



The Institute's GUILD™ recognition is a mark of distinction for real estate professionals who have a proven performance in the million-dollar above market of luxury homes.

APPLICANT CRITERIA TO EARN THE GUILD™ RECOGNITION



To qualify for the GUILD™ recognition, applicants must meet the following criteria:

- Completed either Luxury Live or Luxury Online training
- Be an active Member of The Institute
- Previously awarded the *Certified Luxury Home Marketing Specialist™* (CLHMS) designation
- Meet or exceed the GUILD™ application sales performance requirements below.

There is no additional fee this application. Active Membership with The Institute must be maintained to use the GUILD™ recognition trademark and logo.

GUILD™ APPLICATION SALES REQUIREMENTS



Two (2) 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 property transaction, the property will only qualify as ONE transaction for the purpose of this application.
- **The Sold Price is at or above \$1,000,000**
- **The Sold Dates (2) are within a 24-month period of each other.** This period can be at any point in your real estate career

SUPPORTING DOCUMENTATION REQUIREMENTS



Each property 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 property address, property type, sold price, sold date, and verifies the applicant as an agent for the sale.