Quakers Hill - The Tesolin Group
[Review Josh](#)
[Compare agent](#)

[Get in touch](#) [Free market report](#)

Agent Recognition ?

- Highly recommended**
High level of customer satisfaction
- Trusted agent**
100% of reviews requested
- 3x National Top 100 - Australia**
2020, 2019, 2018
- 3x Suburb Winner - Quakers Hill, NSW, 2763**
2020, 2019, 2018

[Show More](#)

Anatomy of a Trusted Review



10 days on market, record sale price.

Josh's marketing knowledge was obvious from the initial introduction call. The marketing, presentation and enthusiasm from Josh and his team left a clear message, Josh Tesolin's Ray White office is second to none, they are playing a different game. 10 days on market, record sale price. Thank you



Review submitted by **Mark** (vendor) on 06 Oct 2020



Thanks for the review mate congrats on a new record for a duplex, i appreciate the trust and confidence in my team and i. Wishing you guys all the best with your next place regards your agent Josh- Owner of Ray White

Josh responded on 08 Oct 2020



This is a verified review and has been submitted by the customer directly involved in the property transaction.

\$912,950

54 Bentwood Terrace, Stanhope Gardens, NSW, 2768

3 2 2 | Duplex Semi-detached

1

Rating and review

2

Sold selfie, vendor name and review date

3

Agent response

4

Verified review




5

Property details


Decide & Connect

Compare 7 agents

Sort by
Highest total reviews

FLETCHERS	RayWhite	O'Brien Real Estate
 Tim Heavyside Fletchers Canterbury View profile <input type="checkbox"/> Contact agent	 Josh Tesolin Ray White Quakers Hill - The Tesolin Group View profile <input type="checkbox"/> Contact agent	 Michelle Stephens O'Brien Real Estate Carrum Downs View profile <input type="checkbox"/> Contact agent
Total reviews 690 reviews Last requested review a month ago	Total reviews 582 reviews Last requested review 4 days ago	Total reviews 454 reviews Last requested review 4 days ago
Sales within the last 12 months		
116 Total	163 Total	181 Total
102 Lead agent	162 Lead agent	179 Lead agent
14 Support agent	1 Support agent	2 Support agent

Get in touch


 **Josh Tesolin**
0422193...

Name


Email

Phone (Optional)

Message (Optional)

☐ I'm not a robot 

Cancel


Josh Tesolin @ Ray White Quakers Hill
The Tesolin Group

Free Agent Market Report

Access your free market report highlighting Josh Tesolin's comparable sales, reviews, rankings and statistics-tailored to your address.

Your contact details

Property Address

Property Type

First Name

Last Name

Email

Mobile Number (Optional)

☐ I accept RateMyAgent's Privacy Policy and understand the real estate agent will have access to my data shared above

Share

Your review progress

85% Complete



Write a review for Josh Tesolin

as the Vendor of 120 Balmain St, Cremorne VIC 3121

Rate Josh Tesolin's skills and knowledge



Describe your experience with Josh


Review Title


Give a summary of your experience with Josh

Your Review

Tell people about your experience: Describe Josh's market knowledge, communication and professionalism

(20 characters minimum)

[Josh Tesolin](#)
[View Profile](#)



[View photos \(6\)](#)

[Photos](#) [Floorplan](#) [Map](#)


Review

For [Josh Tesolin](#)

Couldn't be happier


★★★★★

We are very happy with the service & result we received. Josh did exactly what he explained he would do. He took the time to explain everything to us. I was impressed with his professionalism, promptness, & follow up with us every step of the way. I have no hesitation in recommending Josh & Ray White Quakers Hill. Thank you Josh for all your assistance.




Josh Tesolin
0422 153 423
josh.tesolin@raywhite.com

Review submitted by [Cheryl](#) (posted on 02 Oct 2020)

 Congrats Cheryl, thanks for trusting us with your mum's place we are glad we did everybody proud. Wishing you all the best. It was a great experience working with you and your family. Thanks again for the review regards your favorite real estate agent and Quakers Hill Number 1 Agent Josh Tesolin - Owner of Ray White Quakers Hill

Josh responded on 02 Oct 2020

 This is a verified review and has been submitted by the customer directly involved in the property transaction.

Property Details

\$650,000
538 Pigotts Crescent, Quakers Hill, NSW, 2763
2B 2 2 1 1 Duplex Semi-detached

[Get to know](#)

[Get to know](#)

USA Demo

Targeting Large Brokerages

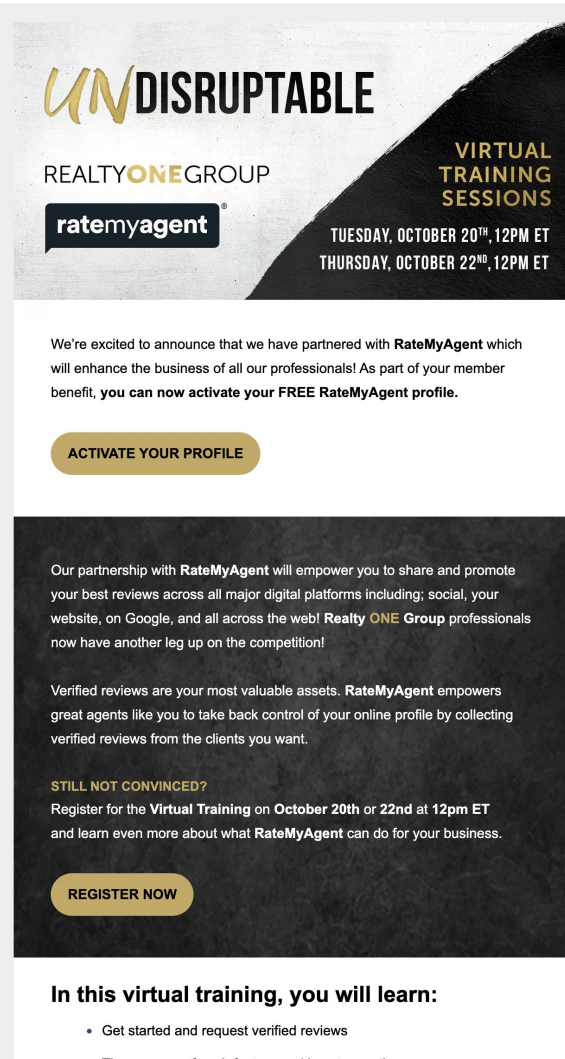
ratemyagent®

Why is this important?

- Large brokerages enable even better data access to agents and get us even closer to the property transaction
- Our first integration is with RealtyOne Group is with 220 offices and 15,000 agents
- They co market our product and help agents to start claiming profiles and getting reviews = low cost of acquisition
- Then focus on monetisation once we have a solid review base

Future Pipeline

- Discussions with several major brokerage groups
- Some of the largest brokerage groups circa ~ 55,000 agents through to 2,000 to 3,000 agent groups
- Significant progress likely in H2 FY21



UNDISRUPTABLE

REALTYONEGROUP

ratemyagent

VIRTUAL TRAINING SESSIONS

TUESDAY, OCTOBER 20TH, 12PM ET
THURSDAY, OCTOBER 22ND, 12PM ET

We're excited to announce that we have partnered with **RateMyAgent** which will enhance the business of all our professionals! As part of your member benefit, **you can now activate your FREE RateMyAgent profile.**

ACTIVATE YOUR PROFILE

Our partnership with **RateMyAgent** will empower you to share and promote your best reviews across all major digital platforms including; social, your website, on Google, and all across the web! **Realty ONE Group** professionals now have another leg up on the competition!

Verified reviews are your most valuable assets. **RateMyAgent** empowers great agents like you to take back control of your online profile by collecting verified reviews from the clients you want.

STILL NOT CONVINCED?

Register for the **Virtual Training** on **October 20th or 22nd at 12pm ET** and learn even more about what **RateMyAgent** can do for your business.

REGISTER NOW

In this virtual training, you will learn:


- Get started and request verified reviews

Onboarding Journey

Hi Jessica Testing,

Congrats on your recent sale! 🎉

Start establishing your reputation by requesting your first review on RateMyAgent today.



SOLD

**1111/400 Alton Rd, Miami
Beach, FL, 33139**

[Request Review](#)



It's best to request a review from your client within the first week of the transaction while it's still fresh in their mind.



Claim your Free Profile

Claiming your profile and requesting reviews on RateMyAgent are totally **FREE!**

- ✓ Collect unlimited verified reviews
- ✓ Customizable Profile
- ✓ Increase your ranking on Google search
- ✓ Access to tools to promote your profile

[Claim your Free Profile](#)

We are excited to be endorsed by the NAR 2019 REACH Program.



About RateMyAgent

RateMyAgent is now in the US! In Australia, RateMyAgent is the leading REALTOR® review platform with 80 percent of agents using the service, and over 620,000 reviews in total, and reviews for 1 in 3 homes sold in Australia. RateMyAgent launched in the US in 2018 and has a number of strategic partnerships with national MLS's in development. We are excited to be included in the NAR 2019 REACH Program. For more information, visit our [Agent Hub](#)



Welcome to RateMyAgent, Jessica

Activate your profile now to request a review for **1111/400 Alton Rd,
Miami Beach, FL, 33139.**

Activate & Collect Review

Activating your account and collecting reviews is free, Jessica. By doing so, you agree to our [Terms and Conditions](#).

Setting up your profile



Request Review

Request your first review now.



1111/400 Alton Rd
Miami Beach, FL, 33139

[Get Review](#)

[Skip](#)



Request Review



1111/400 Alton Rd
Miami Beach, FL, 33139
Sold on 18 Sep 2020

Request a review from the:

Seller	Buyer
---------------	--------------

Cancel

© 2020 RateMyAgent



Request Review



1111/400 Alton Rd
Miami Beach, FL, 33139
Sold on 18 Sep 2020

Request a review from the:

Seller

Buyer

Seller's Full name*

Seller's Email*

Message

Enter a message for the seller (Optional)

Preview email

Request review

Cancel



Request Sent

Request another review?



Unit B504/3240 Gulf of Mexico Dr
Longboat Key, FL, 34228

[Get Review](#)

[Maybe Later](#)

Setting up your profile



Request Review

Here are your latest review opportunities, request your first review now.



APT 1810/2851 NE 183rd St
Aventura, FL, 33160

✓ Requested



Unit B504/3240 Gulf of Mexico Dr
Longboat Key, FL, 34228

Get Review



621/1100 West Ave
Miami Beach, FL, 33139

Get Review

Continue

Setting up your profile



Connect your Review Platforms

Let's get all your existing reviews in one place



Connect Zillow



Connect RealSatisfied



Continue

Connect RealSatisfied

Please enter your Vanity Key

You can find your Vanity Key in your RealSatisfied Dashboard (see example)

CancelContinue

Profile Settings



My Profile

My Page Settings

Change Password

Simon Jones

Your Vanity Key is
Simon-jones-US

(Example)

Can't find your profile? [Click here](#)

© 2020 RateMyAgent

Connect RealSatisfied

Is this you?



Joe Schutt

(617) 394 8648

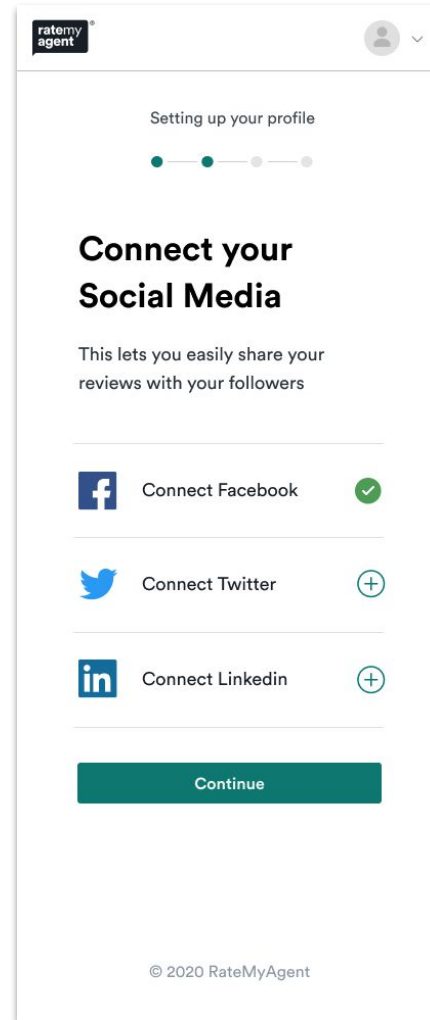
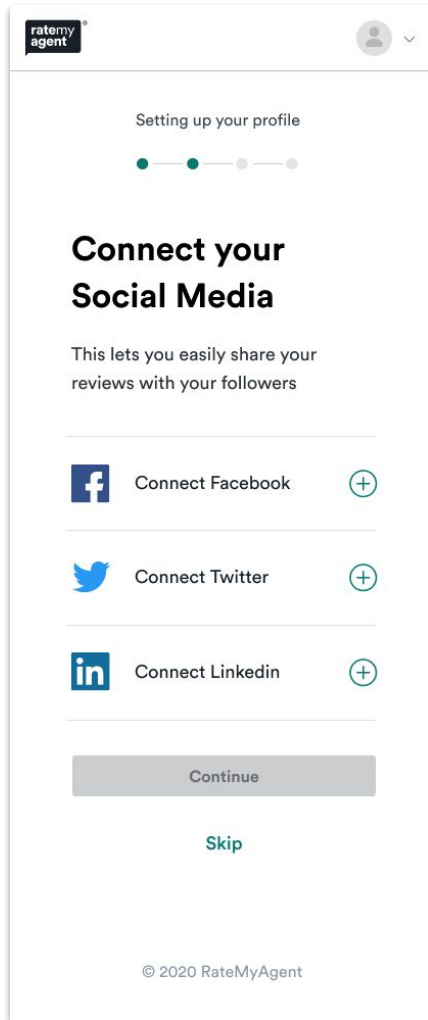
Overall satisfaction: 95%

33 total reviews

Yes, continue.

Not you? [Click here.](#)

© 2020 RateMyAgent



Setting up your profile



Select your Subscription

In real estate, your reputation is everything - it's time your reviews work as hard as you do.

[Skip](#)

✔ Your current subscription

Basic

\$0/mo

Price excl. Sales Tax

Put all your reviews in one place and easily collect new client reviews to increase your digital footprint.

[Continue](#)

[Show all features](#)

Agent Digital Pro

\$39/mo

Price excl. Sales Tax

Put your great reputation to work. Complete suite of digital marketing tools to grow your business through hard-earned reviews.

[Start a subscription](#)

[Show all features](#)

All prices exclude [Sales Tax](#).

Subscribers to a partnered MLS may have access to additional free features.



Congratulations Jessica

Your profile has been set up successfully.

You are now on a **Free Subscription**

What's next?

Request more reviews and explore your agent dashboard.

[View your Dashboard](#)

© 2020 RateMyAgent

USA Live Demo

Summary

Summary

- Pushing towards profitability
 - Revenues up significantly QoQ and YoY
 - Cash operating outflows continuing to improve
 - Subscription penetration increasing (46% of active agents on a subscription, up from 41% in 4Q FY20)
 - New products being rolled out in Australia in 2Q & 3Q FY21
- Positive signs with return to COVID normal in AUS and NZ
 - Subscriptions exceed pre COVID numbers and continue to grow.
- Increasing agent usage and platform engagement in USA
 - 78,700 claimed agent profiles and 54,000 reviews (up 39% and 96% respectively since 4Q FY20)

Questions?

The logo for 'rate my agent' is displayed within a dark blue speech bubble shape. The text 'rate my agent' is in a white, lowercase, sans-serif font. A small registered trademark symbol (®) is located to the upper right of the bubble.

rate my agent®

Thank You