



NEWS RELEASE

## Chartwell Realty LLC Brings 150 Agents and \$500 Million in Annual Volume to The Real Brokerage

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Top Kansas City independent brokerage expands Real's presence in the market, growing local agent base by 50%

MIAMI--(BUSINESS WIRE)-- The Real Brokerage Inc. (NASDAQ: REAX), a leading real estate technology platform redefining the industry through innovation and culture, today announced that Chartwell Realty LLC has joined the company. Recognized as the No. 1 full-service independent brokerage in Kansas City, the addition brings 150 agents and significantly expands Real's presence in the Kansas City metropolitan area, growing its local agent base to more than 450 agents.

Over the past 2.5 years, Real has experienced substantial growth in Kansas City and is now home to a number of the market's top-performing teams, further strengthening its position as a leading destination for high-performing agents and teams throughout the region.

Founded in 2007, Chartwell Realty is led by President Brant Elsberry and Vice President Robb Murry. The firm closed approximately 1,200 transactions in 2025, totaling \$500 million in sales volume, and is ranked by the Kansas City Business Journal as the top independent full-service brokerage and the 13th largest brokerage in the market by volume.

With three offices serving the broader Kansas City metropolitan area, Chartwell has built a reputation as an entrepreneurially driven brokerage focused on supporting agents based on their individual business models. The firm has differentiated itself through a strong emphasis on training, technology and agent support, creating an environment designed to help agents scale production and build sustainable businesses.

“Brant and his team have built one of the most respected independent brokerages in the Kansas City market,” said Jason Cassity, Chief Growth Officer of Real. “This addition meaningfully strengthens our presence in Kansas City and underscores Real’s continued momentum in attracting top-performing agents and teams across the market. Chartwell’s commitment to agent development, training and technology aligns closely with Real’s mission, and we’re excited to welcome them.”

Elsberry said the decision to join Real was driven by cultural alignment and the opportunity to leverage Real’s technology platform to further enhance agent growth.

“From a cultural standpoint, Real is a strong fit for our organization,” said Elsberry. “By aligning with Real, our agents will benefit from best-in-class technology, education and a platform that allows them to grow their businesses more efficiently while continuing to operate in an entrepreneurial environment.”

## About Real

Real (NASDAQ: REAX) is a real estate experience company working to make life’s most complex transaction simpler. 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 across the U.S. and Canada, Real supports over 33,000 agents who use its digital brokerage platform and tight-knit professional community to power their own forward-thinking businesses.

## Forward-Looking Statements

Some of the statements in this press release are "forward-looking statements," as that term is defined in the Private Securities Litigation Reform Act of 1995, including statements regarding the Company’s growth. These forward-looking statements are subject to risks, uncertainties and assumptions, including the risk of slowdowns in real estate markets, economic and industry downturns and Real’s ability to attract new agents and retain current agents. Accordingly, these forward-looking statements should be evaluated with consideration given to the many risks and uncertainties that could cause actual results and events to differ materially from those in the forward-looking statements. They include the risks discussed under the heading “Risk Factors” in the Company’s Annual Information Form dated March 4, 2026, a copy of which is available under the Company’s SEDAR+ profile at [www.sedarplus.ca](http://www.sedarplus.ca). It is not possible for management to predict all the possible risks that could affect Real or to assess the impact of all possible risks on Real's business.

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