



# CATEGORY: Leasing Agent of the Year

**Criteria:** This category is open to any on-site leasing agent who has a proven track record of increasing a community's occupancy and rental rates. Entries will be judged based on accomplishments since Jan. 1, 2010.

**Entries Due Friday, June 24, 2011**

## Entry Form Instructions

**Submit materials in a 9-in. by 12-in. binder.**

- Completed entry form (this sheet) with narrative attached
- Any supporting materials demonstrating accomplishments
- Headshot
- Bio/CV
- Payment

## Entry Fees

I have enclosed my check made out to Multi-Housing News for:

- \$300 (first entry)  
 \$250 (each subsequent entry)

Total number of entries # \_\_\_\_\_

Total payment \$ \_\_\_\_\_

Contact Name: \_\_\_\_\_

Name of Company: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Email: \_\_\_\_\_

Telephone: \_\_\_\_\_

## Mailing Instructions

**Send your entry form and project binder, postmarked by June 24, to:**

Diana Mosher, Editor  
Multi-Housing News  
370 Lexington Ave., Suite 2100  
New York, NY 10017

If you have questions, email [dmosher@multi-housingnews.com](mailto:dmosher@multi-housingnews.com)

## Tell us about yourself:

**(complete in full, attaching extra pages if needed)**

Your name/title: \_\_\_\_\_

Name of apartment community: \_\_\_\_\_  
\_\_\_\_\_

Location of community: \_\_\_\_\_

No. of units: \_\_\_\_\_

Number of years at community: \_\_\_\_\_

NOI at community for 2010: \_\_\_\_\_

Year-over-year change in occupancy from 2009-2010: \_\_\_\_\_

Current occupancy as of March 31, 2011: \_\_\_\_\_

Year-over-year change in rent per sq. ft. from 2009-2010: \_\_\_\_\_  
\_\_\_\_\_

% difference between asking and effective rent: \_\_\_\_\_

Lease terms offered in 2010: \_\_\_\_\_

Types of multifamily product you lease? (check all that apply):

- |  |  |
|--|--|
| <input type="checkbox"/> Garden/Low-Rise | <input type="checkbox"/> Affordable (low-income)   |
| <input type="checkbox"/> High-Rise       | <input type="checkbox"/> Affordable (workforce)    |
| <input type="checkbox"/> Mid-Rise        | <input type="checkbox"/> Military                  |
| <input type="checkbox"/> Mixed-Use       | <input type="checkbox"/> Seniors (assisted living) |
| <input type="checkbox"/> Student Housing | <input type="checkbox"/> Seniors (active adult)    |

## Tell us about your accomplishments:

On a separate sheet of paper, provide between 250-500 words (bullet points are fine) describing your accomplishments in the past year.