



# Volume Awards Qualifications

Individual and Teams have separate applications this year.

The Volume Award gives recognition to REALTORS® who have proven their diligence by listing, selling and/or leasing high volume of real estate property.

## **The following must be completed when submitting the Volume Award Applications by January 31, 2024**

- MLS Agent Production & Inventory Report (see instructions on Page 4 & 5 of Volume Award Application)
- Volume Award Application filled out & signed by the broker & applicant/main team member. If the applicant is the broker/office manager, the Southern Gateway Association of REALTORS® Awards Chair and President will sign the application.
- If an adjustment needs to be made to the total sales volume or sides the “Sales Volume Adjustment Award Form” must be filled out & turned in by February 16, 2024 along with the application. The applicant’s broker must sign the Sales Volume Adjustment Form, if attached to application.

If the agent's and broker/office manager's signatures are not on the Award of Excellence application, the application will be sent back for a signature. (Must be returned by the deadline time or will be disqualified).

### **Sales Volume/Sides Guidelines:**

1. When a REALTOR® sells a property, the credit is for the actual price of the property, or one side. (If shared, see #4)
2. When a REALTOR® lists a property and the property is sold, the listing person receives credit for the actual sales price, or one side. (If shared, see #4)
3. When a REALTOR® both lists and sells a property, full credit is given for each side of the transaction.
4. When two or more REALTORS® list or sell a property on a shared basis, the actual dollar sales price, or one side shall be divided between the REALTORS® as agreed upon when listed or sold. This applies to both in-office and inter-office transactions.
5. Lease will be counted as a sale in the amount of the total lease payment; volume credited in the same ratio as commission received. (EXAMPLE: For a three-year lease where the commission is received in one lump sum, applicant can take total lease credit during one year. If the commission is paid one-third each year, applicant can only take one-third credit on the lease on his/her application). Lease Option/Lease Purchase is not counted until closed. Credit for leases will be counted in volume only. They will not be counted as sides.
6. Listings, sales, and leases can be residential, commercial, industrial, farm, and mobile homes as part of a deed conveyance or any type of real property. No sales other than real estate contract sales price can be counted toward membership in the Volume Awards Program.
7. Outgoing referrals are not included.
8. A buyer's agent, selling unlisted property, may claim credit on the sales side only.
9. Contracts, closing statements, and/or leases must be supplied for verification upon request.
10. The Volume Awards Program is a local Board administered program and all decisions of the Southern Gateway Association of REALTORS® are final.
11. When applicants are on a team the team member volume will be determined by the team leader and sales volumes can only be utilized once.
12. A REALTOR® shall be recognized as an individual OR a team but cannot be both.

**Transfers** If an applicant transferred offices for that award year, the application must be signed by the current broker/office manager.

**Eligibility** The applicant must be a member in good standing with the Southern Gateway Association of REALTORS® when making application.



# 2023 Individual Volume Award Application

## Individual Award of Excellence level:

- Diamond for \$25,000,000 and up in sales volume or 151 units sold and up
- Double Platinum for \$15,000,000 - \$24,999,999 in sales volume or 100-150 units sold
- Platinum for \$10,000,000 - \$14,999,999 in sales volume or 75-99 units sold
- Gold for \$7,000,000 - \$9,999,999 in sales volume or 50-74 units sold
- Silver for \$4,000,000 - \$6,999,999 in sales volume or 24-49 units sold
- Bronze for \$2,000,000 - \$3,999,999 in sales volume or 1- 23 units sold

Name as to appear on the award \_\_\_\_\_

**Individual Applicant:** \_\_\_\_\_ Phone# \_\_\_\_\_ MLS ID: \_\_\_\_\_

Company \_\_\_\_\_

Attached Copy of MLS Production & Inventory Report

Attached Volume Adjustment Form (If Applicable)

*I have read the rules of this application and do hereby certify that the above named REALTOR® has sales/listings/leases totaling \_\_\_\_\_ in sales volume and \_\_\_\_\_ in units CLOSED during the time period shown above.*

**Applicant /Main Team Member's Signature** \_\_\_\_\_ **Date** \_\_\_\_\_

**Broker's Signature** \_\_\_\_\_ **Date** \_\_\_\_\_

**DEADLINE: All forms must be submitted to the Association office by February 16, 2024. Submit applications to sgar@sgarealtors.org, fax # 636-282-0185 or 1505 Astra Way, Arnold, MO 63010**

Association Office Use Only:

Received Copy of MLS Transactions: yes / no

Received Adjustment Form: yes / no

Date Received: \_\_\_\_\_

Reviewed By: \_\_\_\_\_

Date Approved: \_\_\_\_\_



# 2023 Team Volume Award of Excellence Application

Team Award of Excellence – A team is defined as two (2) or more licensed individuals working under a unified team name.

### Team Award of Excellence level:

- Diamond for \$40,000,000 and up in sales volume or 151 units sold and up
- Double Platinum for \$25,000,000 - \$39,999,999 in sales volume or 100-150 units sold
- Platinum for \$20,000,000 - \$24,999,999 in sales volume or 75-99 units sold
- Gold for \$15,000,000 - \$19,999,999 in sales volume or 50-74 units sold
- Silver for \$10,000,000 - \$14,999,999 in sales volume or 24-49 units sold
- Bronze for \$7,000,000 - \$9,999,999 in sales volume or 1- 23 units sold

Name as to appear on the award \_\_\_\_\_

### Teams: (List ALL Team Members, even if all production is under only the applicants name)

Main Team Member's Name: \_\_\_\_\_ Phone# \_\_\_\_\_ MLS ID: \_\_\_\_\_

Team Member's Name: \_\_\_\_\_ MLS ID: \_\_\_\_\_

Team Member's Name: \_\_\_\_\_ MLS ID: \_\_\_\_\_

Team Member's Name: \_\_\_\_\_ MLS ID: \_\_\_\_\_

Team Member's Name: \_\_\_\_\_ MLS ID: \_\_\_\_\_

Team Member's Name: \_\_\_\_\_ MLSID: \_\_\_\_\_

*(To include more team members please add team member information on an additional page)*

Company \_\_\_\_\_

Attached Copy of MLS Production & Inventory Report

Attached Volume Adjustment Form (If Applicable)

I have read the rules of this application and do hereby certify that the above named REALTOR® has sales/listings/leases totaling \_\_\_\_\_ in sales volume and \_\_\_\_\_ in units CLOSED during the time period shown above.

**Main Team Member's Signature** \_\_\_\_\_ **Date** \_\_\_\_\_

**Broker's Signature** \_\_\_\_\_ **Date** \_\_\_\_\_

**DEADLINE: All forms must be submitted to the Association office by February 16, 2024.**  
**Submit applications to sgar@sgarealtors.org, fax # 636-282-0185 or 1505 Astra Way, Arnold, MO 63010**

Association Office Use Only:

Received Copy of MLS Transactions: yes / no

Received Adjustment Form: yes / no

Date Received: \_\_\_\_\_

Reviewed By: \_\_\_\_\_

Date Approved: \_\_\_\_\_