



APAC Realty and NexUS Global Realty Ink MoU to Grow Cross-Border Real Estate Transactions

Singapore, 3 October 2024 – APAC Realty Limited (“APAC Realty”, the “Company,” or, together with its subsidiaries, the “Group”), a leading real estate services provider in the Asia-Pacific, has signed a Memorandum of Understanding (“MoU”) with U.S.-based **NexUS Global Realty, LLC** (“NexUS Global Realty”) to expand cross-border real estate transactions. The collaboration also aims to strengthen relationships between agents and investors while creating new opportunities to clients in both regions.

NexUS Global Realty serves as the gateway office of ERA Franchise Systems, LLC, the global franchise organization that oversees and manages the ERA brand globally. Located in Bellevue, Washington, the office facilitates transactions and provides value-added services to agents, clients, and offices in Asia and North America.

Leveraging APAC Realty’s exclusive regional master franchise rights for ERA across 17 countries and territories in Asia-Pacific and NexUS Global Realty’s strong networks in the U.S., the MoU strengthens the business lines for both parties in establishing a framework to enhance cross-border real estate transactions and service delivery.

Marcus Chu, CEO of APAC Realty, said, “This exciting collaboration with NexUS Global Realty aligns with our vision of empowering people and transforming lives through innovative and client-centric solutions. Our partnership will enable us to offer premium solutions to homeowners and agents from both markets, ensuring a seamless navigation of international real estate transactions by enhancing the overall experience. We expect to see new growth opportunities arise, ultimately strengthening our mutual position in cross-border transactions.”

Larry Eu, Vice-Chairman of NexUS Global Realty, added, “We see tremendous potential in connecting the vibrant markets of Asia-Pacific with the U.S. By serving as a trusted gateway, we leverage our unparalleled real estate expertise and proven investment methodologies to provide value-added services that ensure smooth cross-border transactions. This partnership will allow us to deliver superior outcomes for both clients and agents, while reinforcing our commitment to delivering white-glove solutions for our esteemed clientele.”

Empowering Agents And Clients Through Knowledge Exchange

This collaboration reflects the commitment of both companies in empowering agents and clients alike, - equipping them with the knowledge and tools to thrive in a rapidly evolving real estate landscape.

NexUS Global Realty will leverage its expanded network of trusted advisors across 50 states in the U.S. to facilitate property transactions, connecting U.S.-based buyers with APAC Realty’s extensive property portfolio spanning across 13 countries and territories in the Asia-Pacific region. In return, APAC Realty will provide valuable market insights and property listings, enabling NexUS Global Realty to attract high-intent buyers seeking investment opportunities across the region.

Similarly, APAC Realty will utilize its established network of clients and agents across these 13 Asia-Pacific countries to connect high-intent buyers seeking to invest in the U.S. with trusted and motivated agents across the 50 states.



The partnership also includes educational webinars focused on cross-border transactions and investment strategies, offering valuable insights for ERA Asia Pacific agents and clients. To further streamline these transactions, both companies will leverage innovative technology platforms to ensure smoother processes between regions. This technological integration underscores the commitment of both parties to embracing innovation and improving operational efficiency.

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About APAC Realty Limited

APAC Realty is a leading real estate services provider, holding the exclusive ERA regional master franchise rights for 17 countries and territories in Asia Pacific. Through its ERA franchisee network, the Group has one of the largest brand footprints in Asia with close to 24,200 trusted advisors across 623 offices in 13 countries and territories as at 30 June 2024. ERA Singapore is the largest ERA Member Broker globally by transaction value.

The Group has a market-leading position in the Singapore real estate brokerage business through its wholly-owned subsidiary ERA Realty Network Pte Ltd (“ERA Realty”). Founded in 1982, ERA Realty is one of Singapore’s largest real estate agencies with 9,225 trusted advisors as at 30 June 2024, providing property brokerage services for primary and secondary home sales, as well as the rental of residential, commercial and industrial properties. ERA Realty was the first real estate agency to be listed in the Singapore Exchange, with a strong heritage as a trusted brand across generations - known for its integrity, transparency, and ethical practices in real estate transactions. Through its Capital Markets & Investment Sales business unit, the Group delivers corporate real estate services for sizeable assets to high-net-worth individuals, family offices, developers, institutional investors. and real estate investment trusts.

As an industry pioneer, ERA Realty has constantly been at the forefront of technological innovations with an emphasis of enhancing salesperson productivity and service excellence for the past 4 decades. Today, ERA Realty continues to set the standard by introducing revolutionary initiatives and innovative technology by leveraging cutting-edge digital tools to ensure a superior client experience. The Group empowers its trusted advisors with the latest proptech, training, and proprietary super apps such as SALES+ and RealtyWatch, allowing each to extend best-in-class advice and service to customers.

APAC Realty’s wholly-owned subsidiary Realty International Associates Pte Ltd (“RIA”) operates training programs and courses for real estate trusted advisors in preparation for professional certification exams and as part of continuing professional development regulations. RIA also undertakes valuation work on behalf of clients such as financial institutions, government agencies and property owners.

APAC Realty is listed on the Mainboard of the Singapore Exchange Limited since 2017. For more information, please visit www.apacrealty.com.sg.

About NexUS Global Realty, LLC

NexUS Global Realty serves a Gateway office of ERA Franchise Systems, LLC, a subsidiary of Anywhere Real Estate, LLC (NYSE: HOUS). NexUS Global Realty serves as a connection office linking Asia-Pacific markets with the U.S. markets. Located in Bellevue, Washington, NexUS Global Realty is a joint venture between Taipei-based ERA Taiwan and U.S.-based 8 Street Group.



NexUS Global Realty's corporate team provides value-added client guidance services to facilitate and guide buyers and sellers navigate the complexities of cross border transactions. This includes vetting and preparing clients as high-intent buyers. Furthermore, NexUS Global Realty will act as a moderator for Anywhere Real Estate's international referral software program to ensure referrals are well connected and followed up on.

Maximizing its extensive network across the 50 states in the U.S., NexUS Global Realty plays a key role in facilitating transactions between agents, clients, and offices in Asia and North America.

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