

HOWARD COUNTY REAL ESTATE MILLION DOLLAR CLUB CRITERIA
(Company Production Record showing settled volume accepted in lieu of filing out form)

1. New applicants must have settled \$1,000,000 worth of business within the prior calendar year.
2. Transactions must be settled within that year. If not settled they may be counted for the following year.
3. No referrals other than those resulting in a sale or listing by the applicant will be counted.
4. A listing agent who sells his/her own listing shall receive credit for both the listing and the sale(i.e. Ms Jones sells her own listing for \$100,000. She would receive credit for \$200,000.
5. Volume for leases will be credited in the year the commission is received. (i.e. a five year lease with commissions being paid annually, credit volume will be 1/5 each year.
6. If two or more agents in the same firm split the commission on the same side of the commission, the volume of the sale will be divided proportionately to the commission split (i.e. Jack and Jill from ABC Realty list a \$100,000 home. When it sells Jack and Jill will each get credit for a \$50,000 sale.)
7. All new home sales will be given 100% credit if at least 51% of the applicant's total sales were resales. If not, applicant will be given credit for 70% of the actual new home sales. In addition, the agent must be on a commission basis, not salaried.

QUALIFICATIONS

1. Realtors deriving their real estate income from commission sales and who are members of a Realtor board or association are eligible for membership.
2. Please indicate if you qualify for Life Membership.
3. To obtain Life Membership, a member must qualify four (4) out of five (5) years or four (4) consecutive years. A Realtor becomes a Life Member in the year following four years of qualifying production of \$2,000,000 or more.
4. Office Managers are welcome to join the club.

