



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.



APPLICANT DETAILS

Name

Brokerage

Office Phone

Mobile Phone

Email

QUALIFYING PROPERTIES

Transaction 1 Address

City

State

Post Code

Closed Date

Sold Price

Transaction 2 Address

City

State

Post Code

Closed Date

Sold Price

Transaction 3 Address

City

State

Post Code

Closed Date

Sold Price

APPLICANT AGREEMENT

- The three (3) transactions listed above were closed by the applicant within a 24-month period at a sold price at or above the luxury threshold for the market area and have the required documentation.
- I understand that I may not use the Certified Luxury Home Marketing Specialist™ (CLHMS) trademark and/or its logo until I have been notified in writing that it has been awarded to me.
- I also understand that, once awarded, I must maintain my Membership with The Institute for Luxury Home Marketing to continue use of the Certified Luxury Home Marketing Specialist™ (CLHMS) designation.

Applicant Signature

Date

Broker Name

Broker Signature

Date

SUBMISSION INSTRUCTIONS

Email completed application with supporting documentation (Option 1 or Option 2) for each property on the application as a PDF file to:

Applications@LuxuryHomeMarketing.com

Please allow up to two weeks for application review