

RE BROKERAGE TEAM FORM

JANUARY 1 TO DECEMBER 31, 2024



NEW CATEGORY: BROKERAGE TEAM OF THE YEAR. This year we're introducing a new award category for the "brokerage team of the year." Each brokerage may submit revenue numbers for their best performing team. To qualify as a team, the applicant must have no less than 2 producing brokers (support staff does not qualify). The total revenue generated by the team will be divided by the total number of revenue-producing brokers on the team. The team with the highest average production per broker will be given the award. In the event that an individual who wins one of the broker of the year awards is also on the team of the year, that broker shall have the option of which award they prefer to be awarded and the second-place applicant in the other category will be awarded in the category not selected by the winning applicant.

AWARD #A1 - Top Three single largest **LEASE** transactions (value of lease not commission).

PRINCIPLE BROKER TO DETERMINE TOP THREE TRANSACTIONS/AGENTS FOR EACH CATEGORY. (RETAIL, INDUSTRIAL, AND OFFICE)

- Award is based on the value of the lease, not the commission earned.
- The value should include the initial term only. No option periods.
- Retail and Industrial lease value calculated NNN.
- Office lease value calculated Full Service.

CATEGORIES: Please list all agents involved.

TOP THREE RETAIL LEASE:

1. Project/Transaction/Tenant Name: _____ Total Value of Lease: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____
2. Project/Transaction/Tenant Name: _____ Total Value of Lease: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____
3. Project/Transaction/Tenant Name: _____ Total Value of Lease: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____

TOP THREE INDUSTRIAL LEASE:

1. Project/Transaction/Tenant Name: _____ Total Value of Lease: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____
2. Project/Transaction/Tenant Name: _____ Total Value of Lease: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____

3. Project/Transaction/Tenant Name: _____ Total Value of Lease: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____

TOP THREE OFFICE LEASE:

1. Project/Transaction/Tenant Name: _____ Total Value of Lease: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____
2. Project/Transaction/Tenant Name: _____ Total Value of Lease: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____
3. Project/Transaction/Tenant Name: _____ Total Value of Lease: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____

AWARD #A2 - Top Three single largest **SALE** transactions (sales price – not commission).

PRINCIPLE BROKER TO DETERMINE TOP THREE TRANSACTIONS/AGENTS FOR EACH CATEGORY. (RETAIL, INDUSTRIAL, OFFICE, MULTI-FAMILY, INVESTMENT, LAND, AND *SPECIALTY)

CATEGORIES: Please list all agents involved.

TOP THREE RETAIL SALE:

1. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____
2. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____
3. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____

TOP THREE INDUSTRIAL SALE:

1. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____
2. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____

3. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____

TOP THREE OFFICE SALE:

1. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____
2. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____
3. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____

TOP THREE MULTI-FAMILY SALE:

1. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____
2. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____
3. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____

TOP THREE INVESTMENT SALE:

1. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____
2. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____
3. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____

TOP THREE LAND SALE:

1. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____
2. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____
3. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____

TOP THREE SPECIALTY SALE: (Hospitality, Storage Units, Mobile Home/RV Parks, and Senior Housing/Assisted Living properties)

1. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____
2. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____
3. Project/Transaction/Tenant Name: _____ Total Sale Price: \$ _____
A. Tenant Broker(s): _____
B. Landlord Broker(s): _____

AWARD #B - Top Three Highest Annual Gross Commission earned.

- Individual – not team, **before** split between agent and brokerage.
- Retail, Industrial, Office, Multi-Family, Investment, *Specialty.

1. RETAIL:

- A. Agent Name: _____ Gross Total: _____
- B. Agent Name: _____ Gross Total: _____
- C. Agent Name: _____ Gross Total: _____

2. INDUSTRIAL:

- A. Agent Name: _____ Gross Total: _____
- B. Agent Name: _____ Gross Total: _____
- C. Agent Name: _____ Gross Total: _____

3. OFFICE:

- A. Agent Name: _____ Gross Total: _____
- B. Agent Name: _____ Gross Total: _____
- C. Agent Name: _____ Gross Total: _____

4. MULTI-FAMILY:

A. Agent Name: _____ Gross Total: _____

B. Agent Name: _____ Gross Total: _____

C. Agent Name: _____ Gross Total: _____

5. INVESTMENT:

A. Agent Name: _____ Gross Total: _____

B. Agent Name: _____ Gross Total: _____

C. Agent Name: _____ Gross Total: _____

6. SPECIALTY: (agents who do NOT specialize in one category and cannot have more than 50% of their gross commission in any one-asset class and/or work in such specialty asset classes as self-storage, hospitality, medical, land, etc.)

A. Agent Name: _____ Gross Total: _____

B. Agent Name: _____ Gross Total: _____

C. Agent Name: _____ Gross Total: _____

6. MULTIDISCIPLINARY: (Multidisciplinary Brokers are Brokers who DO NOT specialize in one category, but rather have a demonstrated record of selling and leasing multiple asset classes year over year.)

A. Agent Name: _____ Gross Total: _____

B. Agent Name: _____ Gross Total: _____

C. Agent Name: _____ Gross Total: _____

SIGNATURES:

By signing this document, I confirm that the numbers submitted in connection with this application are accurate.

Firm: _____ Phone: _____

Principal Broker: _____ Email: _____