

Sales Awards: FAQ Sheet



Who is eligible to apply for a sales award?

Only primary and secondary REALTOR® members of Columbus REALTORS® who are part of our MLS may apply for a sales award. **MLS-only members are not eligible to apply.**

Solo agent vs being on a team for the purposes of Sales Awards:

Unless otherwise declared via submitted Agent Status Declaration form, new agents are automatically registered as solo agents for the purposes of the Columbus REALTORS Sales Awards. **Solo agents are unable to split credit with other agents.**

How do I read my sales report?

You can access your report by going to <https://www.crsalesawards.com/salesadvisory/>. You will login using your NRDS number and MLS office ID.

Excess Sales Volume

Any sales volume remaining after the deduction of your most recent award level volume. Any disputes in Excess Volume must be submitted by December 31st in the year an award is received.

How do I know how much sales credit I will receive from each closing?

| Dollar Volume | | | | |
|---------------------------|------------|----------------|---------------|----------------------------------|
| Representing: | Dual Agent | Seller's Agent | Buyer's Agent | Team Credit |
| % of the total Sale Price | 100% | 50% | 50% | See "How is Team Credit Divided" |

Do Co Listing agents in MLS receive Sales Awards credit?

Only Producing Primary Agents on either side of a transaction receive credit in the Sales Awards system. To split credit, you must be on a team for the purposes of Sales Awards as declared by an Agent Status Declaration (see below).

Do I qualify for the next award level?

EXAMPLE:

Prior Award Level: President's Merit Award (1 Million Dollars) (in 2023)

CALCULATE BY ADDING

Your Prior Award Level
(Example 1 million)

+
Your Unconfirmed Total
(Example \$5,343,384)

Current Total
(Example \$6,343,384)

Excess Volume Available: \$2,726,648

Unconfirmed Transaction Total Since 2023: + \$2,616,736

Unconfirmed Total*: \$5,343,384

How do I establish a team within the sales system?

As a team lead, you will need to complete the Agent Status Declaration form listing all your current team members. Once completed, please submit to salesawards@columbusrealtors.com. **Each time a member is added or leaves the team, you must submit a new form.**

How is team credit divided?

All team leads will receive 50% of sales credit for each transaction closed and assigned by the team. Team leads will receive an email upon a transaction closing in the MLS within 24 hours to assign remaining credit to other team member(s).

How long do team leads have to assign credit after a closing?

Team leads will need to assign credit within 30 days of the transaction's closing date. If a transaction remains unassigned, the sales tracking system will automatically distribute credit evenly between ALL team members declared by the most recent Agent Status Declaration form. **Regardless of 30-day rule, all unassigned credit for current awards year will be auto assigned 24 hours before application deadline.**

Can credit be changed once it has been assigned?

If an error is made when assigning credit, you have 72 hours to email salesawards@columbusrealtors.com.

How do we enter a sold non-MLS transaction into the Columbus and Central Ohio Regional MLS? (FSBO, New Build, Ect)

See your broker or office admin for assistance and timeline for system entry. You can also reach out to MLS Corrections at mlscrerections@columbusrealtors.com for assistance.

Regardless of outside policies, for award consideration in the current year, all Sold Non-MLS transaction entries must be in the MLS no later than Oct 31st. Please note, once an award is received additional credit cannot be added retroactively. Please make sure all your transactions are on your Sales Report before applying.

How do I apply for a sales award? When is the deadline?

Go to Sales Awards - Columbus REALTORS®. Once posted for the year the deadline is final, and late admissions will not be accepted. Applications run from mid-October through the first few days of November.

How do I know which award I am eligible to apply for? What is the difference between Method A and Method B?

See our current Sales Awards rules. Contact salesawards@columbusrealtors.com with any questions.

Do I have to attend the Awards Gala to receive my award?

No, if you are unable to attend, your award certificate will be mailed to the address specified on your application. The award plaque will be made available to pick up at Columbus REALTORS®.

Do I need to register for the Awards Gala?

Yes, all attendees (award recipients and/or guests) must register to attend. An email will be sent to all award recipients with instructions on how to register.

Are Columbus REALTORS® sales awards the same as Ohio REALTORS® sales awards?

No, Columbus REALTORS(S) sales awards are not the same as the Ohio REALTORS® President's Sales Club.

Commercial transactions that have been entered into MLS are eligible for Sales Awards credit.

Transactions from prior to Nov. 1, 2008 will no longer be accepted after Oct. 31 2023.

Despite being eligible in the past, Referrals, Leases, and Rentals are NOT eligible for Sales Awards credit.