

MILLION DOLLAR

Realtors Association of Harford County

EVERYONE
MUST ATTACH
BUSINESS CARD HERE

I hereby certify that this information is true and Accurate

Home Address _____

Applicant Signature

City _____ State _____ Zip _____

Broker/Manager Signature
(not required for LIFETIME members)

Home Phone _____

Fax Number _____

E-Mail _____

THIS APPLICATION ALSO SERVES AS YOUR INVOICE. Yearly Dues: \$100.00 Check payable to: Million Dollar Realtors Association of Harford County (MDRA) must accompany this application.



*** DUE ON OR BEFORE MARCH 15TH**
Million Dollar Realtors Association
P.O. Box 1006
Bel Air, MD 21014



PERFORMANCE RECORD FOR 2011

(Check one) *No Sales report is needed for Life Member

*Life Member _____

New Life Member (3rd yr) _____

1ST Year _____

2nd Year _____

Check this box if you no longer will be continuing your membership

| PROPERTY ADDRESS | DATE OF SETTLEMENT | LISTING SALES | SALES | VOLUME TOTAL | CUMULATIVE VOLUME TOTOAL |
|------------------|--------------------|---------------|-------|--------------|--------------------------|
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APPLICATION GUIDELINES

1. Check and business card must accompany membership application
2. **Deadline** for membership application is **March 15th** (applications received afterwards will be returned).
3. Applications must be complete! Signed by both applicant and broker.

ELIGIBILITY

1. Realtors who are active members of an Association/Board of Realtors are eligible to apply for membership in this organization.
2. Settlement of at least \$2,000,000 (two million) or twenty four transactions during the calendar year immediately preceding the date of application for membership, as a First year, Second year or Life Member. Real estate transactions are defined as follows: "The sale and settlement of a property that is listed or sold through a licensed real estate broker, and the broker is paid a commission."
3. **Computation of eligibility:**
 - a. Each real estate transaction shall be considered as a listing and/or selling "side". The full sale price of the property, plus the capitalized value of any ground rent, shall be attributed to a "side" of the transaction (e.g. sale price \$50,000/120 g.r. is worth \$52,000 toward eligibility. If the same agent is responsible for both "sides", the total worth towards eligibility would be \$104,000.
 - b. Transactions settled prior to achieving active membership in the designated Association/Board of Realtors shall not be countable.
 - c. Agents splitting any "side" of a transaction (e.g. co-listing or selling) shall be allowed to claim the same percentage of the worth of the transaction as the commission they were paid.
 - d. Rentals shall be allowed to be computed at the value of the lease as commission is collected (i.e. one year lease @ \$300/month = \$3,600; a two year lease @ \$300/month = \$7,200 if total commission is collected immediately, or \$3,600/year if commission is collected each year.)
 - e. Total dollar amount of commission collected and/or percentage charged as commission shall have no bearing on eligibility. Sale price of transaction or annual lease amount shall be the amount used in computing eligibility, except that any applicant having 75% of total volume in new home sales shall be allowed to use only 70% of the sales price of each new home transaction in computing eligibility.
4. **Application for Membership**
 - a. Application for First Year, Second Year or Life membership shall be submitted on the performance record allowed by the organization.
 - 1) Performance records must be verified by the broker of record of the brokerage(s) with which the applicant was affiliated with during the year in which qualification was obtained.
 - 2) Performance records must be accompanied by the full amount of annual dues and **must be received by the organization not later than March 15th** of the year following the attainment of qualifications.
 - b. Applications for carry-over membership from individuals who have previously qualified for life membership are not required.
5. **Acceptance of Membership**
 - a. The membership committee will present the name(s) of qualified applicants present at the April meeting. An affirmation vote of the majority of these members present will serve to extend membership effective at the start of the organization's fiscal year.
 - b. The membership committee shall also present at the April meeting their recommendations as to the extension of carry-over membership to those qualifying for same. An affirmation vote of the majority of the members present will serve to extend carry-over membership to those recommended for same.
6. **Dues and payment of dues.**
 - a. Amount of dues for the ensuing fiscal year shall be determined by the majority vote of the members attending the October meeting.
 - b. Except as provided in Article IV, 4a 2) above, dues are payable **by the April meeting**. Any dues remaining unpaid after the **June** meeting shall be declared evidence that the individual failing to pay dues has no interest in membership and the members' membership shall be terminated.
7. **Prerequisite of Membership**
 - a. On initial acceptance for membership, each member shall be given a pin indicating membership in the organization which may be worn as long as membership of some class is maintained.

TYPES OF MEMBERSHIPS

1. The following types of membership shall be held by the members of the organization:
 - a. **Life Member:** A member who has completed the qualifications for membership during three years of the five year period, and has been a member during each of those years. Past lifetime members subject to recommendations by the Membership Committee and a majority of the membership vote may be reinstated as a Lifetime member without reapplying as a first year member. Lifetime status, once obtained, shall continue as long as the requirements for membership are met regardless of Association/ Board affiliation. (**No sales volume reports are needed**). Members must be an active member of an association/Board of Realtors. A Realtor who is a Life Member in an Association/Board of Realtors other than Harford County may apply for Life membership in this organization by providing documentation that the criteria for Life Member in this organization have been met. Applications will be received by March 1st, and will follow the same voting/acceptance procedure as for other new members.
 - b. **Second Year Member:** A member who has completed the qualifications for membership during two years of a four year period and who has been a member during each of those years. Members must be an active member of an Association/Board of Realtors.
 - c. **First Year Member:** A member who has completed the qualifications for membership during the calendar year immediately prior to the year in which membership is taken. Members must be an active member of an Association/Board of Realtors.
 - d. **Carry-Over Members:** A member who has been extended membership by the organization after being a First Year or Second Year member and qualifying during the immediate preceding calendar year for the next higher class of membership. Any Carry-Over member not obtaining Life Member within the total five year period is hereby terminated and may reapply as a First Year Member. Members must be an active member of an Association/Board of Realtors.
 - e. **Honorary Life Members:** A life Member who is no longer active in the practice of real estate (i.e. referral or retirement), and who still wishes to maintain membership in the Million Dollar Realtors Association of Harford County. Association/Board of Realtors membership is not required, but dues must be current and attendance criteria must be met.
2. Members must attend at least three of the six scheduled meetings. Failure to attend at least three meetings could serve to terminate membership. The Board of Governors shall be given the authority in rare and extreme cases to decide whether a member may be excused from any meeting. All requests for an excused absence must be made in writing to the Board of Governors.

END

* AGENTS SALES REPORT

Q. How can I generate a report to show all of my Sales and Listings so that I can submit this information to my Board/Association for its Annual Awards?

A. In an effort to simplify the submission process for Association awards, we have created an online reporting tool, the Agent Sales Report. This report brings back all listings whether the customer was the Listing agent, Alternate Listing agent or Sales agent, regardless of broker code, in one query. If you had a transaction with a Broker who is not an MRIS subscriber, participated in a new home sale or sold a property that was not entered into the MRIS system as an Active listing, you may enter a Comparable into the MRIS system using Keystone.

COMPARABLES - Only properties where you participated in the sale as the Listing or Selling agent and that have settled may be entered as a Comparable. If you run your Agent Sales Report and are missing listings, they can be entered by running Comparable Update. Only Listings correctly entered in Keystone will display in your Agent Sales Report.

Agent Sales Report can be accessed from the main menu of the MRIS Website, **mrisc.com**, under **REPORTS & STATISTICS**, which also provides a link to **Comparable Update**. Or you can access **Comparable Update** from the main menu of the MRIS Website, **mrisc.com**, under **Data Correction/Comparable Listings**.