

GREATER AUGUSTA ASSOCIATION OF REALTORS AWARD SALES VOLUME CRITERIA

Note: You must have a minimum of 6 closed transactions within the award period to apply for either the Presidential Award of Excellence or the Certificate of Honor.

1. Points are awarded for closed sales volume at 1 point for each \$100,000.
2. Only REALTORS who are on the Association Roster as of October 31 of the current year shall be eligible.
3. All transactions must be on file in the employing Broker's office. The file must contain a closing statement indicating the consideration earned or an explanation from the principal broker in lieu of a closing statement.
4. Both sales and listings sold production count 100% each toward total volume-100% sales and 100% listing. If agent is both selling and listing agent, they count 200% of total sales price. In the event of a co-listing between 2 or more agents in the same or a separate company, he/she will receive a pro-rata credit toward volume. Rentals/leases do not count toward sales volume.
5. The Settlement date of a sale must fall within the award year of 11/1 to 10/31.
6. When buying and selling where no consideration is paid, no volume credit will be allowed.
7. When buying or selling for one's personal account, no volume credit will be allowed unless there is a commission allowed. Volume on transactions involving third party entities in which an agent is a participant will be permitted (i.e. syndications, partnerships, corporations, etc.).
8. Referrals:
 - A. Credit on incoming Referrals will be given based on referral percentage.
Example: A 20% referral fee is paid out to the company who sent referral: 80% of Sales Price counts toward volume. \$100,000 sales price less 20% referral. Agent received \$80,000 credit towards volume.
 - B. Credit on outgoing Referrals will be given based on the referral percentage.
Example: a 20% referral fee on a \$100,000 sale counts as \$20,000.
9. In the event a cooperative sale is made between two or more agents in the same company, and/or a separate company, he/she will receive a pro-rata credit toward volume.
10. Plaques and Certificates will be prepared for the name as it appears on the form submitted.