

## America's Best Real Estate Agents

and

### The Thousand as advertised in The Wall Street Journal

#### Frequently Asked Questions

**Qualifications:** *An individual must have closed 50 transaction sides or \$20 million in closed sales volume for the prior year. A team must have closed 75 transaction sides or \$30 million in closed sales volume for the prior year.*

**What's included in the numbers?** Only closed, residential transactions. Commercial sales and leases/rentals should not be included.

**Am I a team?** We define a team as two or more licensed sales associates, regardless of whether they are independent contractors or employees of a team, who combine sales for awards or commission sharing in any fashion. This includes those who refer to themselves as partners as well as buyer's agents. Employees or independent contractors employed by a team in non-selling activities are not counted as a member of a team.

**What is The Thousand?** This ranking, which is advertised in The Wall Street Journal, is a ranking of all agents across the U.S. is broken down into four categories ranking the top 1,000 individuals by transaction sides, individuals by sales volume, teams by transaction sides, and teams by sales volume. REAL Trends will also produce a special report for top agents and teams by average sales price. An agent/team must meet our minimum qualification for sides and/or sales volume to be considered for the average sales price rankings.

**What is America's Best?** *Any agent that submits to our ranking, meets the minimum qualifications, and provides verification will be ranked on America's Best by their state and metropolitan statistical area. America's Best developed as the result of agents and consumers requesting more localized rankings. America's Best is separate from The Thousand, even though it's comprised from the same application pool, and is not associated with The Wall Street Journal.*

**What verification is acceptable?** We accept any of the four following: the local or state Realtor® association which the sales professional or sales team has a membership, a signed letter from the broker/owner (Note: broker/owners cannot sign off on their own submissions), copy of 1099 or business tax return for 2015, OR the national network which the sales professional or sales team has its affiliation. *The top 20 may be required to submit an additional, second form of verification.*

**Last year I only saw 250 names on The Thousand, why aren't there 1,000?** The Thousand is made up of the top 250 in each of the four categories (individuals by sides, individuals by sales volume, teams by sides, teams by sales volume) to equal 1,000 total in the rankings. The list posted online is the complete rankings.

**I paid, will I automatically be on the rankings?** No, the \$50 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 3<sup>rd</sup> party verification to be included. Failure to submit verification will automatically disqualify you from the rankings.

**Why should I submit for these rankings?** Agents may use their rankings and respective logos in their marketing and on their websites. Those on our rankings represent the top 1% of all real estate professionals nationwide. REAL Trends will provide a press kit to use for marketing. In 2015, over 375,000 visitors viewed our rankings pages. Our rankings provide added exposure for agents and teams. Exclusive partnerships that allow agents and teams included on The Thousand and America's Best to gain more exposure to consumers.