

HOW TO CALCULATE SALES VOLUME ATTRIBUTED TO YOU:

The overall sales volume, less in-house broker participation, equals your portion of sales volume.

Ex. 1: Three brokers participate in the transaction at 123 Main St. Broker A represents the Buyer with his colleague at the same firm, Broker B, and they agree to split their side of the transaction equally. Broker C is the listing agent who does not partner with another broker.

Ex. 2: Two Brokers are involved in the transaction of 100 Person St. Since there is no in-house split, on either side, each Broker receives 100% of the total sales volume.

*****If a single broker handles both the listing and buy side of the transaction, the sales volume cannot exceed the total sales volume.***

#	Property Address/Tenant Name	Date Closed	Total Sales Volume	Square Footage	Sales Volume to Broker A	Sales Volume to Broker B	Sales Volume to Broker C
1	123 Main St.	1/1/2021	\$5,000,000	100,000	\$2,500,000	\$2,500,000	\$5,000,000
2	100 Person St.	2/1/2021	\$5,000,000	100,000	\$5,000,000	N/A	\$5,000,000
3							
4							
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10							



Date: _____ (Applications are due by February 15, 2022)

Name (to be printed on award): _____

Applicant's signature: _____

C: _____ E: _____

Firm: _____

BIC Name: _____

BIC Signature: _____

(IF BROKER CHANGED FIRMS DURING THIS YEAR, BOTH BIC'S NEED TO SIGN)

Firm: _____

BIC Name: _____

BIC Signature: _____

Summary Application Rules & Qualifications (See eligibility rules for more details):

Applicant must meet the standards below:
Qualifying/Eligible Property Types: Industrial

Minimum Net Sales \$ Volume: \$3,000,000
Minimum Square Footage: 100,000

Sales \$ Volume* Attributed to Applicant: _____
Square Footage: _____

Please reference attached example to calculate sales volume.

Note: Please highlight in **BOLD** which project from this application is also being nominated for the "Lease Transaction of the Year" Award.

#	Property Address/Tenant Name	Date Closed	Total Sales Volume	Square Footage	Lease Volume to Broker A	Lease Volume to Broker B	Lease Volume to Broker C
1							
2							
3							
4							
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8							
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10							



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Firm: _____

BIC Name: _____

BIC Signature: _____

(IF BROKER CHANGED FIRMS DURING THIS YEAR, BOTH BIC'S NEED TO SIGN)

Firm: _____

BIC Name: _____

BIC Signature: _____

Summary Application Rules & Qualifications (See eligibility rules for more details):

Applicant must meet the standards below:

Qualifying/Eligible Property Types: Office

Minimum Net Sales \$ Volume: \$5,000,000
Minimum Square Footage: 100,000

Net Sales \$ Volume* Attributed to Applicant: _____
Square Footage: _____

Please reference attached example to calculate sales volume.

Note: Please highlight in BOLD which project from this application is also being nominated for the "Lease Transaction of the Year" Award.

#	Property Address/Tenant Name	Date Closed	Total Sales Volume	Square Footage	Lease Volume to Broker A	Lease Volume to Broker B	Lease Volume to Broker C
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							



Date: _____ (Applications are due by February 15, 2022)

Name (to be printed on award): _____

Applicant signature: _____

C: _____ E: _____

Firm: _____

BIC Name: _____

BIC Signature: _____

(IF BROKER CHANGED FIRMS DURING THIS YEAR, BOTH BIC'S NEED TO SIGN)

Firm: _____

BIC Name: _____

BIC Signature: _____

Summary Application Rules & Qualifications (See eligibility rules for more details):

Applicant must meet the standards below:

Qualifying/Eligible Property Types: Industrial

Minimum Net Sales \$ Volume: \$3,000,000

Minimum Square Footage: 50,000

Net Sales \$ Volume* Attributed to Applicant: _____

Square Footage: _____

Please reference attached example to calculate sales volume.

Note: Please highlight in BOLD which project from this application is also being nominated for the "Lease Transaction of the Year" Award.

#	Property Address/Tenant Name	Date Closed	Total Sales Volume	Square Footage	Lease Volume to Broker A	Lease Volume to Broker B	Lease Volume to Broker C
1							
2							
3							
4							
5							
6							
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Each year, the Triangle Commercial Association of REALTORS®, recognizes members who have made outstanding contributions to the industry and/or community. Please submit your nomination(s) for any one or all of the following Annual Recognition Awards. Nominations should be emailed.

Triangle Commercial Association of REALTORS®
3801 Lake Boone Trail, Ste. 260 Raleigh, NC 27607 | Email:
nominations@tcar.com ALL NOMINATIONS MUST BE RECEIVED BY 5:00P.M.
Tuesday, February 15, 2022!

REALTOR® OF THE YEAR

The TCAR REALTOR® of the Year will be selected with consideration of the following:

- REALTOR® Spirit – high principals, faithfulness to laws and regulations of the Code of Ethics and local board furtherance of principals of good real estate practice between other brokers and the general public. Helping your fellow broker when it does not benefit you.
- Local Board Activity – board and committee work; special assignments; seminar activity and education work; membership and office in local chapter of Institutes, Societies, etc. (CCIM, SIOR, IREM)
- National Association Activity – (optional) board office and committee work; special assignments; seminar activity and education work; membership and office in local chapter of Institutes, Societies, etc. (CCIM, SIOR, IREM) and attends the National Convention.
- Business Accomplishments – recognized consistent good business conduct; service to clients; imaginative and creative advertising programs; rehabilitation work; land utilization, etc.

PRESIDENT'S CIRCLE AWARD

The program is designed to send a special “Thanks” to the member chosen for the President’s Circle for their continuing success and involvement in both our industry and community. Additionally, the President’s Circle is intended to be a vehicle to convey to the public, the proud tradition of TCAR members’ contributions to the betterment of business and our societal communities.

- Transactions- based on type, size and overall creativity of a consummated real estate transaction.
- Length of service – agents’ length of service and contributing activity in TCAR will be a factor for consideration.
- Community involvement – agents’ overall commitment to the community through including charitable organizations and/or volunteerism will be further considered.
- RPAC-agents’ embrace concept of supporting their profession and leadership of the political constituency via contributions.

ELITE BROKER: SMALL FIRM

The goal of the Small Firm Award is to recognize a special performance group of TCAR Brokers within small real estate services firms. Elite Small Firm recipients will have demonstrated and evidenced a broad based multi-disciplined production activity for the year.

- The Top five (5) overall production Brokers (leasing-office & Industrial, Retail, Land sales, Investment sales, etc) from firms with eight (8) or less Commercial Brokers. Please include a printout of licensees under your supervision from ncrec.gov.
- The Production Qualifier: \$4,000,000

ROOKIE OF THE YEAR

The Rookie of the Year Award is for members that have been in the industry for three years or less. To be considered for this award, applicants must have demonstrated leadership qualities, involvement in the community, and a high level of production during their year(s) in the commercial real estate industry. Nominees MUST be members of TCAR.

MOST TRANSACTIONS

Nominate an individual broker that has had the largest number of transactions this past year. Nominees MUST be members of TCAR.

DEVELOPER/BUILDER OF THE YEAR

Nominate the developer/builder that you think deserves to be recognized for the most outstanding or noteworthy project completed during the past year. Nominees can be TCAR Members or Non-Members of TCAR.

COMMUNITY FOUNDATION AWARD

Nominate the community leader of your choice that has brought about the most positive change to our communities this past year. Nominees can be TCAR Members or Non-Members of TCAR.

WILLIAM P. EYERMAN AWARD

Nominate the TCAR member or TCAR Associate member of your choice that has made an impact within our association over the past year. Nominees MUST be members of TCAR.

The Triangle Commercial Association of REALTORS® is pleased to request nominations for its Annual Recognition Awards. To submit a nomination please review the judging criteria and complete the form below. You may nominate as many individuals as you like for any of the award categories listed below (one nominee per form). Nominations should be emailed to nominations@tcar.com.

ALL NOMINATIONS MUST BE RECEIVED BY 5:00 P.M. Tuesday, February 15, 2022.

Name of Nominee: _____

- Nominated for: REALTOR® of the Year President's Circle Award Rookie of the Year
 Developer/Builder of the Year Community Leader of the Year William P. Eyerman Award
 Most Transactions Elite Broker: Small Firm (Application on next page)

Company: _____

Address: _____

City/State/Zip Code: _____

Phone: _____ Fax: _____ Email: _____

In the space below, please describe why this person should receive the indicated award. Include your nominee's achievements, activities and other organizational affiliations. Supporting material may be attached and additional sheets can be used, if necessary.

Nominator's Signature _____ Date _____

Please type or print name _____

Company _____

City/State/Zip _____

Phone _____ Fax _____ Email _____

The Annual Recognition Awards will be announced in the Triangle Business Journal, Spring of 2022. Award winners will be recognized at the Associations Elite Broker Awards.



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Applicant's signature: _____

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Firm: _____

BIC Name: _____

BIC Signature: _____

(IF BROKER CHANGED FIRMS DURING THIS YEAR, BOTH BIC'S NEED TO SIGN)

Firm: _____

BIC Name: _____

BIC Signature: _____

Summary Application Rules & Qualifications (See eligibility rules for more details):
Qualifying Property Types: Land

Minimum Net Sales \$ Volume: \$5,000,000 Sales \$ Volume* Attributed to Applicant: _____

Please reference attached example to calculate sales volume.
Note: Please highlight in BOLD which project from this application is also being nominated for the "Sales Transaction of the Year" Award.

#	Property Address/Tenant Name	Date Closed	Total Sales Volume	Square Footage	Sales Volume to Broker A	Sales Volume to Broker B	Sales Volume to Broker C
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TRIANGLE COMMERCIAL ASSOCIATION OF REALTORS®

2021 ELITE BROKER APPLICATION (INCLUDES INDUSTRIAL, OFFICE, RETAIL)

Date: _____ (Applications are due by February 15, 2022)

Name (to be printed on award): _____

Applicant's signature: _____

C: _____ E: _____

Firm: _____

BIC Name: _____

BIC Signature: _____

(IF BROKER CHANGED FIRMS DURING THIS YEAR, BOTH BIC'S NEED TO SIGN)

Firm: _____

BIC Name: _____

BIC Signature: _____

Summary Application Rules & Qualifications (See eligibility rules for more details):
Qualifying Property Types: Industrial, Office, Retail Sales (excludes land)

Minimum Net Sales \$ Volume: \$7,000,000 Sales \$ Volume* Attributed to Applicant: _____

Please reference attached example to calculate sales volume.
Note: Please highlight in BOLD which project from this application is also being nominated for the "Sales Transaction of the Year" Award.

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