

Iowa Association of REALTORS® Individual Achievement Awards

Rules & Regulations

The Iowa Association of REALTORS® Individual Achievement Awards were initiated in 1988 to recognize excellence in real estate activities. Applicants acquiring IAR Individual Achievement Awards status are awarded certificates for their achievement.

Eligibility

Any REALTOR® or REALTOR-ASSOCIATE® member of the Iowa Association of REALTORS® is eligible. This includes all principal owners, sales personnel, sales managers, employees or independent contractors. The application must be a REALTOR® or REALTOR®-ASSOCIATE member in good standing of the Iowa Association of REALTORS® when making application to the IAR Individual Achievement Awards and when selling, leasing and/or listing real estate itemized in the application.

Production

Any eligible member who obtains one through ten million dollars worth of sales, leases and/or listings closed during the previous calendar year, may apply.

When an applicant lists a property or has property for lease and another applicant sells or leases a rental on a property on a cooperative basis, both applicants may claim total gross of the sale or annual lease amount for IAR Individual Achievement Awards credit. Such transactions count as one credit unit for each applicant.

If an applicant lists a property or has a property for lease, the property is recognized as credit for the total gross of the listing, sale or lease. This also counts as two credit units for the applicant.

When two applicants list a property or has a property for lease, or two applicants sell or lease a property on a cooperative basis, each may claim only one-half of the gross of the sale and one-half of the credit unit for IAR Individual Achievement Awards credit. All real estate sales where title is transferred or an annual lease is secured, shall be considered eligible whether residential, commercial, industrial or agriculture.

Verification

Verification of eligibility for membership shall be confirmed by each applicant when applying for membership and must be certified by the owner/manager with whom the applicant has been associated.

If an applicant has been associated with more than one office in a given year, one application from each office must be submitted and certified by the owner/manager in each office verifying listings and/or sales or lease made while associated with that office.

A list of listings and/or sales or leases totaling one, two, three, four or five million dollars or completion of the required number of credit units must accompany each application. Each application is subject to verification by the IAR Public Affairs Subcommittee on Awards or Local Board.

Award Levels and Figuring Credits

Bronze Award - 1-2.49 million dollars or 15 credit units

Silver Award - 2.5-4.99 million dollars or 25 credit units

Gold Award - 5-7.49 million dollars or 50 credit units

Platinum Award - 7.5-9.99 million dollars or 75 credit units

Diamond Award - over 10 million dollars or 100 credit units

If an applicant lists a property or has a property for lease, and sells or leases to a tenant, it is equal to two credit units: One credit unit for the listing or rental lease available, and one credit unit for the sale or lease to a tenant.

This list must be itemized as follows:

1. Address of property
2. Amount of sale or lease
3. Indication of whether transaction is a listing, sale or lease.
4. Number of credit units
5. Closing date

Information must be submitted within the google form in an easy to read PDF format.

Award Deadline & Distribution

The application in proper form must be submitted by March 31, 2020

Certificates will be distributed to local boards or local office/brokerage, whichever is specified.

Corrections will be made to awards that have spelling errors. Please note that these are 2019 Individual Achievement Awards and the date on your certificate will be 2019. Certificates are dated the year in which the sales were made. After May 1, 2020 Awards will not be accepted for return, modification or correction.

Questions?

If you need additional information regarding the Individual Achievement Awards, contact Allison Ayres 800-532-1515 or Allison@iowarealtors.com



Itemized Sales, Leases And/ Or Listings

If applicant desires to take credit for sales with a previous real estate firm, an additional application must be submitted which has been certified by the owner/manager with whom applicant was affiliated. Itemized computer printouts can be submitted in place of this form.

Address of Property	Total Amount of Sale Closing or Lease Amount (annual)	S-Sales L-Listing B-Both LL-List of Lease RL-Rental of Lease	Date of Closing/Lease