

## Sales Awards

Select Entry Category:

- On-Site Agent - Number of Units and/or Dollar Volume and Summit Circle Sales Citation
- New Construction Agent - Number of Units and/or Dollar Volume and Summit Circle Sales Citation
- General Brokerage Agent - Number of Units and/or Dollar Volume and Summit Circle Sales Citation
- Residential Loan Originator - Number of Units and/or Dollar Volume and Summit Circle Sales Citation

Applicant Name: \_\_\_\_\_

Firm Name: \_\_\_\_\_

Number of Units Closed: \_\_\_\_\_ Dollar Volume Closed: \$ \_\_\_\_\_

Individual Entry       Small Team Entry(5 or less)       Large Team Entry(6 or more)

### Entry Checklist

- \_\_\_\_\_ **Matrix Agent Awards Report** or your **brokerage report** in clear protective sheet 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

Individual applicants must have a minimum of \$1 million in **new home sales CLOSINGS or residential loan CLOSINGS** in a full calendar year from **January 1, 2020** through **December 31, 2020**. You may also use all re-sale closings once you have met your \$1 Million dollar minimum in new construction.

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. Criteria:** The amount of the purchase price will be the basis of credit for sale. If more than one individual participates in a sale, i.e. commission splits on the selling side, the credit will be divided proportionately. You receive full credit for a sale if you write the sale, even if there is a co-op realtor involved.

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. **Criteria:** The amount of the purchase price will be the basis of credit for sale. If more than one individual participates in a sale, i.e. commission splits on the selling side, the credit will be divided proportionately. You receive full credit for a sale if you write the sale, even if there is a co-op realtor involved.

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. **Criteria:** The amount of the purchase price will be the basis of credit for sale. If more than one individual participates in a sale, i.e. commission splits on the selling side, the credit will be divided proportionately. You will get full credit for any sale of a new home sold, either listed with another broker or written with an on-site agent. You will get full credit if you sold your own listing, but not double credit. If you have personally listed a new home for sale you will also get full credit for the sale when sold by a different selling agent.

*Judging Criteria continued on next page...*

**Sales Awards****Judging Criteria** *(continued from previous page)*

**Residential Loan Originators:** The total written volume and/or number of loans closed in the calendar year will count toward the total if at least 10% of the loans are written for new homes.

**Team or Partnerships – Team awards are given in two categories. A SMALL Team consist of 5 or less licensed real estate agents or loan originators. A LARGE Team consists of 6 or more licensed real estate agents or loan originators.**

Non-Producing staff members will not be counted towards your team headcount. Inside Sales Agents will count towards your team headcount.

To apply as a team, each team member must be a member of the Sales & Marketing Council with the exception of the Inside Sales Agents. Non-Member closings may not be used in the overall team totals. Team members must submit their total sales reports via Agent Award Detail Report or Brokerage Report separating each team members numbers.

If one team citation will be given, only one entry form, registration and fee is necessary.

If individual citation Awards are needed for each team member, all team members should complete the individual registration sheets and entry fees.

If you are applying as a TEAM, each team member must have \$1 Million in New Home Sales. If a team member does not produce \$1 Million, their total number may not be included in the overall team numbers.

**Sales will be verified through all local MLS (Multiple Listing Service) databases.**

**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.**