

# Directory of Real Estate Designations

## *Using Educational Opportunities towards Career Success*

Passing your prelicensing course and receiving your real estate license are just the first steps in an exciting career full of opportunities to increase your knowledge and professional standing. This pamphlet will give you an overview of professional designations available to real estate licensees who provide special expertise of a particular aspect of real estate. Designations may be earned by passing a course, showing adequate experience, and/or membership in a particular organization or association: contact the organizations listed below for complete designation requirements.

### ADMINISTRATIVE



Administrative Accredited Buyer Representative

Real Estate Buyer's Agent Council  
(800)648-6224 or (312)329-8656

[www.rebac.net](http://www.rebac.net)

The Administrative ABR® designation is given to REBAC members who do not buy or sell real estate, but work in administrative capacities to assist in their office's buyer representation business.



Real Estate Professional Assistant  
National Association of Realtors®

(800)648-6224

[www.professional-assistant.com](http://www.professional-assistant.com)

The REPA course is a two-day certificate program that provides an intensive introduction to the real estate business and specific ways support staff can become valuable assets to their employers.

### AFFORDABLE HOUSING



Certified Professional of Occupancy

National Affordable Housing Management Association

(703)683-8630

[www.nahma.org](http://www.nahma.org)

After this three day CPO course, taught by NAHMA-certified instructors who are experts on HUD's occupancy standards, managers will have mastered using the HUD Handbook effectively. After completing the two and one-half days of interactive instruction, participants must pass a rigorous one-half day exam to become certified CPOs.



Housing Credit Certified Professional

National Affordable Housing Management Association

(703)683-8630

[www.nahma.org](http://www.nahma.org)

Housing Credit Certification provides a benchmark for industry professionalism. The HCCP designation says to peers and employers and allocating agencies that you are a qualified individual who is committed to a high level of competency, knowledge and professionalism in low-income housing tax credit compliance.



Housing Credit Diploma  
Housing Credit College  
(800)644-0390  
[www.housingcreditcollege.com](http://www.housingcreditcollege.com)

The Housing Credit Diploma recognizes management and compliance professionals that have proven their dedication to their Housing Credit education.



National Affordable Housing Professional  
National Affordable Housing Management Association  
(703)683-8630  
[www.nahma.org](http://www.nahma.org)

NAHP is the only professional certification program with stringent requirements dedicated solely to recognizing and promoting achievement of the highest possible standards in affordable housing management.



National Compliance Professional  
Housing Credit College  
(800)644-0390  
[www.housingcreditcollege.com](http://www.housingcreditcollege.com)

The NCP is retained by earning 4 hours of continuing education per year, completing the NCP Renewal Form and paying the annual membership fee of \$49.



Site Compliance Specialist  
Housing Credit College  
(800)644-0390  
[www.housingcreditcollege.com](http://www.housingcreditcollege.com)

The designation is earned simply by passing the Site Compliance Exam, which is an exam, comprised of 5 testable areas all focusing on the responsibilities of site personnel and compliance staff.

#### BROKERAGE



Certified Real Estate Brokerage Manager  
Council of Real Estate Brokerage Managers  
(800)621-8738  
[www.crb.com](http://www.crb.com)

The CRB designation is recognized industry-wide as the measure of success in brokerage and real estate business management. CRB designees consistently increase their level of industry knowledge, advance their learning and career potential, increase their firm's profitability and benefit from active involvement in a network of real estate professionals.

#### BUYER REPRESENTATIVE



Accredited Buyer Representative  
Real Estate Buyer's Agent Council  
(800)648-6224 or (312)329-8656  
[www.rebac.net](http://www.rebac.net)

ABR designees complete a two-day course that covers the legalities and issues surrounding representation and a buyer's agent, as well as an elective advanced ABR course, score 80% on tests and verify five closed transactions representing a buyer.



Accredited Buyer Representative Manager  
Real Estate Agents Buyer's Council  
(800)648-6224 or (312)329-8656  
[www.rebac.net](http://www.rebac.net)

ABRM designees must successfully complete the ABRM course, the two-day ABR course (see above), certify that they have overseen at least 25 real estate transactions that involved a buyer's agent or had more than 2 years of experience in the oversight of buyer representatives and be a member in good standing with REBAC and NAR.



Certified Buyer Representative  
Realtor Boards and Associations  
(800)275-7388  
[www.cbrsource.com](http://www.cbrsource.com)

Realtors with the CBR designation are taught the street skills necessary to both help buyers find their desired property and to help them negotiate for that property in a non-adversarial manner. This designation may be earned by completing 3 consecutive days of intensive buyer agency training.

#### COMMERCIAL



Certified Commercial Investment Member  
Commercial Investment Real Estate Institute  
(800)621-7027  
[www.ccim.com](http://www.ccim.com)

CCIM has been the mark of a professional in commercial and investment real estate since 1968. The CCIM can be earned by Realtors as well as mortgage bankers, tax or real estate attorneys, financial planners and managers, investment advisors, officers of development companies and other real estate professionals. Four graduate-level courses and an introductory course must be successfully completed.



Commercial Real Estate Professional

Real Estate Professionals Society

(949)349-9394

[www.repsociety.com](http://www.repsociety.com)

This is a starter designation for real estate professionals who complete two of the four modules of the Commercial Real Estate Professional course offered exclusively by RealtyU Schools.



Certified Hotel Broker

Hotel Brokers International

(816)505-4315

[www.hotelbrokersintl.com](http://www.hotelbrokersintl.com)

The CHB designation distinguishes hotel brokers who have advanced their professionalism. Candidates complete a series of educational modules.



Society of Industrial and Office Realtors

Society of Industrial and Office Realtors

(202)737-8763

[www.sior.com](http://www.sior.com)

Geared towards professionals in industrial and office real estate brokerage. Coursework must be completed. This is an NAR designation.

## CONSULTANT



Consumer Certified Real Estate Consultant

National Association of Real Estate

Consultants

(800)445-8543

[www.narec.com](http://www.narec.com)

Geared towards helping professionals focus on what consumers want from today's real estate professionals, not just what the industry has to offer. Coursework must be completed. This is an NAR designation.



Counselor of Real Estate

Counselors of Real Estate

(312)329-8427

[www.cre.org](http://www.cre.org)

Members are awarded the CRE designation, bestowed by invitation only, in recognition of their achievements in counseling. Members must have ten years of experience in real estate and hold a senior position in their firm.

## DIVERSITY



At Home With Diversity

National Association of Realtors®

(202)383-1201

<http://realtor.org/divweb.nsf>

AHWD certification relays to the public that those certified have been professionally trained in and are sensitive to a wide range of cultural issues, this inviting a wider volume of business from a greater variety of cultures.



Fair Housing & Section 504 Compliance

National Affordable Housing Management Association

(703)683-8630

[www.nahma.org](http://www.nahma.org)

Not only does NAHMA's Fair Housing and Section 504 Compliance course cover the application process, which includes screening, accepting, and rejecting applicants, it also presents instruction on developing company-wide policies and procedures.



Seniors Real Estate Specialist

Senior Advantage Real Estate Council

(800)500-4561

[www.seniorsrealestate.com](http://www.seniorsrealestate.com)

Geared towards helping professionals meet the special real estate needs and concerns of the maturing population. SRES designees are licensed salespeople or brokers, are members in good standing of NAR and have completed the two-day SRES course.

## FINANCE



Mortgage Real Estate Professional

Real Estate Professionals Society

(949)349-9394

[www.repsociety.com](http://www.repsociety.com)

This is a starter designations for real estate professionals who complete the Mortgage Real Estate Professional course offered exclusively by RealtyU Schools.

GENERAL



Accredited Real Estate Professional

Real Estate Professionals Society  
(949)349-9394  
[www.repsociety.com](http://www.repsociety.com)

This is a starter designation for real estate professionals who complete the one-day Accredited Real Estate Professional course offered exclusively by RealtyU Schools.



Career Management Real Estate Professional

Real Estate Professionals Society  
(949)349-9394  
[www.repsociety.com](http://www.repsociety.com)

This is a starter designation for real estate professionals who complete the one-day Career Management for Real Estate Professionals course offered exclusively by RealtyU Schools.



Certified Residential Specialist  
Council of Residential Specialists  
(800)462-8841  
[www.crs.com](http://www.crs.com)

The Certified Residential Specialist (CRS) is the highest Designation awarded to sales associates in the residential sales field. The CRS Designation recognizes professional accomplishments in both experience and education.



Graduate, Realtor Institute  
National Association of Realtors®  
(202)383-1201  
[www.edesignations.com](http://www.edesignations.com)

This designation is earned by completing 92 hours of live course instruction covering many special aspects of real estate such as residential marketing, cost basis, appreciation methods, investment real estate, construction, real estate tax concepts, exchanges, capital gains, and mortgage programs.



Leadership Training Graduate  
Women's Council of Realtors  
(800)245-8512 or (312)329-8482  
[www.wcr.org](http://www.wcr.org)

Recognizes members of WCR who have achieved a superior level of leadership expertise through education, experience, and industry service.



Performance Management Network  
Women's Council of Realtors  
(800)245-8512 or (312)329-8482  
[www.wcr.org](http://www.wcr.org)

PMN designees are committed to ongoing education and professional excellence. Earning the PMN designation requires a blend of coursework and referral transactions.



Realtor® Association Certified Executive  
National Association of Realtors®  
(800)648-6224  
<http://realtor.org>

If you have made a commitment to your career in REALTOR® association management, you should consider obtaining your RCE. The designation signifies accomplishment, initiative and professional development.



Quality Service Certified  
Quality Service Certification, Inc.  
(949)481-4438  
[www.qualitycertified.org](http://www.qualitycertified.org)

QSC conducts training and certification programs throughout North America. Our clients include individual real estate professionals, leading national and regional real estate organizations, small independent brokers and boards of Realtors®. A Quality Service Certified® sales professional offers consumers the only sensible alternative to the "lowest price" - measurably better service and confidence through accountability.

INSTRUCTION



Designated Real Estate Instructor  
Real Estate Educators Association  
(856)423-3215  
<http://reea.org>

This designation was designed by the Real Estate Educators Association to recognize excellence among real estate instructors. It is awarded only to those who demonstrate outstanding knowledge of their profession, experience, and classroom performance.

**INTERNATIONAL**



Certified International Property Specialist

**National Association of Realtors®**  
(800)874-6500  
<http://realtor.org>

CIPS designees are individuals who have hands-on experience in international real estate transactions and have completed an intensive seven-day program of study focusing on critical aspects of transnational transactions.



International Real Estate Executive  
**Johns Hopkins University Real Estate Institute**  
(410)516-0752  
[www.afire.org](http://www.afire.org)

Designed to prepare experienced international professionals and other qualified individuals for the challenges of investing in US real estate from abroad. Consists of four one-week executive courses. College degree required.

**INTERNET**



Internet Professionals  
**National Association of Realtors®**  
(619)283-7302  
[www.epronar.com](http://www.epronar.com)

The vision for the future of e-PRO Certification is to create a well-trained, core group of real estate professionals who are thriving in the online-based real estate industry.



Electronic Real Estate Professional  
**Real Estate Professionals Society**  
(949)349-9394  
[www.repsociety.com](http://www.repsociety.com)

This is a starter designation for real estate professionals who complete the one-day Electronic Real Estate Professional course offered exclusively by RealtyU Schools.



Real Estate CyberSpace Specialist  
**Real Estate CyberSpace Society**  
(888)344-0027  
[www.recyber.com](http://www.recyber.com)

RECS shows proficiency in serving the public with recognized skills for utilizing CyberSpace marketing programs and for effectively adopting special technology and networking systems.

**LAND**



Accredited Land Consultant  
**Realtors Land Institute**  
(800)441-5263  
[www.rliland.com](http://www.rliland.com)

For specialists in land brokerage transactions such as farms and ranches; undeveloped tracts of land; transitional and development land; subdivision and wholesaling of lots; and site selection and assemblage of land parcels.

**PROPERTY MANAGEMENT**



Accredited Management Organization  
**Institute of Real Estate Management**  
(415)243-9313  
[www.irem.org](http://www.irem.org)

AMO firms are elite organizations which set the standards for excellence in property and asset management. Although education and experience play major roles in achieving the AMO designation, it is integrity and commitment to professionalism on which the reputation of the AMO finally rests.



Advanced Residential Apartment Manager  
**National Association of Home Builders**  
(800)266-8200  
[www.nahb.org](http://www.nahb.org)

The Advanced RAM Program provides a higher credential in the field of apartment management for the levels of asset managers, property supervisors, and management company owners. Curriculum includes modules encompassing operations, legal issues, personnel management, fair housing, and much more.



Accredited Residential Manager  
Institute of Real Estate Management  
(415)243-9313  
[www.irem.org](http://www.irem.org)

ARM certification is recognized as the nation's most prestigious program for residential management specialists. A set level of education and experience is required to obtain this certification.



Certified Apartment Manager  
National Apartment Association  
(703)518-6141  
[www.naahq.org/education/profdesign.cfm](http://www.naahq.org/education/profdesign.cfm)

To earn the CAM designation, the candidate must complete two courses (CAM®1 and CAM®2), pass both final examinations, and prepare an "Apartment Community Analysis." Two years of apartment management experience is also required.



Certified Apartment Property Supervisor  
National Apartment Association  
(703)518-6141  
[www.naahq.org](http://www.naahq.org)

NAA's CAPS program is an in-depth review of property management principles and techniques as used by the professional supervisor. The course helps the professional make the connection between knowledge and on-the-job performance.



Certified Leasing Professional  
National Association of Home Builders  
(800)368-5242  
[www.nahb.org](http://www.nahb.org)

The Certified Leasing Professional (CLP) Program curriculum includes an overview of multifamily leasing and sales skills.



Certified Property Manager  
Institute of Real Estate Management  
(415)243-9313  
[www.irem.org](http://www.irem.org)

CPM designation requires an application process including interview, completion of three tests, completion of educational requirements, and experience in the real estate management business.



National Apartment Leasing Professional  
National Apartment Association  
(703)518-6141  
[www.naahq.org](http://www.naahq.org)

NAPL course of study is designed to teach the skills that Leasing Professionals need in order to become top producers. Seven required courses may be taken concurrently or independent of each other.



Registered Apartment Manager  
National Association of Home Builders  
(800)368-5242  
[www.nahb.org](http://www.nahb.org)

RAM designation program is a comprehensive 40-hour training program specifically designed to train property managers of multifamily rental, condominium, and cooperative housing, both market rate and subsidized.

#### REFERRAL



Referral Real Estate Professional  
Real Estate Professionals Society  
(949)349-9394  
[www.repsociety.com](http://www.repsociety.com)

Referral Real Estate Professional is a starter designation for real estate professionals who complete the Referral Real Estate Professional course offered exclusively by RealtyU Schools.

#### RELOCATION



Certified Relocation Professional  
Employee Relocation Council  
(202)857-8631  
[www.erc.org](http://www.erc.org)

Relocation professionals who have demonstrated a minimum of two years' experience dealing with relocation issues are allowed to sit for the exam.

**RESIDENTIAL: DEVELOPMENT**



Certified New Home Sales Professional

**National Association of Home Builders**  
(800)368-5242  
[www.nahb.org](http://www.nahb.org)

The comprehensive new home sales training course helps participants master the critical path to successful selling, from greeting to closing. They learn the advanced techniques and consumer psychology used by seasoned real estate experts, gain a broad understanding of how the home building business works, including the financial and legal aspects of new home sales.



Real Estate Development Certificates

**Urban Land Institute**  
(800)321-5011  
[www.uli.org](http://www.uli.org)

Now you can earn a professional development certificate while you attend the Real Estate School and other educational events and save money on course registration. Earn one of two certificates: the Real Estate Development Certificate or the Real Estate Development Finance Certificate. A certificate from ULI gives you the recognition you deserve for improving your professional skills.

**RESIDENTIAL: LUXURY**



Accredited Luxury Home Specialist

**Luxury Home Council**  
(800)480-5150

[www.luxuryhomecouncil.com](http://www.luxuryhomecouncil.com)

The Accredited Luxury Home Specialist (ALHS) Logo is testimony to the agent's training and expertise in the luxury home marketplace.



Certified Luxury Home Marketing Specialist

**Institute for Luxury Home Marketing**  
(214)485-3000

[www.luxuryhomemarketing.com](http://www.luxuryhomemarketing.com)

This valuable new designation will position you as an expert and give you the knowledge you need to be the agent of choice for affluent buyers and sellers.