



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 36-60 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 Taylor Miller, Manager of Admissions, at 202.449.8234 or tmiller@sior.com.

State/Prov	Market	Chapter	Gross Income Fee
AL	Birmingham	Louisiana / Miss. / Alabama	\$300,000
AL	Fairhope	Louisiana / Miss. / Alabama	\$200,000
AL	Huntsville	Louisiana / Miss. / Alabama	\$200,000
AL	Mobile	Louisiana / Miss. / Alabama	\$200,000
AL	Montgomery	Louisiana / Miss. / Alabama	\$200,000
AL	Tuscaloosa	Louisiana / Miss. / Alabama	\$200,000
AB	Alb., other	Western Canada	\$200,000
AB	Calgary	Western Canada	\$300,000
AB	Edmonton	Western Canada	\$200,000
AR	Arkansas	Arkansas	\$200,000
AZ	Phoenix Metropolitan	Southwest	\$400,000
AZ	Tucson Metro Area	Southwest	\$300,000
BC	BC, other	Western Canada	\$200,000
BC	Vancouver	Western Canada	\$300,000

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State/Prov	Market	Chapter	Gross Income Fee
CA	Fresno	Northern California	\$300,000
CA	Northern CA - All other markets	Northern California	\$400,000
CA	Orange County	Inland Empire / Orange County	\$400,000
CA	Riverside County - Coachella Valley	Inland Empire / Orange County	\$200,000
CA	Riverside County - Victorville	Inland Empire / Orange County	\$200,000
CA	Riverside County - all other markets	Inland Empire / Orange County	\$400,000
CA	San Bernadino County	Inland Empire / Orange County	\$400,000
CA	San Diego	San Diego	\$400,000
CA	Stockton	Northern California	\$300,000
CAN/ONT	Hamilton	Central Canadian	\$200,000
CAN/ONT	Kitchener	Central Canadian	\$200,000
CAN/ONT	London	Central Canadian	\$300,000
CAN	Other Cities	Central Canadian	\$200,000
CAN/ONT	Ottawa	Central Canadian	\$300,000
CAN/ONT	St. Catharine / Niagra	Central Canadian	\$200,000
CAN/ONT	Toronto	Central Canadian	\$300,000
CAN	Eastern Canada, other	Eastern Canadian	\$200,000
CAN/QUE	Montreal	Eastern Canadian	\$300,000
CAN/QUE	Quebec, other	Eastern Canadian	\$200,000
CAN/ALB	Alb., other	Western Canadian	\$200,000
CAN/BC	BC, other	Western Canadian	\$200,000
CAN/ALB	Calgary	Western Canadian	\$300,000
CAN/ALB	Edmonton	Western Canadian	\$200,000
CAN/BC	Vancouver	Western Canadian	\$300,000
CAN	Western Canada, other	Western Canadian	\$200,000
CAN/MAN	Winnipeg	Western Canadian	\$200,000
CO	All Others	Colorado	\$200,000
CO	Boulder / Longmont	Colorado	\$300,000
CO	Colorado Springs	Colorado	\$300,000
CO	Denver Metro	Colorado	\$300,000
CO	Ft. Collins / Loveland	Colorado	\$300,000
CO	Grand Junction	Colorado	\$200,000
CO	Greeley	Colorado	\$200,000
CT	Bridgeport	Connecticut	\$200,000
CT	Danbury	Connecticut	\$200,000
CT	Hartford	Connecticut	\$300,000
CT	New Haven	Connecticut	\$250,000
CT	New London	Connecticut	\$200,000
CT	Stamford	Connecticut	\$400,000
CT	Waterbury	Connecticut	\$200,000
DC	Baltimore / Washington / N. Virginia	Maryland / DC / N. Virginia	\$250,000
DE	Kent, New Castle, Sussex Counties	Philadelphia	\$300,000
FL	Brevard County	Florida	\$200,000
FL	Broward County	Florida	\$350,000
FL	Daytona Beach	Florida	\$200,000
FL	Ft. Pierce / Pt. St. Lucie	Florida	\$200,000
FL	Gainesville	Florida	\$200,000
FL	Jacksonville	Florida	\$300,000
FL	Lakeland / Winter Haven	Florida	\$200,000
FL	Miami / Dade County	Florida	\$350,000
FL	Ocala	Florida	\$200,000
FL	Orlando	Florida	\$300,000
FL	Other Cities	Florida	\$200,000

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State/Prov	Market	Chapter	Gross Income Fee
FL	Palm Beach County	Florida	\$350,000
FL	Pensacola / Gulf Breeze	Louisiana / Miss. / Alabama	\$200,000
FL	Sarasota / Bradenton	Florida	\$200,000
FL	SW Florida	Florida	\$200,000
FL	Tallahassee	Florida	\$200,000
FL	Tampa Bay Area	Florida	\$300,000
FL	Gulf Breeze	Louisiana / Miss. / Alabama	\$200,000
GA	All other markets	Georgia	\$300,000
GA	Atlanta / Norcross / Smyrna	Georgia	\$400,000
IA	Des Moines	Mid-Continent	\$300,000
IA	Rest of Iowa	Mid-Continent	\$200,000
ID	Idaho, All	Idaho	\$200,000
IL	Chicago Metro Area & County	Chicago	\$350,000
IL	Rest of Chicago	Chicago	\$200,000
IN	Indianapolis Metro	Indiana / Kentucky	\$350,000
IN	All Other Markets	Indiana / Kentucky	\$250,000
KS	Johnson County	Western Missouri / Kansas	\$300,000
KS	Wyandotte County	Western Missouri / Kansas	\$300,000
KS	All other areas	Western Missouri / Kansas	\$200,000
KY	All Other Markets	Indiana / Kentucky	\$250,000
LA	Baton Rouge	Louisiana / Miss. / Alabama	\$300,000
LA	Lafayette	Louisiana / Miss. / Alabama	\$200,000
LA	Lake Charles	Louisiana / Miss. / Alabama	\$200,000
LA	Monroe	Louisiana / Miss. / Alabama	\$200,000
LA	New Orleans	Louisiana / Miss. / Alabama	\$200,000
LA	Shreveport	Louisiana / Miss. / Alabama	\$200,000
MA	Western Massachusetts	Connecticut	\$200,000
MB	Winnipeg	Western Canada	\$200,000
MD	Baltimore / Washington / N. Virginia	Maryland / DC / N. Virginia	\$250,000
MD	Eastern Shore	Maryland / DC / N. Virginia	\$200,000
MD	Northeast Maryland	Maryland / DC / N. Virginia	\$200,000
MD	Western Maryland	Maryland / DC / N. Virginia	\$200,000
MI	Michigan	Michigan	\$200,000
MN	Rochester	Mid-Continent	\$200,000
MN	St. Paul / Minneapolis	Mid-Continent	\$400,000
MO	St. Louis	St. Louis	\$300,000
MO	All other areas of Chapter	Western Missouri / Kansas	\$200,000
MO	Clay County	Western Missouri / Kansas	\$300,000
MO	Jackson County	Western Missouri / Kansas	\$300,000
MO	Platte County	Western Missouri / Kansas	\$300,000
MS	Hattiesburg	Louisiana / Miss. / Alabama	\$200,000
MS	Jackson	Louisiana / Miss. / Alabama	\$200,000
MT	Montana, All	Mid-Continent	\$200,000
NC	All other markets	Carolinas	\$200,000
NC	Asheville	Carolinas	\$200,000
NC	Charlotte	Carolinas	\$300,000
NC	Greensboro / Winston-Salem	Carolinas	\$200,000
NC	Greenville	Carolinas	\$200,000
NC	Raleigh / Durham	Carolinas	\$300,000
NC	Wilmington	Carolinas	\$200,000
ND	Fargo	Mid-Continent	\$200,000
NE	Lincoln	Mid-Continent	\$200,000
NE	Omaha	Mid-Continent	\$300,000
NJ	Central New Jersey	New Jersey	\$400,000

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State/Prov	Market	Chapter	Gross Income Fee
NJ	Northern New Jersey	New Jersey	\$400,000
NJ	Southern New Jersey	New Jersey	\$300,000
NJ	Southern New Jersey	Philadelphia	\$300,000
NM	All	New Mexico	\$300,000
NV	Las Vegas	Las Vegas	\$400,000
NV	Reno	Northern California	\$300,000
NY	Bronx County	NYC / Downstate New York	\$300,000
NY	Dutchess County	NYC / Downstate New York	\$200,000
NY	Kings County	NYC / Downstate New York	\$300,000
NY	Nassau County	NYC / Downstate New York	\$300,000
NY	New York County	NYC / Downstate New York	\$400,000
NY	Orange County	NYC / Downstate New York	\$200,000
NY	Putnam County	NYC / Downstate New York	\$200,000
NY	Queens County	NYC / Downstate New York	\$300,000
NY	Redmond County	NYC / Downstate New York	\$300,000
NY	Rockford County	NYC / Downstate New York	\$200,000
NY	Suffolk County	NYC / Downstate New York	\$300,000
NY	Sullivan County	NYC / Downstate New York	\$200,000
NY	Ulster County	NYC / Downstate New York	\$200,000
NY	Westchester County	NYC / Downstate New York	\$300,000
NY	Albany	Upstate New York	\$300,000
NY	Buffalo	Upstate New York	\$300,000
NY	Rochester	Upstate New York	\$300,000
NY	Syracuse	Upstate New York	\$300,000
NY	Upstate Other	Upstate New York	\$300,000
OH	Akron	Ohio	\$200,000
OH	All Others	Ohio	\$200,000
OH	Canton / Massilon	Ohio	\$200,000
OH	Cincinnati	Ohio	\$250,000
OH	Cleveland	Ohio	\$200,000
OH	Columbus	Ohio	\$200,000
OH	Dayton / Springfield	Ohio	\$200,000
OH	Toledo	Ohio	\$200,000
OH	Youngstown / Warren	Ohio	\$200,000
ON	Hamilton	Central Canadian	\$200,000
ON	Kitchener	Central Canadian	\$200,000
ON	London	Central Canadian	\$200,000
ON	Ottawa	Central Canadian	\$300,000
ON	St. Catharine / Niagra	Central Canadian	\$200,000
ON	Toronto	Central Canadian	\$300,000
OR	Eugene / Springfield	Oregon	\$200,000
OR	Other Cities	Oregon	\$200,000
OR	Portland / Salem	Oregon	\$300,000
PA	Harrisburg (Cumberland, Lebanon, Dauphin Counties)	Philadelphia	\$300,000
PA	Lancaster / Reading / York	Philadelphia	\$200,000
PA	Lehigh Valley	Philadelphia	\$300,000
PA	Northeast PA (Schuylkill, Lackawanna, Luzerne Counties)	Philadelphia	\$200,000
PA	Other Areas	Philadelphia	\$200,000
PA	Philadelphia	Philadelphia	\$300,000
PA	All Western Penn. Regions	Western Pennsylvania	\$200,000
PA	Pittsburgh Region	Western Pennsylvania	\$300,000

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State/Prov	Market	Chapter	Gross Income Fee
QC	Montreal	Eastern Canadian	\$300,000
QC	Quebec, other	Eastern Canadian	\$300,000
SC	All other markets	Carolinas	\$200,000
SC	Charleston	Carolinas	\$200,000
SC	Columbia	Carolinas	\$200,000
SC	Florence	Carolinas	\$200,000
SC	Greenville / Spartanburg	Carolinas	\$200,000
SC	Hilton Head	Carolinas	\$200,000
SC	Myrtle Beach	Carolinas	\$200,000
SD	Sioux Falls	Mid-Continent	\$300,000
SD	SD, All other markets	Mid-Continent	\$200,000
TN	Chattanooga	Eastern Tennessee	\$200,000
TN	Johnson City / Kingsport	Eastern Tennessee	\$200,000
TN	Knoxville	Eastern Tennessee	\$200,000
TN	Nashville	Eastern Tennessee	\$300,000
TN	Memphis	Memphis	\$200,000
TX	Beaumont	Houston / Gulf Coast	\$200,000
TX	College Station	Houston / Gulf Coast	\$200,000
TX	Corpus Christi	Houston / Gulf Coast	\$200,000
TX	Houston: Harris, Fort Bend, Montgomery Counties	Houston / Gulf Coast	\$300,000
TX	All Other Counties, incl. Bowie	North Texas	\$200,000
TX	Coryell / McLennan	North Texas	\$200,000
TX	Dallas / Collin / Tarrant	North Texas	\$400,000
TX	Denton / Rockwall	North Texas	\$400,000
TX	Ector / Midland	North Texas	\$200,000
TX	Grayson	North Texas	\$300,000
TX	Henderson / Smith	North Texas	\$200,000
TX	Hunt County	North Texas	\$300,000
TX	Johnson / Ellis	North Texas	\$300,000
TX	Kaufman County	North Texas	\$300,000
TX	Lubbock	North Texas	\$200,000
TX	Parker / Hood	North Texas	\$300,000
TX	Potter / Randall	North Texas	\$200,000
TX	Taylor	North Texas	\$200,000
TX	Upshur / Greg / Harrison	North Texas	\$200,000
TX	Wichita / Archer	North Texas	\$200,000
TX	Wise / Fannin / Cooke	North Texas	\$300,000
TX	Austin	South Texas	\$300,000
TX	Brownsville	South Texas	\$200,000
TX	Corpus Christi	South Texas	\$200,000
TX	McAllen	South Texas	\$200,000
TX	Rio Grande Valley	South Texas	\$200,000
TX	San Antonio	South Texas	\$300,000
TX	Temple	South Texas	\$200,000
TX	El Paso Metro Area	Southwest	\$300,000
UT	All Other Counties	Utah	\$200,000
UT	Salt Lake / Weber / Davis / Summit Counties	Utah	\$300,000
VA	Baltimore / Washington / N. Virginia	Maryland / DC / N. Virginia	\$250,000
VA	Central VA (Richmond, Petersburg)	Virginia	\$400,000
VA	Eastern VA (Norfolk, VA Beach, Newport News, Williamsburg)	Virginia	\$300,000

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State/Prov	Market	Chapter	Gross Income Fee
VA	Western Va (Roanoke, Charlottesville)	Virginia	\$300,000
VA	Lynchburg	Virginia	\$200,000
WA	All Other Counties	Washington	\$200,000
WA	King / Snohomish Counties	Washington	\$400,000
WA	Pierce / Thurston Counties	Washington	\$300,000
WI	Milwaukee	Wisconsin	\$300,000
WI	Wisconsin, all other markets	Wisconsin	\$200,000
WY	Wyoming, all	Mid-Continent	\$200,000