RECOGNITION OF EXCELLENCE
CRITERIA & INSTRUCTIONS
(For the sales production year of 2026)

I. PURPOSE
The Recognition of Excellence was created to recognize and encourage outstanding Sales Agent and Broker members of the Greater San Diego Association of REALTORS®.

II. ELIGIBILITY
The Recognition of Excellence is voluntary and available to all REALTOR® Members inside San Diego County and are otherwise members in good standing with no ethics violations during the period.

Unlicensed agents performing any assistance with listings for teams or individuals are NOT eligible to apply for individual awards or be listed as a team member.

III. PERIOD
Transactions closed/settled between January 1 to December 31, 2026, may be used to qualify for the Recognition of Excellence Awards.

IV. CATEGORIES
SDAR recognizes all members who have achieved a minimum dollar amount or number of units during the designated period.

Criteria to qualify:

INDIVIDUAL LEVELS	**SALES VOLUME/UNITS**
Bronze	$6 Million or 4 - 8 units
Silver	$15- $25 Million or 9 - 13 units
Gold	$25- $50 Million or 14 - 28 units
Platinum	Over $50 Million or 29+ unit

SMALL TEAM LEVELS (2-5 team members)	**SALES VOLUME/UNITS**
Silver	$30 Million or 25 - 49 units
Gold	$50 Million or 50-69 units
Platinum	$70 Million or 70+ units

MEDIUM TEAM LEVELS (6-11 team members)	**SALES VOLUME/UNITS**
Silver	$50 Million or 50 - 69 units
Gold	$70 Million or 70 - 89 units
Platinum	$90 Million or 90+ units

LARGE TEAM LEVELS (12-24 team members)	**SALES VOLUME/UNITS**
Silver	$70 Million or 70 - 89 units
Gold	$90 Million or 90 - 109 units
Platinum	$110 Million or 110+ units

MEGA TEAM LEVELS (25+ team members)	**SALES VOLUME/UNITS**
Silver	$90 Million or 90 - 109 units
Gold	$110 Million or 110 - 129 units
Platinum	$130 Million or 130+ units

V. HOW TO APPLY

Fill out sales sheet & application at https://www.sdar.com/circle-of-excellence/2026.html

Email applications will not be accepted.

- **Individual Applicants:** SDAR will notify eligible individual members of their Recognition of Excellence award level. Individuals are only required to submit an application if they wish to request a change to the recognition level determined by SDAR.
- **Team Applicants:** All teams must submit a completed application and supporting sales documentation to be considered for Recognition of Excellence.

******Please Note: Individual recognition levels are initially determined using SDMLS transaction data only. Members with qualifying transactions recorded through other MLS systems must submit an application with supporting sales documentation to have those transactions considered for their Recognition of Excellence award level.***

VI. CRITERIA

- Only the original listing agent and the final selling agent may take credit for the listing and the sale.
- Each side equals one transaction unit. Therefore, if an applicant sells his or her own listing, it is considered two (2) transactions, and the full sales price is counted twice for allowable volume.
- Closed transactions with pending arbitration or litigation may be included in the application accompanying a brief explanation and will be counted towards sales awards, provided there is resolution of transaction by December 31st. If the transaction will not change the level awarded, it is best to leave it off the application.
- Commercial real estate sales and lease transactions are not eligible for Recognition of Excellence and may not be included in the qualifying sales volume or transaction units.
- Individuals are defined as:
    - An individual REALTOR® who is not supported by a team of any size.
    - REALTOR® members may apply for recognition in both the Individual and Team categories, provided they meet the eligibility and sales production requirements for each respective category.
- Teams are defined as:
    - More than one REALTOR® marketed as a team or group, i.e. marketing on For Sale signs, websites, billboards, etc.

- All team members listed must have been a member at the time the sales was transacted/closed to qualify. The application cannot be changed after it has been submitted.

BEFORE SUBMITTING, VERIFY YOUR APPLICATION CONTAINS THE FOLLOWING:

1. **Application –** The sales report must be SIGNED by broker.

2. **Agent Combined Sales & Listing Report -** Attach printed sales reports (January 1 – December 31) with additional explanation as necessary.

VII. AUDIT & VERIFICATION OF APPLICATIONS

SDAR reserves the right to review any application for inaccuracies or misrepresentations of credit. SDAR staff and assigned task force members may also audit applications from any office where another agent has been found to have submitted an inaccurate or false application.

VIII. NOTIFICATION OF ACCEPTANCE

Once all applications have been processed, confirmation notices will be emailed to applicants to the email address on file in the SDAR member portal. Notifications will confirm application information and award level. Please note, SDAR is not responsible for emails that are caught by the recipients' SPAM filter.

IX. USE OF AWARDS IN ADVERTISING

All award nominees and recipients must be in Good Standing and are not allowed to use SDAR Recognition of Excellence imagery in advertising without permission/notification from SDAR.

Guidelines for usage of imagery for Recognition of Excellence Awards are below:

- Recognition of Excellence imagery for the 2026 shall, when used in advertising in print and on business cards, be identified as SDAR Recognition of Excellence 2026.
- Recognition of Excellence for previous years shall, when used in advertising, be identified with the designation of at least one of the years in which the award was earned. i.e., SDAR Recognition of Excellence (previous year)
- Recipients of SDAR Awards shall, when citing the awards in advertising, be sensitive at all times, to potential misrepresentation when more than one REALTOR® is a recipient of the same award. EXAMPLE: "Number One Real Estate Agent" when, in fact, the agent is a recipient listed alphabetically with all other recipients.
- SDAR Members and their firms shall refrain from advertising the names of nominees and/or Recognition of Excellence winners until receipt of SDAR notification.