



Volume Awards Qualifications

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

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

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

The following must be completed when submitting the Volume Award Applications by February 14, 2025

- *MLS Agent Production & Inventory Report* (see the directions in the separate document named as such)
- Volume Award Application filled out & signed by the broker & SGAR 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*” (see the separate document name as such) must be filled out & turned in by **February 14, 2025** 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. **DUAL SIDES:** When a REALTOR® both lists and sells a property, full credit is given for each side of the transaction.
4. **SHARED DEALS:** 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. **LEASES:** 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 for 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). Credit for leases will be counted in volume only. Lease Option/Lease Purchase is not counted until closed. Leases or Lease Option/ Lease Purchase 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. **REFERRALS:** Outgoing referrals are not included.
8. **FSBO:** 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.



Individual Volume Award Application

Individual Award is presented to one individual who has completed their transactions as an agent.

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 10-23 units sold

Individual Applicant Information:

Name _____ MLS ID: _____

Phone# _____ Email: _____

Name as to appear on the award _____

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 last calendar year (January 1 to December 31).

Applicant's Signature _____ **Date** _____

Broker's Signature _____ **Date** _____

DEADLINE: All forms must be submitted to the Association office by February 14, 2025. 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: _____