

Rookie of the Year

Select Entry Category:

- On-Site Agent Rookie and Summit Circle Sales Citation Award
- General Brokerage Agent Rookie and Summit Circle Sales Citation (Must have sold at least 1 new home)
- New Construction Agent Rookie and Summit Circle Sales Citation

Applicant Name: _____

Firm Name: _____

Number of Homes Placed Under Contract in 2020 _____

Number of Homes Closed in 2020 _____

Dollar Volume Placed Under Contract in 2020 _____

Dollar Volume Closed in 2020 _____

Average Sales Price: _____

Entry Checklist

- _____ 100-500 word typed Statement covering all items of the judging criteria in clear protective sheets included in entry presentation binder
- _____ 2 Letters of Recommendation from Realtors, Builders or Lenders in clear protective sheets included in entry presentation binder
- _____ Closed Sales Report from Matrix in clear protective sheets included in entry presentation binder
- _____ Category Entry Form in clear protective sheet as the **first page** in entry presentation binder
- _____ Registration Sheet placed in the **front cover** of entry presentation binder
- _____ Entry Fee

Judging Criteria

Awarded to the individual who entered real estate sales in 2020 and has demonstrated excellence in sales, personal growth and a significant impact to the industry.

An **On-site Agent** is defined as any agent who is employed by a builder or affiliated with a Broker whose business is owned by a builder or builder group, or affiliated with an independent broker, where the primary source of income is generated by maintaining an on-site office for the purposes of marketing a builder's product in a specific community. An On-site agent primarily sells company listings or homes directly for a builder and is not typically involved in taking listings and/or acting as the selling side in general brokerage sales. An On-site agent physically sits on-site in a model home or builder office.

A **New Construction Agent** is defined as any agent who **does not** sit on-site however, their primary source of income is generated by selling new home construction. A New Construction Agent does not or may not sit on-site at a model home or builder office at any given time.

A **General Brokerage Agent** is defined as any agent employed by a Real Estate Broker whose business may include, but is not limited to new home sales, and whose primary source of income may not necessarily be from new home construction. Your primary source of income is generated in a traditional real estate setting of obtaining listings for sale and/or making sales as the selling side in general brokerage transactions without limitations of specific properties or product.

Summit Circle Certificates will be awarded to all entries in recognition of outstanding achievement in Sales. The Bronze Certificate for Sales which exceed \$1 Million, Silver Certificate for Sales which exceed \$2 Million, Gold Certificate for Sales which exceed \$5 Million, Platinum Certificate for Sales which exceed \$10 Million, and **Diamond Certificate for Sales which exceed \$20 Million.**