

Volume Awards Qualifications

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, 2021

- MLS Agent Production & Inventory Report (details on Page 3 & 4 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 January 31, 2021 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:

- When a REALTOR® sells a property, the credit is for the actual price of the property, or one side.
- When a REALTOR® lists a property and the property is sold, the listing person receives credit for the actual sales price, or one side.
- When a REALTOR® both lists and sells a property, full credit is given for each function, or two sides.
- 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.
- 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.
- 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.
- Outgoing referrals are not included.
- A buyer's agent, selling unlisted property, may claim credit on the sales side only.
- Contracts, closing statements, and/or leases must be supplied for verification upon request.
- The Volume Awards Program is a local Board administered program and all decisions of the Southern Gateway Association of REALTORS® are final.

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

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



2020 Volume Award Application

Award of Excellence level:

☐ Diamond for \$25,000,0 ☐ Double Platinum for \$ ☐ Platinum for \$10,000,0 ☐ Gold for \$7,000,000 - \$ ☐ Silver for \$3,000,000 - \$ ☐ Bronze for \$1,000,000	15,000,000 - \$24,999,9 000 - \$14,999,999 in sa \$9,999,999 in sales volu \$6,999,999 in sales vol	99 in sales volume les volume or 75- ume or 50-74 unit ume or 24-49 uni	e or 100-150 units sold 99 units sold s sold	
Name as to appear on the award			(For example: The Smitl	h Taam or log Smith
Individual Applicant:	Phone#	M		r realli of Joe Sillicity
Teams:				
Main Team Member's Name:	Phone#	M	IS 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:(To include more team members please add t		MLSID:		
Company				
Attached Copy of MLS Production 8	Inventory Report	Attached	Volume Adjustment For	m (If Applicable)
I have read the rules of this application	and do hereby certify	y that the above	named REALTOR® h	as
sales/listings/leases totaling	in sale	es volume and _	in units CLO	OSED during the
time period shown above.				
Applicant /Main Team Member's Signa	ture		Date	
Broker's Signature			Date	
DEADLINE: All forms must be subn Submit applications to sgar@sgare	altors.org, fax # 636	3-282-0185 or 1	505 Astra Way, Arno	old, MO 63010
Association Office Use Only:				
Received Copy of MLS Transactions: yes / no				
Received Adjustment Form: yes / no		Date Approved:		

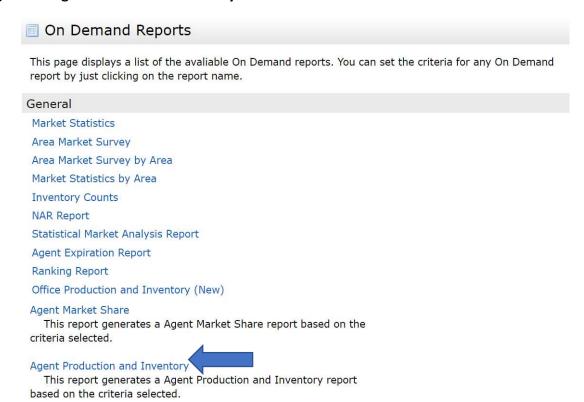


MLS Agent Production Inventory Report Directions

1.) Go to https://matrix.marismatrix.com/ to sign into the MLS

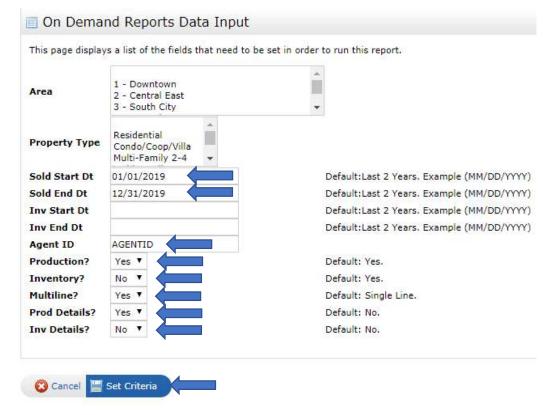


3.) Click "Agent Production Inventory"



4.) On the Demand Reports Data Input Screen Enter the following

- Sold Start Date = 01/01/2019
- > Sold End Date = 12/31/2019
- Leave blank Inv Start Date
- Leave blank Inv End Date
- Enter the Agent's ID
- Production = Yes
- ➤ Inventory = No
- ➤ Multiline = Yes
- Production Details = Yes
- Inventory Details = No



5.) Click Set Criteria

6.) Click Generate

