**Real Estate Forum’s Top Industrial Brokers 2017**

In the November/December issue of *Real Estate Forum*, we will be profiling some of the most prolific leasing and investment sales brokers in the US industrial real estate sector. This feature will rank the top agents throughout the country, based on a years’ worth of transaction activity.

Because this form automatically times out after a prolonged period of inactivity, we suggest you have all your information on hand before you start, and copy and paste into the appropriate fields.

**RULES & REQUIREMENTS**

* **Deadline** for submissions is **Wednesday, October 17**.
* All transactions represented in the totals submitted must be **commissionable industrial deals** that closed in the 12-month period between July 1, 2016 and June 30, 2017. Pending transactions should not be included.
* Nominees **must** have been **directly**involved with the transactions included in the totals. If submitting a team, **all** team members must have played a role in the completion of **every single transaction** on the deal sheet.
* All transactions included in overall numbers must involve **industrial properties** **only**.
* **Do not combine transactions in separate categories**; transactions included in the numbers submitted must be in the appropriate category. If you are entering in the *leasing*category, please submit *leasing*transactions only. If you are entering in the *sales*category, please submit *sales*transactions only.
  + For instance, say a nominee handled 40 lease deals and 20 sales deals during the 12-month period. You would enter two separate nominations—one in the leasing category, with 40 deals and another in the sales category with 20 deals. You ***would not*** submit a single nomination with 60 total deals.
* If the nominee(s) brokered **both** sides of a deal—represented and received commission from both parties in the transaction—you may enter the deal **twice** (2 deals, and SF and value twice).
* **Acreage:** For the purposes of this survey, unless the land has been entitled for a specific square footage, we convert acreage into square footage. Therefore, one (1) acre would equal 43, 560 square feet of space. So a 3-acre sale of land would be entered as 130,680 sf of industrial space.
* In order to even the playing field between nominees in varying markets, the editors have developed the following methodology: All nominees will be given a score for the three fields on the form—total *number*, total *dollar volume*and total *square footage*of deals closed from midyear 2016 to midyear 2017. The sum of the three scores will determine their final rank.
* For verification purposes, **all** nominations must also include a list of all transactions contributing to the 12-month figures.
  + The information provided in the list is for verification purposes only and will remain *fully confidential*. The only numbers we will publish are the fields requested in the form: total number, volume and square footage of transactions.
  + **Partial lists**—such as blacked-out borrower/lender information—are acceptable, as long as the number, square footage, value and timing of transactions is evident. Inability to provide this will result in disqualification.
* All final entries must be electronically submitted via this form. Late or incomplete entries will not be considered.