

# Almost Everything You've Ever Wanted to Know About Designations...But Were Afraid to Ask!

## A Quick Reference for Most of the Real Estate Designations

R = required E = Elective \* = available online

ACRONYM	ABR	ABRM	ALC	ASR	CBR	CCIM	CIPS	CPM	CRB
<b>FULL NAME</b>	Accredited Buyer Representative	Accredited Buyer Representative Manage	Accredited Land Consultant	Accredited Seller Representative	Certified Buyer Representative	Certified Commercial Investment Member	Certified International Property Specialist	Certified Property Manager	Certified Real Estate Brokerage Manager
<b>ORGANIZATION</b>	Real Estate Buyers Agent Council (REBAC)	Real Estate Buyers Agent Council (REBAC)	REALTORS Land Institute (RLI)	Seller Agency Council		CCIM Institute	National Association of REALTORS (NAR)	Institute of Real Estate Management	Council of Real Estate Brokerage Managers
<b>PHONE NUMBER</b>	800-648-6224	800-648-6224	800-441-5263	949-600-7190	703-873-4454	800-621-7027	800-874-6500, x8412	800-837-0706	800-621-8738
<b>WEB SITE</b>	www.REBAC.net	www.REBAC.net	www.RLILand.com	www.selleragency.com	www.cbrsource.com	www.CCIM.com	www.REALTOR.org/international	www.IREM.org	www.CRB.com
<b>APPLICATION FEE</b>	Fee for ABR Course	Fee for ABRM Course	\$350	Fee for ASR Course	\$345 for class	\$50 (waived with class enrollment)	\$225	\$150 for candidate, \$200 for CPM	\$150
<b>DUES</b>	\$110	\$110	\$295	\$99	N	\$495	\$220	\$470	\$125
<b>TRANSACTIONS (must be documented)</b>	5 as buyer rep (no dual agency) w/in 3 years of ABR course	oversee 25 by buyer agents OR 2 years experience overseeing buyer agents	\$5 million in land (sale, purchase or lease) OR 25 separate land transactions in past 5 years; must be <80% residential lots	10 closed transaction representing seller		\$5 million in qualifying activities OR 20 qualifying activities OR \$30 million regardless	3 closed transactions involving other cultures or countries	36 months RE mgmt experience; residential - 300 units at 1 site or 200 units at 2-4 sites or 100 units at >= 5 sites; commercial - 120m000 sq. ft. at 1 site or 80,000 at >= 2 sites	
<b>EXPERIENCE (must be documented)</b>							100 points of elective credit - languages, other NAR designations, yrs in RE, attendace at intl conferences and education sessions	In lieu of IREM classes, can hold degree in RE or Prop. Mgmt OR hold RPA, CCIM, CSM or PCAM designations	2 years of management of real estate business as owner, broker, active principal or supervisor
<b>MEMBERSHIPS</b>	REBAC, NAR	REBAC, NAR	RLI, NAR	NAR		CCIM	CIPS, NAR	IREM (min. 1 year), NAR	NAR
<b>REFERENCES</b>				3 from sellers				3	
<b>OTHER DESIGNATIONS WHICH MAY ADD CREDIT OR CLASSES OVERLAP</b>	CIPS, CRS, WCR, RLI		ABR		ABR	CPM, CRE, SIOR, PMN	ABR, CCIM, CRS	CCIM, RPA, CSM, PCAM	ABR, ABRM, ALC, ARM, CLIM, CIPS, CPM, CRE, PMN, SIOR, CRS
<b>OTHER</b>					If you have ABR and are a member of REBAC, can take CBR Advantage course for CBR	Need to become a candidate with the institute	Can use CCIM intro, CCIM 101 or CRS 204 in place of Investment and Financial Analysis for International Real Estate	Need to pass a mgmt. plan (perform 17 of 35 functions, see www.IREM.org for details); must have been a candidate for 1 year, must attend 2 IREM chapter meetings and be approved by local IREM chapter	Must earn 12 credits from management resume, see www.CRB.com for list of credits; some company classes will cover electives up to 4 credits
<b>EXAM</b>	Y (80%= PASS)	Y (80%= PASS)	N	Y		Y	Y(70% = PASS, 1 for each class)	Y	

ACRONYM	CRE	CRS	e-PRO	GAA	GRI	PMN	RAA	SIOR	SRES
FULL NAME	Counselor of Real Estate	Certified Residential Specialist		General Accredited Appraiser	Graduate REALTOR Institute	Performance Management Network	Residential Accredited Appraiser	Society of Industrial and Office REALTORS	Seniors Real Estate Specialist
ORGANIZATION	The Counselors of Real Estate	Council of Residential Specialists	NAR Internet Crusade	NAR	NAR	Women's Council of REALTORS	NAR	NAR	Senior Advantage Real Estate Council (SAREC)
PHONE NUMBER	312-329-8427	800-462-8841	866-377-0627	800-874-6500x8393	800-874-6500x8215	800-245-8512	800-874-6500x8393	202-449-8200	800-500-4564
WEB SITE	www.CRE.org	www.CRS.com	www.eProNAR.com	www.REALTOR.org/appraisal	www.REALTOR.org/GRI	www.WCR.org	www.REALTOR.org/appraisal	www.SIOR.com	www.seniorsrealestate.com
APPLICATION FEE	\$1,750	\$100 app fee, \$75 processing fee	\$359 (discount is available for workshop attendance)	\$100	\$10	\$75	\$100	\$125	fee for class
DUES	\$1,290	\$120	N	\$100	N	\$75	\$100	\$985 + one time fee of \$725	\$99
TRANSACTIONS (must be documented)		75 trans. sides or \$25 million w/in 5 year period with 2 classes OR 25 trans. sides or \$8 million w/in 2 years with 3 classes				30 points of closed referral sales: to/from WCR member (10), to/from non-WCR (5), from client (2)		36-48 months of transaction history, based on transaction volumes set at local level, cumulatively, annually and # of transactions or sq. ft.	3 involving senior citizens
EXPERIENCE (must be documented)	10 year real estate experience; 3 years counseling; must hold senior position in company			1000 hours in addition to experience required for state certification			1000 hours in addition to experience required for state certification	5 years documented industrial or office real estate experience	
MEMBERSHIPS	NAR	Council of Residential Specialists, ICAAR		NAR (if Institution Affiliate member, must also have 1 of IREM, CCIM, RLI, CRE or SIOR)	IAR, NAR	NAR	NAR (if Institution Affiliate member, must also have 1 of IREM, CCIM, RLI, CRE or SIOR)	SIOR, NAR	NAR, ICAAR
REFERENCES								Yes - from 2 SIOR members	
OTHER DESIGNATIONS WHICH MAY ADD CREDIT OR CLASSES OVERLAP		ABR, ALC, CPM, CRB, CRES, CCIM, FRI, GRI, e-Pro		ALC, CCIM, CPM, CRE, CRS, SIOR	CRS, ABR, CBR, SRES	ABR, CBR, CRB, CPS	ALC, CCIM, CPM, CRE, CRS, SIOR	CCIM, RICS, CPM (any of these designations provides 12 credits)	Need 12 credit hour class or 6 hour class plus 6 hour on-line study
OTHER	Invitation only; must have objective evidence in files that counseling service is provided; must counsel a limited number of clients; must be recognized for excellence	4 electives in addition to transactions and core CRS classes; non-selling managers can get CRS on fast track, see www.CRS.com for more info	12 hours elective CE credit - contact ICAAR for more info	Must be State General Appraiser, 60 hours of tested course work plus Appraiser Qualification Board's education req.	Can use post licensing classes or broker's license for credit; GRI - Ethics not required with Post Licensing Developing Professionalism class	Must be a licensed REALTOR® or Association executive	Must be State Certified Residential or General Appraiser, 45 hours of tested course work plus Appraiser Qualification Board's education req.	Can take exam and pay \$750 OR have CCIM or RICS OR complete 30 hours of commercial coursework; Graduate degree in real estate, business or law = 12 credits	
EXAM								YES	Y

For the most accurate and up-to-date information regarding these designations you should check the websites.

If you see any errors or changes please contact Bonnie at 319-338-6460. This document was last revised on May 25, 2006.