

NAIOP Deal of the Year Awards

Submission Guide & Evaluation Criteria

Overview

The **NAIOP Deal of the Year Awards** recognize outstanding real estate transactions and development projects that demonstrate exceptional creativity, significance, and market and community impact. This award honors project and transaction teams who overcome challenges and deliver transformative results within commercial real estate.

Eligibility Requirements

- Awards will be presented in six categories: Office, Industrial, Retail, Hospitality, Multi-Family, and Mixed-Use.
- Submissions may include commercial real estate development projects or transactions, including sales, acquisitions, and leases.
- The “Award Period” is defined as July 1, 2024 - June 30, 2025.
- Development projects must have received a Certificate of Occupancy during the Award Period.
- Sale transactions must have closed during the Award Period.
- Lease transactions must have been fully executed during the Award Period.
- Projects must be located within the Cincinnati and Northern Kentucky region.

Evaluation Criteria

Submissions will be evaluated based on the following four weighted criteria:

- 1) Impact on Market (30%)
 - a) Demonstrated transformational impact on the commercial real estate industry
 - b) Influence on local economic conditions (e.g., effect on rents, jobs created, absorption, market growth)

- 2) Innovation (25%)
 - a) Creativity in concept, land use, lease terms, financing, deal structure, design, or construction.
 - b) Unique responses to stakeholder goals and project constraints
- 3) Overcoming Obstacles (25%)

Success in navigating challenges such as zoning, environmental issues, permitting, space planning, or conflicting objectives
- 4) Economic & Community Impact (20%)
 - a) Contribution to local economic development or revitalization
 - b) Positive effect on the surrounding community and alignment with public or private sector goals

Submission Requirements

All submissions must include the following:

- Project/transaction title and location
- Submitting company/individual name and contact information
- Project/transaction Summary (max. 500 words)
 - Describe the purpose, context, goals, challenges, and outcomes
- Response to Evaluation Criteria (max. 250 words per section)
 - Describe how the submission meets each of the four evaluation criteria above.
- Graphic Materials
 - 5–10 high-resolution images (photos, renderings, or diagrams as applicable)
 - Floor plans, site plans, or marketing materials (optional, but encouraged)
 - Images associated with each nomination must be in a JPEG format with minimum resolution of 300 dpi.
- Certificate of Occupancy or proof of completion/execution
 - PDF documentation demonstrating compliance within the Award Period
- Project/transaction team credits
 - List of key team members and organizations involved in execution
- **Submissions must be emailed to naiopcincinnati@gmail.com by July 1, 2025.**