

SOCIETY OF INDUSTRIAL AND OFFICE REALTORS®

Gross Fee Income (GFI) Requirements



To fulfill the volume-of-business requirement for the SIOR designation, applicants for membership must fulfill the Gross Fee Income (GFI) requirements set by local chapters for individual markets by submitting an approved affidavit signed by the applicant's CFO or managing broker. If an applicant has neither, the affidavit may be completed by a CPA. (Download from www.sior.com).

SIOR evaluates volume-of-business based on Gross Fee Income (GFI). GFI is that amount that the applicant's firm receives (before splits) that is directly attributable to the applicant.

Applicants submit 60 months of GFI. SIOR will evaluate using the three best 12-month periods of these years. (Note: The years are not necessarily calendar years. An applicant submitting in July would have June-July years).

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

Requirements:

Industrial, Office, and Advisory Specialists:

- GFI requirement in three out of the five most recent 12-month periods.
- At least 5 transactions per year.
- At least 70% of the GFI requirement must be comprised of industrial and/or office transactions.

Sales Management Specialists:

- Multiply the GFI requirement by 10 agents, and take 75% of the resulting figure, this is the yearly GFI.
- When filling in the affidavit, use your top 10 industrial and/or office brokers.
- At least 70% of the GFI requirement must be comprised of industrial and/or office transactions.

Dual (Industrial & Office) Specialists:

- Double the GFI requirement in three out of the five most recent 12-month periods.
- At least 10 transactions per year.
- At least 70% of the stated GFI requirement must be comprised of industrial transactions AND at least 70% of the GFI requirement must be comprised of office transactions.

Questions? Please contact Sumner Crosby, Manager of Admissions, at 202.449.8234 or scrosby@sior.com.

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Chapter	State/Province	Market	Gross Fee Income
Arizona	Arizona	All other markets	\$300,000
Arizona	Arizona	Phoenix Metropolitan	\$400,000
Arizona	Arizona	Tucson Metro Area	\$300,000
Arkansas	Arkansas	All markets	\$200,000
Canada Central	Ontario	All other markets	\$200,000
Canada Central	Ontario	Hamilton	\$300,000
Canada Central	Ontario	Kitchener	\$300,000
Canada Central	Ontario	London	\$200,000
Canada Central	Ontario	St. Catharine/ Niagara	\$200,000
Canada Central	Ontario	Toronto	\$400,000
Canada East	New Brunswick	All markets	\$200,000
Canada East	Newfoundland	All markets	\$200,000
Canada East	Nova Scotia	All markets	\$200,000
Canada East	Ontario	Ottawa	\$200,000
Canada East	Prince Edward Island	All markets	\$200,000
Canada East	Quebec	All other markets	\$200,000
Canada East	Quebec	Montreal	\$350,000
Canada West	Alberta	All other markets	\$300,000
Canada West	Alberta	Calgary	\$350,000
Canada West	Alberta	Edmonton	\$350,000
Canada West	British Columbia	All other markets	\$300,000
Canada West	British Columbia	Vancouver	\$350,000
Canada West	Manitoba	All other markets	\$300,000
Canada West	Manitoba	Winnipeg	\$350,000
Canada West	Northwest Territories	All markets	\$300,000
Canada West	Saskatchewan	All markets	\$300,000
Canada West	Yukon	All markets	\$300,000
Carolinas	North Carolina	All other markets	\$200,000
Carolinas	North Carolina	Asheville	\$200,000
Carolinas	North Carolina	Charlotte	\$300,000
Carolinas	North Carolina	Greensboro/ Winston-Salem	\$200,000
Carolinas	North Carolina	Greenville	\$200,000
Carolinas	North Carolina	Raleigh/ Durham	\$300,000
Carolinas	North Carolina	Wilmington	\$200,000
Carolinas	South Carolina	All other markets	\$200,000
Carolinas	South Carolina	Charleston	\$200,000
Carolinas	South Carolina	Columbia	\$200,000
Carolinas	South Carolina	Florence	\$200,000
Carolinas	South Carolina	Greenville/ Spartanburg	\$200,000
Carolinas	South Carolina	Hilton Head	\$200,000
Carolinas	South Carolina	Myrtle Beach	\$200,000
Central Texas	Texas	Austin	\$300,000
Central Texas	Texas	Bastrop/ Blanco/ Burnet/ Caldwell/ Concho/ Crockett/ Crane Counties	\$300,000

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Gross Fee Income (GFI) Requirements

Chapter	State/Province	Market	Gross Fee Income
Central Texas	Texas	Gillespie/ Hays/ Irion/ Kimble/ Llano/ Mason/ McCulloch/ Menard Counties	\$300,000
Central Texas	Texas	Reagan/ San Saba/ Schleicher/ Sutton/ Tom Green/ Travis Counties	\$300,000
Central Texas	Texas	Temple	\$200,000
Central Texas	Texas	Upton/ Ward/ Williamson Counties	\$300,000
Chicago	Illinois	All other markets	\$200,000
Chicago	Illinois	Cook/DuPage/Lake/McHenry/Kane/Will Counties	\$350,000
Colorado	Colorado	All other markets	\$200,000
Colorado	Colorado	Boulder/ Longmont	\$300,000
Colorado	Colorado	Colorado Springs	\$300,000
Colorado	Colorado	Denver Metro	\$300,000
Colorado	Colorado	Ft. Collins/ Loveland	\$300,000
Colorado	Colorado	Grand Junction	\$200,000
Colorado	Colorado	Greeley	\$200,000
Connecticut	Connecticut	All other markets	\$300,000
Connecticut	Connecticut	Bridgeport	\$200,000
Connecticut	Connecticut	Danbury	\$200,000
Connecticut	Connecticut	Hartford	\$300,000
Connecticut	Connecticut	New Haven	\$250,000
Connecticut	Connecticut	New London	\$200,000
Connecticut	Connecticut	Stamford	\$400,000
Connecticut	Connecticut	Waterbury	\$200,000
Connecticut	Massachusetts	Berkshire, Franklin, Hampden, and Hampshire Counties	\$200,000
Eastern Tennessee	Tennessee	All other markets	\$300,000
Eastern Tennessee	Tennessee	Chattanooga	\$200,000
Eastern Tennessee	Tennessee	Johnson City/ Kingsport	\$200,000
Eastern Tennessee	Tennessee	Knoxville	\$200,000
Eastern Tennessee	Tennessee	Nashville	\$300,000
El Paso	Texas	El Paso Metro Area	\$300,000
Florida	Florida	All other markets	\$200,000
Florida	Florida	Brevard County	\$200,000
Florida	Florida	Broward County	\$350,000
Florida	Florida	Daytona Beach	\$200,000
Florida	Florida	Ft. Pierce/ Pt. St. Lucie	\$200,000
Florida	Florida	Gainesville	\$200,000
Florida	Florida	Jacksonville	\$300,000
Florida	Florida	Lakeland/ Winter Haven	\$200,000
Florida	Florida	Miami/ Dade County	\$350,000
Florida	Florida	Ocala	\$200,000
Florida	Florida	Orlando	\$300,000
Florida	Florida	Palm Beach County	\$350,000
Florida	Florida	Sarasota/ Bradenton	\$200,000

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Gross Fee Income (GFI) Requirements

Chapter	State/Province	Market	Gross Fee Income
Florida	Florida	SW Florida	\$200,000
Florida	Florida	Tallahassee	\$200,000
Florida	Florida	Tampa Bay Area	\$300,000
Georgia	Georgia	All other markets	\$300,000
Georgia	Georgia	Atlanta/ Norcross/ Smyrna	\$400,000
Greater Los Angeles	California	Los Angeles/ Kern/ San Luis Obispo/ Santa Barbara/ Ventura Counties	\$300,000
Houston / Gulf Coast	Texas	Angelina/ Aransas/ Austin/ Bee/ Brazoria/ Burleson Counties	\$300,000
Houston / Gulf Coast	Texas	Beaumont	\$200,000
Houston / Gulf Coast	Texas	Calhoun/ Chambers/ Colorado/ Dewitt/ Fayette Counties	\$300,000
Houston / Gulf Coast	Texas	College Station	\$200,000
Houston / Gulf Coast	Texas	Corpus Christi	\$200,000
Houston / Gulf Coast	Texas	Galveston/ Goliad/ Gonzales/ Grimes/ Hardin Counties	\$300,000
Houston / Gulf Coast	Texas	Houston: Harris, Fort Bend, Montgomery Counties	\$400,000
Houston / Gulf Coast	Texas	Jackson/ Jasper/ Jim Wells/ Karnes/ Kleberg Counties	\$300,000
Houston / Gulf Coast	Texas	Lavaca/ Lee/ Liberty/ Live Oak/ Mata- Gorda/ Milam Counties	\$300,000
Houston / Gulf Coast	Texas	Newton/ Orange/ Polk/ Refugio/ San Jacinto/ San Patricio Counties	\$300,000
Houston / Gulf Coast	Texas	Trinity/ Tyler/ Victoria/ Walker/ Washington/ Waller/ Wharton Counties	\$300,000
Idaho	Idaho	All markets	\$200,000
Indiana / Kentucky	Indiana	All other markets	\$200,000
Indiana / Kentucky	Indiana	Indianapolis Metro	\$350,000
Indiana / Kentucky	Kentucky	All markets	\$250,000
Inland Empire / Orange County	California	Orange County	\$400,000
Inland Empire / Orange County	California	Riverside County - All other markets	\$400,000
Inland Empire / Orange County	California	Riverside County - Coachella Valley	\$200,000
Inland Empire / Orange County	California	Riverside County - Victorville	\$200,000
Inland Empire / Orange County	California	San Bernardino County	\$400,000
Iowa-Nebraska	Illinois	Moline & Rock Island	\$300,000
Iowa-Nebraska	Iowa	All other markets	\$200,000
Iowa-Nebraska	Iowa	Des Moines	\$300,000
Iowa-Nebraska	Montana	All markets	\$200,000
Iowa-Nebraska	Nebraska	All other markets	\$300,000
Iowa-Nebraska	Nebraska	Lincoln	\$200,000
Iowa-Nebraska	Nebraska	Omaha	\$300,000
Iowa-Nebraska	Wyoming	All other markets	\$200,000
Louisiana / Miss. / Alabama	Alabama	All other markets	\$300,000

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Gross Fee Income (GFI) Requirements

Chapter	State/Province	Market	Gross Fee Income
Louisiana / Miss. / Alabama	Alabama	Birmingham	\$300,000
Louisiana / Miss. / Alabama	Alabama	Fairhope	\$200,000
Louisiana / Miss. / Alabama	Alabama	Huntsville	\$200,000
Louisiana / Miss. / Alabama	Alabama	Mobile	\$200,000
Louisiana / Miss. / Alabama	Alabama	Montgomery	\$200,000
Louisiana / Miss. / Alabama	Alabama	Tuscaloosa	\$200,000
Louisiana / Miss. / Alabama	Florida	Gulf Breeze	\$200,000
Louisiana / Miss. / Alabama	Florida	Pensacola/ Gulf Breeze	\$200,000
Louisiana / Miss. / Alabama	Louisiana	All other markets	\$300,000
Louisiana / Miss. / Alabama	Louisiana	Baton Rouge	\$300,000
Louisiana / Miss. / Alabama	Louisiana	Lafayette	\$200,000
Louisiana / Miss. / Alabama	Louisiana	Lake Charles	\$200,000
Louisiana / Miss. / Alabama	Louisiana	Monroe	\$200,000
Louisiana / Miss. / Alabama	Louisiana	New Orleans	\$200,000
Louisiana / Miss. / Alabama	Louisiana	Shreveport	\$200,000
Louisiana / Miss. / Alabama	Mississippi	All other markets	\$300,000
Louisiana / Miss. / Alabama	Mississippi	Hattiesburg	\$200,000
Louisiana / Miss. / Alabama	Mississippi	Jackson	\$200,000
Maryland / DC / N. Virginia	District of Columbia	All markets	\$250,000
Maryland / DC / N. Virginia	Maryland	Baltimore	\$250,000
Maryland / DC / N. Virginia	Maryland	Eastern Shore	\$200,000
Maryland / DC / N. Virginia	Maryland	Northeast Maryland	\$200,000
Maryland / DC / N. Virginia	Maryland	Western Maryland	\$200,000
Maryland / DC / N. Virginia	Virginia	Northern Virginia	\$250,000
Memphis	Tennessee	Memphis	\$200,000
Michigan	Michigan	All markets	\$300,000
Minnesota	Minnesota	All other markets	\$300,000
Minnesota	Minnesota	Rochester	\$200,000
Minnesota	Minnesota	St. Paul/ Minneapolis	\$350,000
Minnesota	North Dakota	All other markets	\$300,000
Minnesota	North Dakota	Fargo	\$200,000
Minnesota	South Dakota	All other markets	\$200,000
Minnesota	South Dakota	Sioux Falls	\$300,000
New England	Maine	All markets	\$300,000
New England	Massachusetts	All other markets	\$300,000
New England	New Hampshire	All markets	\$300,000
New England	Rhode Island	All markets	\$300,000
New England	Vermont	All markets	\$300,000
New Jersey	New Jersey	Central New Jersey	\$400,000
New Jersey	New Jersey	Northern New Jersey	\$400,000
New Jersey	New Jersey	Southern New Jersey	\$300,000
New Mexico	New Mexico	All markets	\$300,000
North Texas	Texas	All other markets	\$200,000

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Chapter	State/Province	Market	Gross Fee Income
North Texas	Texas	Coryell/ McLennan	\$200,000
North Texas	Texas	Dallas/ Collin/ Tarrant	\$400,000
North Texas	Texas	Denton/ Rockwall	\$400,000
North Texas	Texas	Ector/ Midland	\$200,000
North Texas	Texas	Grayson	\$300,000
North Texas	Texas	Henderson/ Smith	\$200,000
North Texas	Texas	Hunt County	\$300,000
North Texas	Texas	Johnson/ Ellis	\$300,000
North Texas	Texas	Kaufman County	\$300,000
North Texas	Texas	Lubbock	\$200,000
North Texas	Texas	Parker/ Hood	\$300,000
North Texas	Texas	Potter/ Randall	\$200,000
North Texas	Texas	Taylor	\$200,000
North Texas	Texas	Upshur/ Greg/ Harrison	\$200,000
North Texas	Texas	Wichita/ Archer	\$200,000
North Texas	Texas	Wise/ Fannin/ Cooke	\$300,000
Northern California	California	All other markets	\$400,000
Northern California	California	Fresno	\$300,000
Northern California	California	Stockton	\$400,000
Northern California	Nevada	All other markets	\$300,000
Northern California	Nevada	Carson City	\$250,000
Northern California	Nevada	Reno	\$300,000
NYC / Downstate New York	New York	Bronx County	\$300,000
NYC / Downstate New York	New York	Dutchess County	\$200,000
NYC / Downstate New York	New York	Kings County	\$300,000
NYC / Downstate New York	New York	Nassau County	\$300,000
NYC / Downstate New York	New York	New York County	\$400,000
NYC / Downstate New York	New York	Orange County	\$200,000
NYC / Downstate New York	New York	Putnam County	\$200,000
NYC / Downstate New York	New York	Queens County	\$300,000
NYC / Downstate New York	New York	Richmond County	\$300,000
NYC / Downstate New York	New York	Rockland County	\$200,000
NYC / Downstate New York	New York	Suffolk County	\$300,000
NYC / Downstate New York	New York	Sullivan County	\$200,000
NYC / Downstate New York	New York	Ulster County	\$200,000
NYC / Downstate New York	New York	Westchester County	\$300,000
Ohio	Ohio	Akron	\$200,000
Ohio	Ohio	All other markets	\$200,000
Ohio	Ohio	Canton/ Massillon	\$200,000
Ohio	Ohio	Cincinnati	\$250,000
Ohio	Ohio	Cleveland	\$200,000
Ohio	Ohio	Columbus	\$200,000
Ohio	Ohio	Dayton/ Springfield	\$200,000
Ohio	Ohio	Toledo	\$200,000

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Chapter	State/Province	Market	Gross Fee Income
Ohio	Ohio	Youngstown/ Warren	\$200,000
Oklahoma	Oklahoma	All markets	\$300,000
Oregon	Oregon	All other markets	\$200,000
Oregon	Oregon	Eugene/ Springfield	\$200,000
Oregon	Oregon	Portland/ Salem	\$300,000
Philadelphia Regional	Delaware	Kent, New Castle, Sussex Counties	\$300,000
Philadelphia Regional	Pennsylvania	All other markets	\$200,000
Philadelphia Regional	Pennsylvania	Harrisburg (Cumberland, Lebanon, Dauphin Counties)	\$300,000
Philadelphia Regional	Pennsylvania	Lancaster/ Reading/ York	\$200,000
Philadelphia Regional	Pennsylvania	Lehigh Valley	\$300,000
Philadelphia Regional	Pennsylvania	Northeast PA (Schuylkill, Lackawanna, Luzerne Counties)	\$200,000
Philadelphia Regional	Pennsylvania	Philadelphia	\$300,000
San Antonio/ South Texas	Texas	Atascosa/ Bexar/ Brooks/ Cameron/ Comal Counties	\$300,000
San Antonio/ South Texas	Texas	Dimmit/ Duval/ Edwards/ Frio/ Guadalupe Counties	\$300,000
San Antonio/ South Texas	Texas	Hidalgo/ Jim Hogg/ Kendall/ Kenedy/ Kerr/ Kinney Counties	\$300,000
San Antonio/ South Texas	Texas	Laredo	\$300,000
San Antonio/ South Texas	Texas	LaSalle/ Maverick/ McMullen/ Medina/ Real/ Starr Counties	\$300,000
San Antonio/ South Texas	Texas	Rio Grande Valley (Brownsville, Harlingen & McAllen)	\$200,000
San Antonio/ South Texas	Texas	San Antonio	\$300,000
San Antonio/ South Texas	Texas	Uvalde/ Valverde/ Webb/ Willacy/ Wilson/ Zapata/ Zavala Counties	\$300,000
San Diego	California	San Diego (Imperial and San Diego Counties)	\$400,000
Southern Nevada	Nevada	Las Vegas	\$300,000
St. Louis	Missouri	St. Louis	\$300,000
Upstate New York	New York	Albany	\$200,000
Upstate New York	New York	All other markets	\$200,000
Upstate New York	New York	Binghamton	\$200,000
Upstate New York	New York	Buffalo	\$200,000
Upstate New York	New York	Corning/Elmira	\$200,000
Upstate New York	New York	Ithaca	\$200,000
Upstate New York	New York	Rochester	\$200,000
Upstate New York	New York	Syracuse	\$200,000
Utah	Utah	All other markets	\$200,000
Utah	Utah	Salt Lake/ Weber/ Davis/ Summit Counties	\$250,000
Utah	Wyoming	Lincoln County	\$200,000
Utah	Wyoming	Sublette County	\$200,000
Utah	Wyoming	Sweetwater County	\$200,000
Utah	Wyoming	Teton County	\$200,000

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Chapter	State/Province	Market	Gross Fee Income
Utah	Wyoming	Uinta County	\$200,000
Virginia	Virginia	Central VA (Richmond, Petersburg)	\$300,000
Virginia	Virginia	Eastern VA (Norfolk, VA Beach, Newport News, Williamsburg)	\$250,000
Virginia	Virginia	Lynchburg	\$200,000
Virginia	Virginia	Western VA (Roanoke, Charlottesville)	\$250,000
Virginia	West Virginia	All markets	\$300,000
Washington	Washington	All other markets	\$200,000
Washington	Washington	King County	\$400,000
Washington	Washington	Pierce/ Thurston Counties	\$300,000
Washington	Washington	Snohomish County	\$300,000
Western Missouri / Kansas	Kansas	All other markets	\$200,000
Western Missouri / Kansas	Kansas	Johnson County	\$300,000
Western Missouri / Kansas	Kansas	Wyandotte County	\$300,000
Western Missouri / Kansas	Missouri	All other markets	\$200,000
Western Missouri / Kansas	Missouri	Clay County	\$300,000
Western Missouri / Kansas	Missouri	Jackson County	\$300,000
Western Missouri / Kansas	Missouri	Platte County	\$300,000
Western Pennsylvania	Pennsylvania	All other markets	\$200,000
Western Pennsylvania	Pennsylvania	Pittsburgh Region	\$300,000
Wisconsin	Wisconsin	All other markets	\$200,000
Wisconsin	Wisconsin	Milwaukee	\$300,000
	Alaska	All markets	\$300,000
	Hawaii	All markets	\$300,000