



REALTRENDS  
THE TRUSTED SOURCE



## Instructions for 2020

Canada's Best Real Estate Professionals

IT'S TIME TO RECOGNIZE THE OUTSTANDING SALES PROFESSIONALS WHO,  
THROUGH DETERMINATION AND HARD WORK, ACHIEVED INCREDIBLE  
RESULTS IN 2020



Hey Rockstars:

Give potential buyers and sellers a reason to choose you—your status as a real estate Rockstar who gets deals closed! Being recognized as a 2020 REAL Trends/ Tom Ferry Canada's Best Real Estate Professionals (Ranked by Province and Metropolitan Statistical Area) does just that—it gets you noticed!

**How:** Enter today at <https://www.realtrends.com/agent-rankings>! All applications must be completed online. A non-refundable application fee of \$125 USD per person or per team is required and must be submitted and paid prior to completing an application. Full payment does not guarantee you a place in the final rankings.

**When:** Canada's Best Real Estate Professionals ranking will be published in June 2020, on [www.realtrends.com](http://www.realtrends.com).

The DEADLINE to submit an online application form and our \$125 per person or per team application fee is March 31, 2020.

Questions? Call REAL Trends, Inc. at 303.741.1000 or e-mail at [agentrankings@realtrends.com](mailto:agentrankings@realtrends.com).



## Canada's Best Real Estate Professionals INSTRUCTIONS

Please read these instructions carefully before submitting an application.

Complete an application online at: <https://www.realtrends.com/agent-rankings>.

It is vital that you provide ACCURATE information for inclusion in Canada's Best. Legal counsel has advised us that respondents who KNOWINGLY provide us with inaccurate information may subject themselves to civil liability to their competing professionals and brokers.

### Canada's Best Real Estate Professionals

1. All results should be based on closed residential business for calendar year 2019.
2. Results can be for closed ends and/or closed Gross Sales Commission.
3. Verification Process for 2020: All sales professionals or teams applying for Canada's Best will be required to submit verification of the data submitted.
  - a) A signed letter from the broker/owner (Note: broker/owners cannot sign off on their own submissions) See attachment on submission form.

Verification can be uploaded at the time of application or emailed to [agentrankings@realtrends.com](mailto:agentrankings@realtrends.com). Those ranked in the Top 20 may be required to provide a second form of verification. Applicants who do not send in verification will be removed from the rankings.

# Definitions

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## **MINIMUM QUALIFICATIONS TO APPLY:**

- An individual must have closed at least 50 ends OR \$400,000 CAD in Gross Sales Commission in calendar year 2019.
- A team must have closed at least 75 ends OR \$600,000 CAD in Gross Sales Commission in calendar year 2019.

## **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.

Everyone else will be considered a team.

## **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.

## DID YOU SWITCH FIRMS IN 2019?

If so, please contact [agentrankings@realtrends.com](mailto:agentrankings@realtrends.com) as it is the responsibility of the sales professional/team to submit verification of data from both companies. You should not rely on your firm to do so.

REAL Trends will no longer allow an individual within a team to break out their individual production for submission. If you are a team, you will have to submit as a team.

Those in the top 20 will be required to show a tax return/Gross Sales Commission as well as the entire brokerage's tax return/Gross Sales Commission. They cannot be the same.

#### **MIXED USE:**

See below under COUNTING ENDS/GROSS SALES COMMISSION/NEW DEVELOPMENTS.

#### **REFERRALS:**

Referrals are not to be included, only closed ends.

## COUNTING ENDS/GCI:

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\*All numbers in Canadian dollars.

There are two ends to each transaction, the selling end and the buying end. When you represent both ends of a transaction that is two ends. When you handle only one end, it is obviously only one end.

Ex: If you represented both ends of the transaction of a home that sold for \$1 million, then you would count that as two closed ends and count \$2 million towards your Gross Sales Commission.

All **residential** sales of 1 to 4 unit buildings, including single family, condominium and co-op units and lots sold for residential uses are included.

**Leases/rentals and time share units are not included. Commercial sales are not included.**

**New Developments:** 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.

**Co-listings:** Co-listings should count as one-half of an end and thus the Gross Sales Commission should also be divided in half.

Ex: If you co-list a home that sells for \$1 million, you would count that as .5 of a transaction end and \$500,000 towards Gross Sales Commission.

**Questions or Changes?** Please send an e-mail to Liz Smith at [agentrankings@realtrends.com](mailto:agentrankings@realtrends.com) with any questions or revisions to your application.

The DEADLINE to submit an application March 31, 2020.