



SIOR GROSS FEE INCOME REQUIREMENTS

To fulfill the Volume-of-Business requirement for the SIOR designation, Applicants for membership must fulfill the Gross Fee Income (GFI) requirements as set by local Chapters for individual markets by submitting an approved GFI Affidavit signed by the Applicant's CFO or Managing Broker. If an applicant has neither, the affidavit may be completed by a CPA. The Affidavit forms are available from www.sior.com.

REQUIREMENTS:

SIOR evaluates Volume-of-Business based on Gross Fee Income (GFI). GFI is defined as the amount that the Applicant's firm receives (before splits) that is directly attributable to the Applicant.

Applicants must submit the most recent 48 months of GFI, with respect to their application date. SIOR will take into consideration the best three (3) 12-month periods. (Please Note: The 12-month periods are not necessarily calendar years. For example, an Applicant submitting in July would have a July through June breakdown).

If a market is not listed, it defaults to a \$300,000 requirement.

Candidates

- Meet 50% the GFI requirement in the most recent 12-month period

Industrial, Office, and Advisory Specialists

- Meet or exceed 100% of the GFI requirement in three (3) out of the four (4) most recent 12-month periods
- Conduct at least five (5) transactions per year
- At least 70% of the GFI requirement must be comprised of industrial and/or office transactions

Dual (Industrial & Office) Specialists

- Meet or exceed 200% of (double) the GFI requirement in three (3) out of the four (4) most recent 12-month periods
- Conduct least 10 transactions per year
- At least 70% of the standard GFI requirement must be comprised of industrial transactions AND at least 70% of the standard GFI requirement must be comprised of office transactions

Sales Management Specialists

- GFI requirement is calculated by multiplying the standard GFI requirement by 10, and taking 75% of the resulting figure
- When filling in the Affidavit, an Applicant should use his/her top 10 industrial and/or office brokers
- At least 70% of the GFI requirement must be comprised of industrial and/or office transactions

Questions? Please contact Christopher Collins, Manager of Admissions, at 202.449.8234 or ccollins@sior.com.

GROSS FEE INCOME (GFI) REQUIREMENTS

STATE	CHAPTER	MARKET	GFI
ALASKA	N/A	All Markets	\$250,000
ALABAMA	Louisiana, Mississippi, Alabama, NW Florida	Birmingham	\$300,000
		Huntsville	\$250,000
		Mobile	\$250,000
		Montgomery	\$200,000
		Tuscaloosa	\$200,000
		All Other Markets	\$250,000
ARIZONA	Arizona	Phoenix Metropolitan	\$400,000
		Tucson Metro Area	\$300,000
		All Other Markets	\$300,000
ARKANSAS	Arkansas	All Markets (excluding Crittenden County)	\$200,000
	Memphis	Crittenden County	\$200,000
CALIFORNIA	Greater Los Angeles	Kern County	\$400,000
		Los Angeles County	\$400,000
		San Luis Obispo County	\$400,000
		Santa Barbara County	\$400,000
		Ventura County	\$400,000
	Inland Empire / Orange County	Orange County	\$400,000
		Riverside County – Coachella Valley	\$200,000
		Riverside County – Victorville	\$200,000
		Riverside County – All Other Markets	\$400,000
		San Bernardino County	\$400,000
	Northern California	Alameda County	\$400,000
		Contra Costa County	\$400,000
		El Dorado County	\$400,000
		Fresno County	\$300,000
		Merced County	\$300,000
		Marin County	\$400,000
		Napa County	\$400,000
		Placer County	\$400,000
		Sacramento County	\$400,000
		San Francisco County	\$400,000
		San Joaquin County	\$400,000
		San Mateo County	\$400,000
		Santa Clara County	\$400,000
		Stanislaus County	\$300,000
		Solano County	\$400,000
		Sonoma County	\$400,000
		Yolo County	\$400,000
	All Other Northern California Counties	\$250,000	
	San Diego	Imperial County	\$400,000
San Diego County		\$400,000	

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STATE	CHAPTER	MARKET	GFI
COLORADO	Colorado	Boulder/ Longmont	\$350,000
		Colorado Springs	\$350,000
		Denver Metro	\$350,000
		Ft. Collins/ Loveland	\$350,000
		Grand Junction	\$350,000
		Greeley	\$350,000
		All Other Markets	\$350,000
CONNECTICUT	Connecticut	Bridgeport	\$200,000
		Danbury	\$200,000
		Hartford	\$300,000
		New Haven	\$250,000
		New London	\$200,000
		Stamford	\$400,000
		Waterbury	\$200,000
		All Other Markets	\$200,000
DELAWARE	Philadelphia	Kent County	\$300,000
		New Castle County	\$300,000
		Sussex County	\$300,000
DIST. OF COLUMBIA	Maryland, DC, N. VA	All Markets	\$250,000
FLORIDA	Florida	Brevard County	\$200,000
		Broward County	\$400,000
		Daytona Beach	\$200,000
		Ft. Pierce, Pt. St. Lucie	\$200,000
		Gainesville	\$200,000
		Jacksonville	\$300,000
		Lakeland, Winter Haven	\$300,000
		Miami - Dade County	\$400,000
		Ocala	\$200,000
		Orlando	\$300,000
		Palm Beach County	\$400,000
		Sarasota, Bradenton	\$200,000
		SW Florida	\$200,000
		Tallahassee	\$200,000
		Tampa Bay Area	\$300,000
		All Other Markets	\$200,000
	Louisiana, Mississippi, Alabama, NW Florida	Gulf Breeze	\$200,000
		Panama City	\$200,000
		Pensacola, Gulf Breeze	\$200,000
		All Other Markets (West of Apalachicola River)	\$200,000

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STATE	CHAPTER	MARKET	GFI
GEORGIA	Georgia	All Metro Atlanta	\$400,000
		All Other Markets	\$300,000
HAWAII	N/A	All Markets	\$400,000
IDAHO	Idaho	All Markets	\$200,000
ILLINOIS	Chicago	Cook County	\$400,000
		DuPage County	\$400,000
		Lake County	\$400,000
		McHenry County	\$400,000
		Kane County	\$400,000
		Will County	\$400,000
		All Other Markets	\$250,000
	Iowa-Nebraska	Moline, Rock Island	\$200,000
	St. Louis	Bond County	\$300,000
		Calhoun County	\$300,000
		Clinton County	\$300,000
		Jersey County	\$300,000
		Macoupin County	\$300,000
Madison County		\$300,000	
	Monroe County	\$300,000	
	St. Clair County	\$300,000	
INDIANA	Indiana - Kentucky	Indianapolis Metro	\$350,000
		All Other Markets	\$200,000
IOWA	Iowa-Nebraska	Des Moines	\$300,000
		All Other Markets	\$200,000
KANSAS	Western Missouri – Kansas	Johnson County	\$300,000
		Wyandotte County	\$300,000
		All Other Markets	\$250,000
KENTUCKY	Indiana – Kentucky	All Markets	\$250,000
LOUISIANA	Louisiana, Mississippi, Alabama, NW Florida	Baton Rouge	\$300,000
		Lafayette	\$200,000
		Lake Charles	\$200,000
		Monroe	\$200,000
		New Orleans	\$300,000
		Shreveport	\$200,000
		All Other Markets	\$250,000
MAINE	New England	All Markets	\$350,000

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STATE	CHAPTER	MARKET	GFI
MARYLAND	Maryland, DC, Northern Virginia	Baltimore	\$250,000
		Eastern Shore	\$200,000
		Northeast Maryland	\$200,000
		Western Maryland	\$200,000
MASSACHUSETTS	Connecticut	Berkshire County	\$200,000
		Franklin County	\$200,000
		Hampden County	\$200,000
		Hampshire County	\$200,000
	New England	All Markets	\$400,000
MICHIGAN	Michigan	All Markets	\$300,000
MINNESOTA	Minnesota	Rochester	\$250,000
		St. Paul, Minneapolis	\$350,000
		All Other Markets	\$250,000
MISSISSIPPI	Louisiana, Mississippi, Alabama, NW Florida	Hattiesburg	\$200,000
		Jackson	\$200,000
		All Other Markets (Excluding Desoto County)	\$250,000
	Memphis	Desoto County	\$200,000
MISSOURI	St. Louis	Franklin County	\$300,000
		Jefferson County	\$300,000
		Lincoln County	\$300,000
		St. Charles County	\$300,000
		St. Louis County	\$300,000
		Warren County	\$300,000
		Washington County	\$300,000
		City of St. Louis	\$300,000
	Western Missouri – Kansas	Clay County	\$300,000
		Jackson County	\$300,000
		Platte County	\$300,000
		All Other Markets	\$250,000
		MONTANA	Idaho
Iowa - Nebraska	All Markets (East of the Continental Divide)	\$200,000	
NEBRASKA	Iowa – Nebraska	Lincoln	\$200,000
		Omaha	\$300,000
		All Other Markets	\$200,000
NEVADA	Northern California	Reno, Sparks	\$300,000
		All Other Northern Nevada Markets	\$250,000
	Southern Nevada	Las Vegas	\$400,000

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STATE	CHAPTER	MARKET	GFI	
NEW HAMPSHIRE	New England	All Markets	\$350,000	
NEW JERSEY	New Jersey	Central New Jersey	\$400,000	
		Northern New Jersey	\$400,000	
		Southern New Jersey	\$300,000	
NEW MEXICO	New Mexico	All Markets	\$300,000	
NEW YORK	NYC, Downstate	Bronx County	\$300,000	
		Dutchess County	\$200,000	
		Kings County	\$300,000	
		Nassau County	\$300,000	
		New York County	\$500,000	
		Orange County	\$200,000	
		Putnam County	\$200,000	
		Queens County	\$300,000	
		Richmond County	\$300,000	
		Rockland County	\$200,000	
		Suffolk County	\$300,000	
		Sullivan County	\$200,000	
		Ulster County	\$200,000	
		Westchester County	\$300,000	
		Upstate New York	Albany	\$200,000
			Binghamton	\$200,000
			Buffalo	\$200,000
			Corning, Elmira	\$200,000
			Ithaca	\$200,000
		Rochester	\$200,000	
		Syracuse	\$200,000	
		All Other Markets	\$200,000	
NORTH CAROLINA	Carolinas	Asheville	\$200,000	
		Charlotte	\$350,000	
		Greensboro, Winston-Salem	\$200,000	
		Greenville	\$200,000	
		Raleigh, Durham	\$300,000	
		Wilmington	\$200,000	
		All Other Markets	\$200,000	
NORTH DAKOTA	Minnesota	Fargo	\$250,000	
		All Other Markets	\$250,000	
OHIO	Ohio	Akron	\$200,000	
		Canton, Massillon	\$200,000	
		Cincinnati	\$250,000	
		Cleveland	\$200,000	
		Columbus	\$200,000	

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STATE	CHAPTER	MARKET	GFI
		Dayton, Springfield	\$200,000
OHIO	Ohio	Toledo	\$200,000
		Youngstown, Warren	\$200,000
		All Other Markets	\$200,000
OKLAHOMA	Oklahoma	All Markets	\$300,000
OREGON	Oregon	Eugene, Springfield	\$200,000
		Portland, Salem	\$300,000
		All Other Markets	\$200,000
PENNSYLVANIA	Philadelphia Regional	Harrisburg (Cumberland, Lebanon, Dauphin Co.)	\$300,000
		Lancaster, Reading, York	\$200,000
		Lehigh Valley	\$300,000
		Northeast (Schuylkill, Lackawanna, Luzerne Co.)	\$200,000
		Philadelphia	\$300,000
		All Other Markets	\$200,000
	Western Pennsylvania	Pittsburg Region	\$300,000
		All Other Markets	\$200,000
RHODE ISLAND	New England	All Markets	\$350,000
SOUTH CAROLINA	Carolinas	Charleston	\$250,000
		Columbia	\$200,000
		Florence	\$200,000
		Greenville, Spartanburg	\$250,000
		Hilton Head	\$200,000
		Myrtle Beach	\$200,000
		All Other Markets	\$200,000
		SOUTH DAKOTA	Minnesota
All Other Markets	\$250,000		
TENNESSEE	Memphis	Shelby County	\$200,000
	Middle and East Tennessee	Chattanooga	\$200,000
		Johnson City, Kingsport	\$200,000
		Knoxville	\$250,000
		Nashville	\$350,000
		All Other Markets (Excluding Shelby County)	\$300,000
TEXAS	Austin / Central Texas	Austin	\$350,000
		Bastrop, Blanco, Burnet, Caldwell, Concho Co.	\$300,000
		Crane, Crockett, Gillespie, Hays, Irion, Kimble, Llano Co.	\$300,000
		Mason, McCulloch, Memard, Reagan, San Saba Co.	\$300,000
		Schleicher, Sutton, Tom Green, Travis Co.	\$300,000
		Temple	\$200,000

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STATE	CHAPTER	MARKET	GFI
		Upton, Ward, Williamson, Co.	\$300,000
TEXAS	DFW, North Texas	Coryell, Mc Lennan	\$200,000
		Dallas, Collin, Tarrant	\$450,000
		Denton, Rockwall	\$400,000
		Ector, Midland	\$200,000
		Grayson	\$300,000
		Henderson, Smith	\$200,000
		Hunt County	\$300,000
		Johnson, Ellis	\$300,000
		Kaufman County	\$300,000
		Lubbock	\$200,000
		Parker, Hood	\$300,000
		Potter, Randall	\$200,000
		Taylor	\$200,000
		Upshur, Greg, Harrison	\$200,000
		Wichita, Archer	\$200,000
		Wise, Fannin, Cooke	\$300,000
		All Other Counties	\$200,000
		El Paso	El Paso Metropolitan Area
	Houston, Gulf Coast	Angelina, Aransas, Bee, Bureson Co.	\$300,000
		Austin, Brazoria, Chambers, Galveston, Liberty Co.	\$400,000
		Beaumont	\$200,000
		Calhoun, Colorado, Dewitt, Fayette Co.	\$300,000
		College Station	\$200,000
		Corpus Christi	\$200,000
		Goliad, Gonzales, Grimes, Hardin Co.	\$300,000
		Houston (Harris, Fort Ben, Montgomery Co.)	\$400,000
		Jackson, Jasper, Jim Wells, Karnes, Kleberg Co.	\$300,000
		Lavaca, Lee, Live Oak, Mata-Gorda, Milam Co.	\$300,000
		Liberty, San Jacinto, Walker, Waller Co.	\$400,000
		Newton, Orange, Polk, Refugio, San Patricio Co.	\$300,000
		Trinity, Tyler, Victoria, Washington, Wharton Co.	\$300,000
		San Antonio, South Texas	Atascosa, Bexar, Brooks, Cameron, Comal Co.
	Dimmit, Duval, Edwards, Frio, Guadalupe Co.		\$300,000
	Hidalgo, Jim Hogg, Kendall, Kenedy, Kerr, Kinney Co.		\$300,000
	Laredo		\$300,000
LaSalle, Maverick, McMullen, Medina, Real, Starr Co.	\$300,000		
Rio Grande Valley (Brownsville, Harlingen, McAllen)	\$300,000		
San Antonio	\$300,000		
Uvalde, Valverde, Webb, Willacy, Wilson, Zapata, Zavala Co.	\$300,000		
UTAH	Utah	Davis County	\$300,000
		Salt Lake County	\$300,000

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STATE	CHAPTER	MARKET	GFI
		Summit County	\$300,000
		Utah County	\$300,000
		Weber County	\$300,000
		All Other Markets	\$200,000
VERMONT	New England	All Markets	\$300,000
VIRGINIA	Maryland, DC, Northern Virginia	Northern Virginia	\$250,000
	Virginia	Central Virginia (Richmond, Petersburg)	\$300,000
		Eastern Virginia (Norfolk, VA Beach, Newport News, Williamsburg)	\$250,000
		Lynchburg	\$200,000
		Western Virginia (Roanoke, Charlottesville)	\$250,000
WASHINGTON	Oregon	Clark County	\$300,000
	Washington	King County	\$400,000
		Pierce, Thurston Counties	\$300,000
		Snohomish County	\$300,000
		All Other Markets	\$200,000
WEST VIRGINIA	Pittsburgh	Brooke County	\$200,000
		Doddridge County	\$200,000
		Hancock County	\$200,000
		Harrison County	\$200,000
		Marion County	\$200,000
		Marshall County	\$200,000
		Monongalia County	\$200,000
		Ohio County	\$200,000
		Preston County	\$200,000
		Taylor county	\$200,000
		Tyler County	\$200,000
		Wetzel County (within West Virginia)	\$200,000
	Virginia	All Markets	\$300,000
WISCONSIN	Wisconsin	Milwaukee	\$300,000
		All Other Markets	\$200,000
WYOMING	Iowa – Nebraska	All Markets	\$200,000
	Utah	Lincoln County	\$200,000
		Sublette County	\$200,000
		Sweetwater County	\$200,000
		Teton County	\$200,000
		Uinta County	\$200,000

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TERRITORY	CHAPTER	MARKET	GFI
PUERTO RICO	N/A	All Markets	\$300,000

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PROVINCE	CHAPTER	MARKET	GFI
ALBERTA	Canada West	Calgary	\$350,000
		Edmonton	\$350,000
		All Other Markets	\$300,000
BRITISH COLUMBIA	Canada West	Vancouver	\$350,000
		All Other Markets	\$300,000
MANITOBA	Canada West	Winnipeg	\$350,000
		All Other Markets	\$300,000
NEW BRUNSWICK	Canada East	All Markets	\$300,000
NEWFOUNDLAND	Canada East	All Markets	\$300,000
NORTHWEST TERRITORIES	Canada West	All Markets	\$300,000
NOVA SCOTIA	Canada East	All Markets	\$300,000
ONTARIO	Canada Central	Hamilton	\$300,000
		Kitchener	\$300,000
		London	\$200,000
		St. Catharines, Niagara	\$200,000
		Toronto	\$400,000
		All Other Markets	\$200,000
	Canada East	Ottawa	\$350,000
PEI	Canada East	All Markets	\$200,000
QUEBEC	Canada East	Montreal	\$400,000
		All Other Markets	\$300,000
SASKATCHEWAN	Canada West	Regina	\$350,000
		Saskatoon	\$350,000
		All Markets	\$300,000
YUKON	Canada West	All Markets	\$300,000

STATE	CHAPTER	MARKET	GFI
JUAREZ	El Paso	Juarez	\$300,000
ALL (Except Juarez)	Mexico	Mexico Territory (Except Juarez)	\$300,000