

Virginia Peninsula Association of REALTORS® , Inc.
Official Nomination Form
Submission MUST be Typewritten or Computer Generated.

2017 Salesperson of the Year
Period from August 1, 2016 through July 31, 2017

(members are not eligible to receive this award more than once in a 5 year period)

- All nominees must be VPAR members.
- Nominations can be submitted by any member of VPAR, firm owner, Broker or direct supervisor.
- Members can also nominate themselves.

Name of Nominee: _____

Firm: _____

Date Nominee Licensed: _____

Objective: The recipient of this sales award must have shown a superior quality of service to clients and customers have a broad range of professional knowledge and/or experience and participate in local association and civic activities. The nominee must provide a sales activity report based on volume as 100% of the sales price of the property, whether or not it is co-brokered. This award is for individuals.

1. Indicate sufficient sales and leasing activity to properly test and prove the above standards. Volume is defined as 100% of sales price of the property, whether or not it is co-brokered. Sales activity referred to is considered to be sold and settled. Provide information from August 1, 2016 through July 31, 2017. (50%)

- a. Total Number of Listings Sold _____
- b. Total Volume of Listings Sold _____
- c. Total Number of Sales _____
- d. Total Volume of Sales _____
- e. Total Number of Transactions _____
- f. Total Volume _____
- g. Number of Residential Leases _____
- h. Annual \$ of Rent Volume _____
- l. Number of Commercial Leases _____
- j. Annual Rent Volume _____

2. List examples of nominee's character and integrity. (5%)
3. List examples of the quality of the nominee's service to clients. (5%)
4. Professional Knowledge (5%)
Indicate what the salesperson has done to improve his/her knowledge of the real estate profession. For example, courses of instruction completed, seminars attended, or designations earned.
5. Indicate the Nominee's participation in VPAR activities. (25%)
 - a. Current year
 - b. Previous year
6. List nominee's noteworthy civic involvement and/or community service. (10%)
 - a. Current year
 - b. Previous year