

OTHER MASTERS CLUB APPLICATION CATEGORIES

CATEGORY II - Subdivisions

A SUBDIVISION is 26 or more new units in one area by the same owner or builder that are manned by one principal agent and that are held open 5 days a week or more.

The Sales Agent must not be on salary

Minimum volume will be **three times the residential qualifying amount** or 50 closed listing ends in one calendar year.

The Broker or Agent on the tract will receive the listing end credit only.

CATEGORY III – Commercial Sales & Leasing

The applicant must submit closed real estate transactions where he/she was paid a commission for one of the following four categories of sales and/or leases. Finalized sales and/or leases must be closed during the calendar year to be counted. To qualify, the dollar volume listed must be obtained in one of the four categories of sales/leases. Combining sales and/or leases in two or more categories is not permitted. The qualifying amount is **three times the residential qualifying amount**. Transactions in this category would include the following:

- | | |
|-----------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------|
| A. Office (9 million)
1. Office Investment Sales
2. Office Leases
3. User Office Sales | C. Retail (9 million)
1. Retail Investment Sales
2. Retail Leases
3. User Retail Sales |
| B. Industrial (9 million)
1. Industrial Investment Sales
2. Industrial Leases
3. User Industrial Sales | D. Apartments (9 million)
(Seven or More Units) |

CATEGORY IV – Combination Sales (Subdivision & Residential Sales or Commercial & Residential Sales)

This category is a combination of subdivision and residential sales volume or a combination of commercial and residential sales volume. The combination must be a percentage of each type equaling or being greater than 100%.

$$\frac{X \text{ (Other Category)}}{\$9,000,000} = \% \quad + \quad \frac{Y \text{ (Residential)}}{\$3,000,000} = \% \quad \text{is OR } > 100\%$$

Example A:

$$X = \$ \text{ _____ } = 10\% \text{ of total subdivision volume}$$

$$Y = \$ \text{ _____ } = 90\% \text{ of total residential volume}$$

$$\text{TOTAL} = 100 \% \quad (\text{PLEASE NOTE: This calculation can total greater than 100\%})$$