

## **2021 Circle of Excellence Award Criteria & Rules**

### **1. COE AWARD**

DMAAR's Membership will be recognized for closed List Sold / Sold Volume in the 2021 calendar year based on the following criteria:

To be eligible for the Circle of Excellence Award, MLS members will have to sell and close the equivalent of **50 Units (x) the Average Sale Price as of December 31<sup>st</sup> of 2021 closed volume**, or more. Only transactions closed from January 1, 2021 through December 31<sup>st</sup>, 2021, and appear on the MLS Systems will count toward an Agent's qualifying for the Circle of Excellence Award.

Agents must declare what type of sale (residential, multi-family, land, commercial) is the majority of their 2021 business.

### **2. MEMBERSHIP Inclusions**

Brokers/Owners/Managers shall be eligible for the Circle of Excellence Award.

### **3. FUNCTION COUNT**

If a Member is the Listing Agent & the Selling Agent on the same transaction it will count as two transactions and the volume shall be doubled. If the listing is Co/List or Co/Sell that will be a 50/50 split.

### **4. ELIGIBILITY**

Eligibility is based on all Listing Sold/Sales transactions for all agents being reported on the MLS systems.

An application for the award must be filled out by all agents eligible for the award and signed by each applicant and their broker showing the volume amount.

### **5. TEAMS**

If individual team members wish to be recognized, that team member's name must appear on the Listing Sold/Sales transactions reported to the MLS systems and each individual team member's volume must be reported individually on the Circle of Excellence Application and independently verified by that agent's Broker.

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## **ROOKIE AWARD**

The following rules and criteria relates to agents applying for the Rookie Award.

### **1. ELIGIBILITY**

Eligibility for the Rookie Award is determined by either a participant's first full calendar year or first 12 consecutive months of licensure in the state. A Rookie application must be filled out by all agents eligible for the award and signed by each Rookie applicant and their broker.

### **2. VOLUME**

Rookie agents must have sold 70% of the volume that it takes to qualify for the Circle of Excellence award as reported to DMAAR's MLS system.

### **3. TEAMS**

Rookie Awards will not be awarded to team members.

## **UNIT AWARD**

### **1. ELIGIBILITY**

Agents who do not qualify for the Circle of Excellence Volume Award but have 50 or more Units closed in the calendar year 2021 qualify. A Unit Award application must be filled out by all agents eligible for the award and signed by each applicant and their broker showing the total unit amount.

### **2. CLASSIFICATION**

Unit Awards will be given as a separate award from all other awards.

### **3. TEAMS**

Unit Awards will not be awarded to team members.

## **BROKERS NOTE:**

**Your Agents eligibility for the Circle of Excellence Awards solely depend on the Broker/Owners to provide to the Circle of Excellence Screening Committee a computerized list of each eligible Member's 2021 year end Volume and Units Sold.**

## **AGENTS NOTE:**

**An application signed by the agent for the award they are applying for must be sent into the Board office.**

Revised 11/18/21