



The Institute's *Certified Luxury Home Marketing Specialist*™ (CLHMS) designation is a mark of distinction for real estate professionals who have a proven performance in the upper tier real estate market.

APPLICANT CRITERIA TO EARN THE CLHMS™ DESIGNATION

To qualify for the CLHMS™ designation, applicants must meet the following criteria:

- Completed either Luxury Live or Luxury Online training
- Be an active Member of The Institute
- Meet or exceed the application sales requirements outlined below

There is no fee for this application. Active Membership with The Institute must be maintained to use the CLHMS™ designation trademark and logo.

APPLICATION SALES PERFORMANCE REQUIREMENTS

Three (3) closed property transactions that meet each of the following:

- **The property is residential**, such as single-family home, townhome, condominium, or cooperative.
 - Unimproved land, commercial, or multi-family properties do not qualify
- **Each property is a unique address.** An applicant may represent either side of a transaction or be a co-agent.
 - If an applicant was both the Listing agent and Buyer's agent for a single transaction, the property transaction will only qualify as ONE transaction for the purpose of this application.
- **The Sold Price is at or above the Luxury Threshold Price for the Market Area.**
- **The Sold Dates (3) are within a single 24-month period of each other.** This period can be at any point in your real estate career.

SUPPORTING DOCUMENTATION REQUIREMENTS

Each property transaction must be accompanied by one of the following supporting documentation options:

- Option 1: MLS Listing sheet verifying the sold status and includes agent details;
OR
- Option 2: HUD Settlement Statement **with** Commission Disbursement Acknowledgement (CDA)

All supporting documentation must include the full property address, property type as residential, sold price, sold date, and verify the applicant as an agent for sale.