



REALTRENDS
THE TRUSTED SOURCE

TF TomFerry

FAQs for 2020

Canada's Best Real Estate Professionals



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Deadline to Apply: March 31, 2020

Cost to Apply: \$125 per agent/team

Release Date: 2020 Canada's Best will release in June, 2020.

Qualifications to Apply: An individual must have closed 50 transaction ends or \$400,000 CAD in Gross Sales Commission for calendar year 2019. A team must have closed 75 transaction ends or \$600,000 CAD in Gross Sales Commission for the prior year.

Only closed, residential transactions may be included. Commercial sales and leases/rentals should not be included.

What are the rules for new development and mixed-use sales? If a commercial property is bought to be turned into residential, it cannot be counted. The sale will later be counted when the newly developed residential deal sells. Mixed-use must only count the portion that is residential.

Definitions

MINIMUM QUALIFICATIONS TO APPLY:

- An individual must have closed at least 50 ends OR \$400,000 CAD in Gross Sales Commission.
- A team must have closed at least 75 ends OR \$600,000 CAD in Gross Sales Commission.

INDIVIDUAL SALES PROFESSIONALS VS. TEAMS

Should we determine that an applicant has knowingly submitted false information regarding their status as an individual versus a team (refer to the definitions listed below) or any other false data, we reserve the right to permanently ban them from the ranking.

INDIVIDUAL SALES PROFESSIONAL:

An Agent who works alone, under a brokerage company, does not co-list or share transactions or commissions with other Buyer or Seller Professionals on their transactions, and who may employ unlicensed or licensed, non-selling administrative staff is an INDIVIDUAL AGENT.

TEAMS:

All others will be considered TEAMS for the purpose of our study.

Required Information:

- Individual or Team production numbers
- If Team, name and email address of each team member

In addition, every TEAM must submit the names and email addresses of each licensed member of the team as of December 31, 2019.

- An applicant may only submit as an individual or team, you may not submit for more than one category.
- REAL Trends will be carefully reviewing all websites and other sources to ensure the accuracy of the placement of individuals and teams. Any individual or team who submits incorrectly will be moved to their correct category or removed from the rankings.

What is Canada's Best?	Any agent or team who submits to our ranking, meets the minimum qualifications, and provides verification will be ranked on Canada's Best via their province and metropolitan statistical area.
What verification is acceptable?	Please see sample verification letter to have signed by your broker.
I paid, will I automatically be on the rankings?	No, the \$125 application fee goes towards administrative costs and does not guarantee you will make the rankings. An application with your production numbers must be submitted along with third-party verification. Failure to submit verification will automatically disqualify you from the rankings.
I didn't receive a confirmation email, what should I do?	Please contact REAL Trends at (agentrankings@realtrends.com or 303-741-1000) as your application may not have gone through. We will resend the confirmation email for your records.
Why should I submit for these rankings?	Agents may use their rankings and respective logos in their marketing and on their websites. Our rankings provide added exposure for agents and teams, including exclusive partnerships that allow agents and teams included on Canada's Best to gain more exposure to consumers.
Does REAL Trends offer a Marketing Package?	Yes, upon release of the rankings, REAL Trends will offer a new a Marketing Package with options to help you showcase your accomplishments.
REAL Trends wants your input:	Should you have any ideas regarding ways we can add value for the agents and teams who make these final prestigious rankings we would like to hear from you. Email us at agentrankings@realtrends.com .