

Calculation of Awards

November 1, previous year to October 31, current year

Award Eligible Amounts:

- If Agent is both Listing & Selling Agent, 100% of Sale Price is applied.
- If Agent is just Listing or Selling, 50% of Sale Price is applied
- If you are Co Listing or Co Selling the % applied is divided by # of Agents
 - EX: Sally Smith and John Doe are Buyer's Agent on a \$100,000 Sale; Sally Smith can apply \$25,000 towards award and John Doe can apply \$25,000 towards awards.
 - EX: If Sally Smith and John Doe Co List a property and it Sold for \$100,000; Sally Smith could apply \$25,000 towards awards and John Doe could apply \$25,000 towards awards.
 - EX: If Suzy Jones was a Buyer's Agent and Sally Smith and John Doe were Co Listing Agents; Suzy Jones could apply \$50,000 towards award. Sally Smith and John Doe would each apply \$25,000 towards awards.
- If the property was For Sale By Owner and Agent only represents Buyer, 50% of the Sale Price may be applied towards awards.
 - If Agent represents Buyer and Seller 100% could be applied towards awards. An Agency Disclosure must be attached
- Residential and Commercial Leases are not included in Sales Awards
- Land Contracts can be applied the year the property transfers