



## ***BUILDER SALES ACHIEVEMENT OF THE YEAR***

*All the information provided below is for sales activities achieved solely by the entrant between **July 1, 2016 and June 30, 2017** - referred to hereafter as the "Sales Period".*

1. Name of Entrant- First: \_\_\_\_\_ Last: \_\_\_\_\_
2. List Entrant's Professional designations: (AB, AMB, CGB, CAPS, etc): \_\_\_\_\_
3. Company Name: \_\_\_\_\_
4. Address: \_\_\_\_\_
5. Phone: \_\_\_\_\_
6. Website address: \_\_\_\_\_
7. Email: \_\_\_\_\_
8. NCGC License #: \_\_\_\_\_ Years in new home construction: \_\_\_\_\_
9. Member of which HBA: \_\_\_\_\_
10. Type of company - Home Builder: \_\_\_\_\_ Local \_\_\_\_\_ Regional/National \_\_\_\_\_  
Developer: \_\_\_\_\_ Local \_\_\_\_\_ Regional/National \_\_\_\_\_
11. Total number of net sales or dollar volume of net sales for the sales period:  
# \_\_\_\_\_ units (Builders)
12. Describe the sale environment(s) from which entrant operated during the Sales Period (i.e., Central Community Information/Sales Center, Model home, Sales Office (on-site or off-site), Sales Trailer, etc.):

# GALAXY AWARDS

## ENTRY STATEMENT

15. On the **Entry Statement** (separate attachment) please provide traffic and sales information for each community supervised during the Sales Period including:
- |   |   |
|---|---|
| 1. Name of community                      | 7. # of net sales                                   |
| 2. Dates open for sales                   | 8. # of buyer referral sales                        |
| 3. Operating hours                        | 9. # of broker referral sales                       |
| 4. Number and type of merchandised models | 10. # of gross visitor traffic                      |
| 5. Price range of homes                   | 11. Conversion ratio % (# net sales/#gross traffic) |
| 6. # of gross sales                       | 12. # of homes closed                               |
15. On the **Entry Statement** please address the following details for each community in which entrant built:
- Market conditions during the sales process;
  - Unusual obstacles faced concerning the location, community design, products, pricing and value (either on an absolute or competitive basis);
  - Financing programs offered;
  - Incentives offered;
  - Did your community(ies) win any local or regional sales or marketing awards?
16. On the **Entry Statement** please address entrant's participation in the local and/or state Sales and Marketing Council (SMC) and Home Builders Association (HBA) as well as in any local community organizations that benefitted the entrant's sales performance.

## **CERTIFICATION:**

I certify that all the responses and information presented in and with this application, including the Entry Statement and any exhibits attached, is true and correct to the best of my knowledge and belief.

Submitted By: \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

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

*GALAXY AWARDS*



**BUILDER SALES ACHIEVEMENTS OF THE YEAR**  
**ENTRY STATEMENT**