



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 for (Industrial, Dual, and Advisory) specialty types or 60 months for (Office) specialty type 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.

Member Associates

- Meet 50% of the lower GFI requirement (Industrial or Office) in any consecutive 12-month period in the last 18 months

Industrial and Advisory Specialists

- Meet or exceed 100% of the 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 GFI requirement in three (3) out of the five (5) 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
- Meet or exceed 100% of the 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

Questions? Please contact your assigned Manager of Admissions.

VALID THROUGH DECEMBER 2024

GROSS FEE INCOME (GFI) REQUIREMENTS

STATE	CHAPTER	MARKET	DESIGNEE (Industrial)	DESIGNEE (Office)	MEMBER ASSOCIATE
ALASKA	N/A	All Boroughs	\$250,000	\$250,000	\$125,000
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	\$250,000	\$250,000	\$125,000
ARIZONA	Arizona	Maricopa County	\$500,000	\$500,000	\$250,000
		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, Santa Barbara, San Luis Obispo, Ventura Counties	\$600,000	\$400,000	\$200,000
	Inland Empire / Orange County	Orange, Riverside, San Bernardino Counties	\$500,000	\$400,000	\$200,000
		Riverside County - Coachella Valley (Palm Springs, Cathedral City, Indio, Indian Wells, La Quinta, Palm Desert, Rancho Mirage, Thousand Palms, Desert Hot Springs)	\$250,000	\$200,000	\$100,000
		San Bernardino County - Mojave River Valley (Victorville, Apple Valley, Hesperia, Adelanto)	\$250,000	\$200,000	\$100,000
	Northern California	Alameda, Contra Costa, San Francisco, San Joaquin, San Mateo Counties	\$500,000	\$500,000	\$250,000
		El Dorado, Marin, Napa, Placer, Sacramento, Santa Clara, Solano, Sonoma, Yolo Counties	\$400,000	\$400,000	\$200,000
		Fresno, Stanislaus, Merced, 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	\$400,000	\$400,000	\$200,000
COLORADO	Colorado	All Counties in Chapter Jurisdiction	\$350,000	\$350,000	\$175,000

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GROSS FEE INCOME (GFI) REQUIREMENTS

STATE	CHAPTER	MARKET	DESIGNEE (Industrial)	DESIGNEE (Office)	MEMBER ASSOCIATE
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
DISTRICT OF COLUMBIA	Maryland, DC, Northern Virginia	All Wards in Chapter Jurisdiction	\$250,000	\$250,000	\$125,000
FLORIDA	Florida	Broward, Miami-Dade Counties	\$500,000	\$500,000	\$250,000
		Palm Beach County	\$450,000	\$450,000	\$225,000
		Hillsborough, Lake, Orange, Osceola, Pasco, Pinellas, Seminole, Duval, St. Johns, Clay Counties	\$400,000	\$400,000	\$200,000
		Polk County	\$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	\$250,000	\$250,000	\$125,000
GEORGIA	Georgia	Barrow, Bartow, Bergen, Butts, Cherokee, Carroll, Chatham, Clayton, Cobb, Coweta, Dawson, DeKalb, Douglas, Effingham, Fayette, Fulton, Forsyth, Hall, Haralson, Heard, Henry, Gwinnett, Jasper, Lamar, Meriwether, Newton, Morgan, Paulding, Pickens, Pike, Rockdale, Spalding, Walton Counties	\$400,000	\$400,000	\$200,000
	Georgia	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	\$300,000	\$300,000	\$150,000

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GROSS FEE INCOME (GFI) REQUIREMENTS

STATE	CHAPTER	MARKET	DESIGNEE (Industrial)	DESIGNEE (Office)	MEMBER ASSOCIATE
ILLINOIS	Chicago	Cook, DuPage, Lake, McHenry, Kane, Will Counties	\$500,000	\$500,000	\$250,000
		All Other Counties in Chapter Jurisdiction	\$300,000	\$300,000	\$150,000
	Iowa - Nebraska	Rock Island County	\$200,000	\$200,000	\$100,000
	St. Louis	Bond, Calhoun, Clinton, Jersey, Macoupin, Madison, Monroe, St. Clair Counties	\$300,000	\$300,000	\$150,000
INDIANA	Indiana – Kentucky	Marion, Hamilton, Hancock, Johnson, Hendricks, Shelby, Boone, Morgan 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	\$300,000	\$300,000	\$150,000
		All Other Counties in Chapter Jurisdiction	\$200,000	\$200,000	\$100,000
KANSAS	Western Missouri – Kansas	Johnson, Wyandotte Counties	\$300,000	\$300,000	\$150,000
		All Other Counties in Chapter Jurisdiction	\$250,000	\$250,000	\$125,000
KENTUCKY	Indiana – Kentucky	All Counties in Chapter Jurisdiction	\$250,000	\$250,000	\$125,000
LOUISIANA	Louisiana, Mississippi, Alabama, NW Florida	East Baton Rouge, West Baton Rouge, Orleans, Jefferson Parishes	\$300,000	\$300,000	\$150,000
		All Other Parishes in Chapter Jurisdiction	\$250,000	\$250,000	\$125,000
MAINE	New England	All Counties in Chapter Jurisdiction	\$350,000	\$350,000	\$175,000
MARYLAND	Maryland, DC, Northern Virginia	City of Baltimore; Anne Arundel, Baltimore, Harford, Howard, Montgomery, Prince George’s Counties	\$250,000	\$250,000	\$125,000
		All Other Counties in Chapter Jurisdiction	\$200,000	\$200,000	\$100,000
MASSACHUSETTS	Connecticut	Berkshire, Franklin, Hampden, Hampshire Counties	\$200,000	\$200,000	\$100,000
	New England	All Other Counties in Chapter Jurisdiction	\$400,000	\$400,000	\$200,000

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GROSS FEE INCOME (GFI) REQUIREMENTS

STATE	CHAPTER	MARKET	DESIGNEE (Industrial)	DESIGNEE (Office)	MEMBER ASSOCIATE
MICHIGAN	Michigan	All Counties in Chapter Jurisdiction	\$300,000	\$300,000	\$150,000
MINNESOTA	Minnesota	Anoka, Carver, Dakota, Hennepin, Ramsey and Washington Counties	\$450,000	\$450,000	\$225,000
		All Other Counties in Chapter Jurisdiction	\$350,000	\$350,000	\$175,000
MISSISSIPPI	Louisiana, Mississippi, Alabama, NW Florida	All Counties, Excluding Desoto County	\$250,000	\$250,000	\$125,000
	Memphis	Desoto County	\$200,000	\$200,000	\$100,000
MISSOURI	St. Louis	Cities of St. Louis and Franklin; Jefferson, Lincoln, St. Charles, St. Louis, Warren, Washington Counties	\$300,000	\$300,000	\$150,000
	Western Missouri – Kansas	Clay, Jackson, Platte Counties	\$300,000	\$300,000	\$150,000
		All Other Counties in Chapter Jurisdiction	\$250,000	\$250,000	\$125,000
MONTANA	Idaho	All Counties, West of the Continental Divide	\$300,000	\$300,000	\$150,000
	Iowa - Nebraska	All Counties, East of the Continental Divide	\$200,000	\$200,000	\$100,000
NEBRASKA	Iowa – Nebraska	Douglass, Sarpy Counties	\$300,000	\$300,000	\$150,000
		All Other Counties in Chapter Jurisdiction	\$200,000	\$200,000	\$100,000
NEVADA	Northern California	Washoe County	\$400,000	\$400,000	\$200,000
		All Other Counties in Chapter Jurisdiction	\$300,000	\$300,000	\$150,000
	Southern Nevada	Clark County	\$500,000	\$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	\$350,000	\$350,000	\$175,000
NEW JERSEY	New Jersey	Bergen, Essex, Hudson, Hunterdon, Mercer, Middlesex, Monmouth, Morris, Passaic, Somerset, Sussex, Union, Warren Counties	\$500,000	\$500,000	\$250,000
		All Other Counties in Chapter Jurisdiction	\$500,000	\$500,000	\$250,000

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GROSS FEE INCOME (GFI) REQUIREMENTS

STATE	CHAPTER	MARKET	DESIGNEE (Industrial)	DESIGNEE (Office)	MEMBER ASSOCIATE
NEW MEXICO	New Mexico	All Counties in Chapter Jurisdiction	\$300,000	\$300,000	\$150,000
NEW YORK	NYC Downstate	New York County	\$500,000	\$500,000	\$250,000
		Bronx, Kings, Nassau, Richmond, Suffolk, Westchester, Queens Counties	\$300,000	\$300,000	\$150,000
		Dutchess, Orange, Putnam, Rockland, Sullivan, Ulster Counties	\$200,000	\$200,000	\$100,000
	Upstate New York	Ontario, Wayne, Livingston, Genesee, Monroe Counties	\$300,000	\$300,000	\$150,000
		Cattaraugus, Erie, Niagara Counties	\$350,000	\$300,000	\$150,000
		Columbia, Greene, Schoharie, Albany, Rensselaer, Schenectady, Montgomery, Fulton, Saratoga, Washington, Warren, Essex Counties	\$250,000	\$250,000	\$125,000
		Onondaga, Madison, Cayuga, Oswego Counties	\$250,000	\$200,000	\$100,000
Chemung, Steuben, Schuyler Counties	\$250,000	\$200,000	\$100,000		
All Other Counties in Chapter Jurisdiction	\$200,000	\$200,000	\$100,000		
NORTH CAROLINA	Carolinas	Mecklenburg County	\$400,000	\$350,000	\$175,000
		Durham, Wake, Orange Counties	\$400,000	\$300,000	\$150,000
		All Other Counties in Chapter Jurisdiction	\$300,000	\$200,000	\$100,000
NORTH DAKOTA	Minnesota	All Counties in Chapter Jurisdiction	\$350,000	\$350,000	\$175,000
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	\$300,000	\$300,000	\$150,000
OREGON	Oregon	Clackamas, Marion, Multnomah, Polk, Washington Counties	\$300,000	\$300,000	\$150,000
		All Other Counties in Chapter Jurisdiction	\$200,000	\$200,000	\$100,000

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STATE	CHAPTER	MARKET	DESIGNEE (Industrial)	DESIGNEE (Office)	MEMBER ASSOCIATE
PENNSYLVANIA	Philadelphia	Bucks, Chester, Cumberland, Dauphin, Delaware, Lebanon, Lehigh, Montgomery, Monroe, Northampton, Philadelphia, Pike Counties	\$300,000	\$300,000	\$150,000
		All Other Counties in Chapter Jurisdiction	\$200,000	\$200,000	\$100,000
	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	\$350,000	\$350,000	\$175,000
SOUTH CAROLINA	Carolinas	Charleston, Dorchester, Greenville, Spartanburg Counties	\$400,000	\$250,000	\$125,000
		All Other Counties in Chapter Jurisdiction	\$300,000	\$200,000	\$100,000
SOUTH DAKOTA	Minnesota	All Counties in Chapter Jurisdiction	\$350,000	\$350,000	\$175,000
TENNESSEE	Memphis	Shelby County	\$200,000	\$200,000	\$100,000
	Middle and East Tennessee	Davidson, Rutherford, Wilson, Williamson, Maury, Dickson, Sumner, Robertson, Montgomery Counties	\$400,000	\$400,000	\$200,000
		All Other Counties, Excluding Shelby County	\$300,000	\$300,000	\$150,000
		Anderson, Blount, Campbell, Cocke, Grainger, Hamblen, Jefferson, Knox, Loudon, Morgan, Roane, Sevier, Union Counties	\$250,000	\$250,000	\$125,000
		Hamilton County	\$250,000	\$250,000	\$125,000
		Johnson City; Bradley, Kingsport Counties	\$200,000	\$200,000	\$100,000
TEXAS	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, Tarrant Counties	\$600,000	\$600,000	\$300,000
		Denton, Rockwall Counties	\$600,000	\$600,000	\$300,000
		Grayson, Hunt, Johnson, Ellis, Kaufman, Parker, Hood, Wise, Fannin, Cooke Counties	\$300,000	\$300,000	\$150,000

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STATE	CHAPTER	MARKET	DESIGNEE (Industrial)	DESIGNEE (Office)	MEMBER ASSOCIATE
	DFW / North Texas	Coryell, McLennan, Ector, Midland, Henderson, Smith, Lubbock, Potter, Randall, Taylor, Upshur, Greg, Harrison, Wichita, Archer Counties	\$300,000	\$300,000	\$150,000
	El Paso	Brewster, Culberson, El Paso, Jeff Davis, Hudspeth, Pecos, Presidio, Reeves, and 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
UTAH	Utah	All Counties in Chapter Jurisdiction	\$300,000	\$300,000	\$150,000
VERMONT	New England	All Counties in Chapter Jurisdiction	\$300,000	\$300,000	\$150,000
VIRGINIA	Maryland, DC, Northern Virginia	All Counties in Chapter Jurisdiction	\$250,000	\$250,000	\$125,000
	Virginia	Cities of Fredericksburg, Richmond; Henrico, Chesterfield, Hanover, Powhatan Counties	\$300,000	\$300,000	\$150,000
		Cities of Charlottesville, Salem, Williamsburg, Newport News, Hampton, Virginia Beach; Albemarle, Botetourt, Chesapeake, Gloucester, Isle of Wight, Matthews, Middlesex, Norfolk, Prince George, Suffolk, Surry, Roanoke, York Counties	\$250,000	\$250,000	\$125,000
		City of Lynchburg; Amherst, Appomattox, Bedford, Campbell Counties	\$200,000	\$200,000	\$100,000
WASHINGTON	Oregon	Clark County	\$300,000	\$300,000	\$150,000
	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

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GROSS FEE INCOME (GFI) REQUIREMENTS

STATE	CHAPTER	MARKET	DESIGNEE (Industrial)	DESIGNEE (Office)	MEMBER ASSOCIATE
WEST VIRGINIA	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
WISCONSIN	Wisconsin	Kenosha, Milwaukee, Ozaukee, Racine, Walworth, Washington, Waukesha Counties	\$350,000	\$350,000	\$175,000
		Dane County	\$300,000	\$300,000	\$150,000
		All Counties in Chapter Jurisdiction	\$250,000	\$250,000	\$125,000
WYOMING	Iowa – Nebraska	Albany, Big Horn, Campbell, Carbon, Converse, Crook, Fremont, Goshen, Hot Springs, Johnson, Laramie, Park, Platte, Niobrara, Weston, Natrona, Sheridan, Washakie Counties	\$200,000	\$200,000	\$100,000
	Utah	Lincoln, Sublette, Sweetwater, Teton, Uinta Counties	\$200,000	\$200,000	\$100,000

TERRITORY	CHAPTER	MARKET	DESIGNEE (Industrial)	DESIGNEE (Office)	MEMBER ASSOCIATE
PUERTO RICO	N/A	All Municipalities	\$300,000	\$300,000	\$150,000

PROVINCE	CHAPTER	MARKET	DESIGNEE (Industrial)	DESIGNEE (Office)	MEMBER ASSOCIATE
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	Vancouver Metro Region	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 in Chapter Jurisdiction	C\$300,000	C\$300,000	C\$150,000

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PROVINCE	CHAPTER	MARKET	DESIGNEE (Industrial)	DESIGNEE (Office)	MEMBER ASSOCIATE
NEWFOUNDLAND	Canada East	All Markets in Chapter Jurisdiction	C\$300,000	C\$300,000	C\$150,000
NORTHWEST TERRITORIES	Canada West	All Markets in Chapter Jurisdiction	C\$300,000	C\$300,000	C\$150,000
NOVA SCOTIA	Canada East	All Markets in Chapter Jurisdiction	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\$200,000
		City of Hamilton Region of Waterloo	C\$375,000	C\$300,000	C\$150,000
		All Other Markets in Chapter Jurisdiction	C\$250,000	C\$200,000	C\$105,000
	Canada East	City of Ottawa	C\$350,000	C\$350,000	C\$175,000
PEI	Canada East	All Markets in Chapter Jurisdiction	C\$200,000	C\$200,000	C\$100,000
QUEBEC	Canada East	Island of Montreal; City of 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	Cities of Regina, 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 in Chapter Jurisdiction	C\$300,000	C\$300,000	C\$150,000

PROVINCE	CHAPTER	MARKET	DESIGNEE (Industrial)	DESIGNEE (Office)	MEMBER ASSOCIATE
JUAREZ	El Paso	Juarez	\$300,000	\$300,000	\$150,000
ALL OTHERS (Except Juarez)	Mexico	Country of Mexico (Except the Province of Juarez)	\$300,000	\$300,000	\$150,000