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## **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](http://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 an August-July breakdown).

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

### **Member Associates**

- Meet 50% of the lower (either office or industrial) GFI requirement for any 12 consecutive months out of the last 18 months

### **Industrial and Advisory Specialists**

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

### **Office Specialists**

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

### **Dual (Industrial & Office) Specialists**

- Meet the combined total GFI requirement in each specialty type for three (3) out of the four (4) most recent 12-month periods
- 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 average Office and Industrial GFI requirement by 7.5 to determine the minimum GFI that must be generated by applicants ten (10) agent/brokers
- 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
- Meet or exceed 100% of the GFI requirement in three (3) out of the four (4) most recent 12-month periods

**Questions?** Please contact your assigned Manager of Admissions.

**GROSS FEE INCOME (GFI) REQUIREMENTS**

STATE	CHAPTER	COUNTY	INDUSTRIAL GFI	OFFICE GFI	MA GFI
ALASKA	N/A	All Counties	\$400,000	\$400,000	\$200,000
ALABAMA	Louisiana, Mississippi, Alabama, NW Florida	Jefferson, Shelby Counties	\$350,000	\$350,000	\$175,000
		Baldwin, Mobile Counties	\$300,000	\$300,000	\$150,000
		All other counties in chapter jurisdiction	\$300,000	\$300,000	\$150,000
ARIZONA	Arizona	Maricopa County	\$550,000	\$550,000	\$275,000
		Pima County	\$350,000	\$350,000	\$175,000
		All other counties in chapter jurisdiction	\$300,000	\$300,000	\$150,000
ARKANSAS	Arkansas	All counties, excluding Crittenden County	\$200,000	\$200,000	\$100,000
	Memphis	Crittenden County	\$200,000	\$200,000	\$100,000
CALIFORNIA	Greater Los Angeles	Kern, Los Angeles, San Luis Obispo, Santa Barbara, Ventura Counties	\$600,000	\$400,000	\$200,000
	Inland Empire / Orange County	Orange, Riverside, San Bernardino Counties	\$600,000	\$400,000	\$200,000
		Riverside County - Coachella Valley (Cathedral City, Desert Hot Springs, Indio, Indian Wells, La Quinta, Palm Desert, Palm Springs, Rancho Mirage, Thousand Palms)	\$250,000	\$200,000	\$100,000
		San Bernardino County - Mojave River Valley (Adelanto, Apple Valley, Victorville, Hesperia)	\$250,000	\$200,000	\$100,000
	Northern California / Northern Nevada	Alameda, Contra Costa, San Francisco, San Joaquin, San Mateo, Santa Clara Counties	\$500,000	\$500,000	\$250,000
		El Dorado, Marin, Napa, Placer, Sacramento, Solano, Sonoma, Yolo Counties	\$400,000	\$400,000	\$200,000
		Fresno, Merced, Stanislaus, Tulare Counties	\$350,000	\$350,000	\$175,000
		All other counties in chapter jurisdiction	\$300,000	\$300,000	\$150,000
	San Diego	Imperial County	\$200,000	\$200,000	\$100,000
		San Diego County	\$500,000	\$500,000	\$250,000
COLORADO	Colorado	All counties in chapter jurisdiction	\$350,000	\$350,000	\$175,000
CONNECTICUT	Connecticut	Lower Fairfield County	\$400,000	\$400,000	\$200,000
		Hartford County	\$300,000	\$300,000	\$150,000
		So. New Haven County	\$300,000	\$300,000	\$150,000
		All other counties in chapter jurisdiction	\$200,000	\$200,000	\$100,000
DELAWARE	Philadelphia	All counties in chapter jurisdiction	\$300,000	\$300,000	\$150,000
DIST. OF COLUMBIA	Maryland, DC, Northern Virginia	All wards in chapter jurisdiction	\$400,000	\$400,000	\$200,000

FLORIDA	Florida	Broward, Hillsborough, Miami – Dade, Palm Beach, Pasco, Pinellas Counties	\$600,000	\$500,000	\$250,000
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**GROSS FEE INCOME (GFI) REQUIREMENTS**

STATE	CHAPTER	COUNTY	INDUSTRIAL GFI	OFFICE GFI	MA GFI
		Clay, Duval, Lake, Orange, Osceola, Seminole, St. Johns Counties	\$400,000	\$400,000	\$200,000
		Polk	\$350,000	\$350,000	\$175,000
		All other counties in chapter jurisdiction	\$250,000	\$200,000	\$100,000
	Louisiana, Mississippi, Alabama, NW Florida	Bay, Escambia, Santa Rosa, Walton Counties	\$300,000	\$300,000	\$150,000
GEORGIA	Georgia	Barrow, Bartow, Burgun, Butts, Cherokee, Carroll, Chatham Clayton, Cobb, Coweta, Dawson, DeKalb, Douglas, Effingham Fayette, Fulton, Forsyth, Gwinnett, Hall, Haralson, Heard, Henry, Jasper, Lamar, Meriwether, Newton, Morgan, Paulding, Pickens, Pike, Rockdale, Spalding, Walton Counties	\$600,000	\$400,000	\$200,000
		All other counties in chapter jurisdiction	\$300,000	\$300,000	\$150,000
HAWAII	N/A	All Counties	\$400,000	\$400,000	\$200,000
IDAHO	Idaho	All counties in chapter jurisdiction	\$400,000	\$400,000	\$200,000
ILLINOIS	Chicago	Cook, DuPage, Kane, Lake, McHenry, Will Counties	\$500,000	\$400,000	\$200,000
		All other counties in chapter jurisdiction	\$300,000	\$250,000	\$125,000
	Iowa-Nebraska	Rock Island County	\$200,000	\$200,000	\$100,000
	St. Louis	Bond, Calhoun, Clinton, Jersey, Macoupin, Madison, Monroe, St. Clair Counties	\$350,000	\$350,000	\$175,000
INDIANA	Indiana	Boone, Hamilton, Hancock, Hendricks, Johnson, Marion, Morgan, Shelby Counties	\$400,000	\$400,000	\$200,000
		All other counties in chapter jurisdiction	\$250,000	\$250,000	\$125,000
IOWA	Iowa-Nebraska	Dallas, Madison, Polk, Pottawattamie, Warren Counties	\$350,000	\$350,000	\$175,000
		All other counties in chapter jurisdiction	\$250,000	\$250,000	\$125,000
KANSAS	Western Missouri – Kansas	Johnson, Wyandotte Counties	\$400,000	\$400,000	\$200,000
		All other counties in chapter jurisdiction	\$300,000	\$300,000	\$150,000
KENTUCKY	Kentucky	Boone, Bullitt, Campbell, Fayette, Jefferson, Kenton, Oldham, Shelby Counties	\$300,000	\$300,000	\$150,000
		All other counties in chapter jurisdiction	\$250,000	\$250,000	\$125,000
LOUISIANA	Louisiana, Mississippi, Alabama, NW Florida	East and West Baton Rouge, Orleans, Jefferson Counties	\$300,000	\$300,000	\$150,000
		All other counties in chapter jurisdiction	\$300,000	\$300,000	\$150,000
MAINE	New England	All counties in chapter jurisdiction	\$300,000	\$300,000	\$150,000

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**GROSS FEE INCOME (GFI) REQUIREMENTS**

STATE	CHAPTER	COUNTY	INDUSTRIAL GFI	OFFICE GFI	MA GFI
MARYLAND	Maryland, DC, Northern Virginia	Anne Arundel, Baltimore, Harford, Howard, Montgomery, Prince George's Counties Cities: Baltimore	\$400,000	\$400,000	\$200,000
		All other counties in chapter jurisdiction	\$300,000	\$300,000	\$150,000
MASSACHUSETTS	Connecticut	Berkshire, Franklin, Hampden, Hampshire Counties	\$200,000	\$200,000	\$100,000
	New England	All other counties in chapter jurisdiction	\$350,000	\$350,000	\$175,000
MICHIGAN	Michigan	All counties in chapter jurisdiction	\$300,000	\$300,000	\$150,000
MINNESOTA	Minnesota / Dakotas	Anoka, Carver, Dakota, Hennepin, Ramsey, Washington Counties	\$500,000	\$500,000	\$250,000
		All other counties in chapter jurisdiction	\$400,000	\$400,000	\$200,000
MISSISSIPPI	Louisiana, Mississippi, Alabama, NW Florida	All counties, excluding Desoto County	\$300,000	\$300,000	\$150,000
	Memphis	Desoto County	\$200,000	\$200,000	\$100,000
MISSOURI	St. Louis	Boone, Franklin, Jefferson, Lincoln, St. Charles, St. Louis, Warren, Washington Counties Cities: St. Louis	\$350,000	\$350,000	\$175,000
	Western Missouri – Kansas	Clay, Jackson, Platte Counties	\$400,000	\$400,000	\$200,000
		All other counties in chapter jurisdiction	\$350,000	\$350,000	\$175,000
MONTANA	Idaho	All counties West of the Continental Divide	\$400,000	\$400,000	\$200,000
	Iowa - Nebraska	All counties East of the Continental Divide	\$200,000	\$200,000	\$100,000
NEBRASKA	Iowa – Nebraska	Douglass, Sarpy Counties	\$350,000	\$350,000	\$175,000
		All other counties in chapter jurisdiction	\$250,000	\$250,000	\$125,000
NEVADA	Northern California / Northern Nevada	Washoe County	\$500,000	\$400,000	\$200,000
		All other counties in chapter jurisdiction	\$300,000	\$300,000	\$150,000
	Southern Nevada	Clark County	\$750,000	\$500,000	\$250,000
		All other counties in chapter jurisdiction	\$300,000	\$300,000	\$150,000
NEW HAMPSHIRE	New England	All counties in chapter jurisdiction	\$300,000	\$300,000	\$150,000
NEW JERSEY	New Jersey	Bergen, Essex, Hudson, Hunterdon, Mercer, Middlesex, Monmouth, Morris, Passaic, Somerset, Sussex, Union, Warren Counties	\$500,000	\$400,000	\$200,000
		All other counties in chapter jurisdiction	\$500,000	\$400,000	\$200,000
NEW MEXICO	New Mexico	All counties in chapter jurisdiction	\$400,000	\$400,000	\$200,000
NEW YORK	NYC Downstate	New York County	\$500,000	\$500,000	\$250,000

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**GROSS FEE INCOME (GFI) REQUIREMENTS**

STATE	CHAPTER	COUNTY	INDUSTRIAL GFI	OFFICE GFI	MA GFI
		Bronx, Kings, Nassau, Queens, Richmond, Suffolk, Westchester Counties	\$300,000	\$300,000	\$150,000
		Dutchess, Putnam, Orange, Rockland, Sullivan, Ulster Counties	\$200,000	\$200,000	\$100,000
	Upstate New York	Genesee, Livingston, Monroe, Ontario, Wayne Counties	\$300,000	\$300,000	\$150,000
		Cattaraugus, Erie, Niagara Counties	\$350,000	\$300,000	\$150,000
		Albany, Columbia, Essex, Fulton, Greene, Montgomery, Rensselaer, Saratoga, Schenectady, Schoharie, Washington, Warren Counties	\$250,000	\$250,000	\$125,000
		Cayuga, Madison, Onondaga, Oswego Counties	\$250,000	\$200,000	\$100,000
		Chemung, Schuyler, Steuben Counties	\$250,000	\$200,000	\$100,000
		All other counties in chapter jurisdiction	\$200,000	\$200,000	\$100,000
NORTH CAROLINA	Carolinas	Mecklenburg County	\$450,000	\$350,000	\$175,000
		Durham, Orange, Wake Counties	\$450,000	\$300,000	\$150,000
		All other counties in chapter jurisdiction	\$350,000	\$250,000	\$125,000
NORTH DAKOTA	Minnesota / Dakotas	All counties in chapter jurisdiction	\$400,000	\$400,000	\$200,000
OHIO	Ohio	Butler, Clermont, Hamilton, Warren Counties	\$300,000	\$300,000	\$150,000
		All other counties in chapter jurisdiction	\$300,000	\$300,000	\$150,000
OKLAHOMA	Oklahoma	All counties in chapter jurisdiction	\$350,000	\$350,000	\$175,000
OREGON	Oregon	Clackamas, Marion, Multnomah, Washington Counties	\$350,000	\$350,000	\$175,000
		Polk County	\$300,000	\$300,000	\$150,000
		All other counties in chapter jurisdiction	\$200,000	\$200,000	\$100,000
PENNSYLVANIA	Philadelphia	Bucks, Chester, Cumberland, Dauphin, Delaware, Lebanon, Lehigh, Monroe, Montgomery, Northampton, Philadelphia, Pike Counties	\$300,000	\$300,000	\$150,000
		All other counties in chapter jurisdiction	\$200,000	\$200,000	\$100,000
	Pittsburgh / Western Pennsylvania	Allegheny, Armstrong, Beaver, Butler, Greene, Washington, Westmoreland Counties	\$400,000	\$400,000	\$200,000
		All other counties in chapter jurisdiction	\$250,000	\$250,000	\$125,000
RHODE ISLAND	New England	All counties in chapter jurisdiction	\$300,000	\$300,000	\$150,000
SOUTH CAROLINA	Carolinas	Charleston, Dorchester, Greenville, Spartanburg Counties	\$450,000	\$300,000	\$150,000
		All other counties in chapter jurisdiction	\$350,000	\$250,000	\$125,000
SOUTH DAKOTA	Minnesota / Dakotas	All counties in chapter jurisdiction	\$400,000	\$400,000	\$200,000

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**GROSS FEE INCOME (GFI) REQUIREMENTS**

STATE	CHAPTER	COUNTY	INDUSTRIAL GFI	OFFICE GFI	MA GFI
<b>TENNESSEE</b>	Memphis	Shelby County	\$200,000	\$200,000	\$100,000
	Middle and East Tennessee	Davidson, Dickson, Maury, Montgomery, Robertson, Rutherford, Sumner, Williamson, Wilson Counties	\$500,000	\$400,000	\$200,000
		All other counties, excluding Shelby County	\$350,000	\$350,000	\$175,000
		Anderson, Blount, Campbell, Cocke, Grainger, Hamblen, Jefferson, Knox, Loudon, Morgan, Roane, Sevier, Union Counties	\$350,000	\$350,000	\$175,000
		Hamilton, Bradley Counties	\$250,000	\$250,000	\$125,000
		Carter, Greene, Hancock, Sullivan, Unicoi, Washington Counties	\$200,000	\$200,000	\$100,000
		Cities: Johnson City, Kingsport, Bristol			
<b>TEXAS</b>	Austin / Central Texas	Hays, Travis, Williamson Counties	\$400,000	\$400,000	\$200,000
		All other counties in chapter jurisdiction	\$300,000	\$300,000	\$150,000
	DFW / North Texas	Collin, Dallas, Denton, Rockwall Tarrant Counties	\$600,000	\$600,000	\$300,000
		Cooke, Ellis, Fannin, Grayson, Hood, Hunt, Johnson, Kaufman, Parker, Wise Counties	\$300,000	\$300,000	\$150,000
		Archer, Coryell, Greg, Ector, Harrison, Henderson, Lubbock, McLennan, Midland, Potter, Randall, Smith, Taylor, Upshur, Wichita Counties	\$300,000	\$300,000	\$150,000
	El Paso Southwest	El Paso	\$500,000	\$500,000	\$250,000
		Brewster, Culberson, Jeff Davis, Hudspeth, Pecos, Presidio, Reeves, Terrel Counties	\$300,000	\$300,000	\$150,000
	Houston / Gulf Coast	Austin, Brazoria, Chambers, Fort Bend, Galveston, Harris, Lavaca, Lee, Liberty, Live Oak, Matagorda, Milam, Montgomery, San Jacinto, Walker, Waller Counties	\$500,000	\$500,000	\$250,000
		All other counties in chapter jurisdiction	\$300,000	\$300,000	\$150,000
	San Antonio / South Texas	Atascosa, Bexar, Brooks, Cameron, Comal, Dimmit, Duval, Edwards, Frio, Guadalupe, Hidalgo, Jim Hogg, Kendall, Kennedy, Kerr, Kinney, La Salle, Maverick, McMullen, Medina, Real, Starr Counties	\$400,000	\$400,000	\$200,000
<b>UTAH</b>	Utah	All counties in chapter jurisdiction	\$300,000	\$300,000	\$150,000
<b>VERMONT</b>	New England	All counties in chapter jurisdiction	\$250,000	\$250,000	\$125,000

<b>VIRGINIA</b>	Maryland, DC, Northern Virginia	All counties in chapter jurisdiction	\$400,000	\$400,000	\$200,000
	Virginia	Chesterfield, Henrico, Hanover, Powhatan Counties	\$300,000	\$300,000	\$150,000
		Cities: Fredericksburg, Richmond			
		Albemarle, Botetourt, Chesapeake, Gloucester, Isle of Wight, Matthews, Middlesex, Norfolk,	\$300,000	\$250,000	\$125,000

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**GROSS FEE INCOME (GFI) REQUIREMENTS**

STATE	CHAPTER	COUNTY	INDUSTRIAL GFI	OFFICE GFI	MA GFI
		Prince George, Roanoke, Suffolk, Surry, York Counties  Cities: Charlottesville, Hampton, Newport News, Salem, Virginia Beach, Williamsburg			
		Amherst, Appomattox, Bedford, Campbell Counties  Cities: Lynchburg	\$250,000	\$250,000	\$125,000
<b>WASHINGTON</b>	Oregon	Clark County	\$350,000	\$350,000	\$175,000
	Washington	King County	\$400,000	\$400,000	\$200,000
		Pierce, Snohomish, Thurston Counties	\$300,000	\$300,000	\$150,000
		All other counties in chapter jurisdiction	\$200,000	\$200,000	\$100,000
<b>WEST VIRGINIA</b>	Western Pennsylvania	All counties in chapter jurisdiction	\$250,000	\$250,000	\$125,000
	Virginia	All counties in chapter jurisdiction	\$200,000	\$200,000	\$100,000
<b>WISCONSIN</b>	Wisconsin	Kenosha, Milwaukee, Ozaukee, Racine, Walworth, Washington, Waukesha Counties	\$350,000	\$350,000	\$175,000
		Dane County	\$300,000	\$300,000	\$150,000
		All other counties in chapter jurisdiction	\$250,000	\$250,000	\$125,000
<b>WYOMING</b>	Iowa – Nebraska	Albany, Big Horn, Campbell, Carbon, Converse, Crook, Fremont, Goshen, Hot Springs, Johnson, Laramie, Natrona, Niobrara, Park, Platte, Sheridan, Weston, Washakie Counties	\$200,000	\$200,000	\$100,000
	Utah	Lincoln, Sublette, Sweetwater, Teton, Uinta Counties	\$200,000	\$200,000	\$100,000

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TERRITORY	CHAPTER	MARKET	INDUSTRIAL GFI	OFFICE GFI	MA GFI
<b>PUERTO RICO</b>	N/A	All Markets	\$300,000	\$300,000	\$150,000

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**GROSS FEE INCOME (GFI) REQUIREMENTS**

PROVINCE	CHAPTER	MARKET	INDUSTRIAL GFI	OFFICE GFI	MA GFI
ALBERTA	Canada West	City of Calgary	C\$400,000	C\$400,000	C\$ 200,000
		City of Edmonton; Rocky View & Foothills Counties	C\$350,000	C\$350,000	C\$175,000
		All other markets in chapter jurisdiction	C\$ 300,000	C\$ 300,000	C\$ 150,000
BRITISH COLUMBIA	Canada West	Metro Vancouver	C\$400,000	C\$400,000	C\$ 200,000
		All other markets in chapter jurisdiction	C\$ 300,000	C\$ 300,000	C\$ 150,000
MANITOBA	Canada West	Winnipeg Metro Region	C\$ 350,000	C\$ 350,000	C\$ 175,000
		All other markets in chapter jurisdiction	C\$ 300,000	C\$ 300,000	C\$ 150,000
NEW BRUNSWICK	Canada East	All Markets	C\$ 300,000	C\$ 300,000	C\$ 150,000
NEWFOUNDLAND	Canada East	All Markets	C\$ 300,000	C\$ 300,000	C\$ 150,000
NORTHWEST TERRITORIES	Canada West	All Markets	C\$ 300,000	C\$ 300,000	C\$ 150,000
NOVA SCOTIA	Canada East	All Markets	C\$ 300,000	C\$ 300,000	C\$ 150,000
ONTARIO	Canada Central	City of Toronto; Regions of York, Durham, Peel, Halton	C\$500,000	C\$ 400,000	C\$ 250,000
		City of Hamilton; Region of Waterloo	C\$375,000	C\$ 300,000	C\$ 175,000
		All other markets in chapter jurisdiction	C\$250,000	C\$ 200,000	C\$ 125,000
	Canada East	Ottawa	C\$ 350,000	C\$ 350,000	C\$ 175,000
PEI	Canada East	All Markets	C\$ 200,000	C\$ 200,000	C\$ 100,000
QUEBEC	Canada East	Island of Montreal, Laval, Urban Agglomeration of Longueuil	C\$ 400,000	C\$ 400,000	C\$ 200,000
		City of Gatineau	C\$ 300,000	C\$ 300,000	C\$ 150,000
		All other markets in chapter jurisdiction	C\$ 250,000	C\$ 250,000	C\$ 125,000
SASKATCHEWAN	Canada West	City of Regina, City of Saskatoon	C\$ 350,000	C\$ 350,000	C\$ 175,000
		All other markets in chapter jurisdiction	C\$ 350,000	C\$ 300,000	C\$ 150,000
YUKON	Canada West	All Markets	C\$ 300,000	C\$ 300,000	C\$ 150,000

STATE	CHAPTER	MARKET	INDUSTRIAL GFI	OFFICE GFI	MA GFI (Industrial)	MA GFI (Office)
CHIHUAHUA	El Paso	Cities: Juarez	\$500,000 MXN	\$500,000 MXN	\$250,000 MXN	\$250,000 MXN
ALL (Except Juarez)	Mexico	Mexico Territory, excluding Juarez	\$400,000 MXN	\$400,000 MXN	\$200,000 MXN	\$200,000 MXN

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