

NAR Family Certifications



At Home With Diversity—AHWD. A ground-breaking professional education initiative designed to provide America's real estate professionals with training and tools to expand their business as well as home ownership opportunities for more Americans. AHWD certification relays to the public that those certified have been professionally trained in and are sensitive to a wide range of cultural issues inviting a wider volume of business from a greater variety of cultures. For more information on this course and its business principles, please contact Diversity, (800)874-6500 ext. 8393.



Broker Price Opinion Resource (BPOR). The BPOR Resource certification provides REALTORS® with knowledge and skills to reduce risk, increase opportunities, and create professional BPOs. For more information email BPOR@realtors.org or call 855-620-8863



e-PRO® is a revolutionary training program presented entirely online to certify real estate agents and brokers as Internet Professionals. NAR is the first major trade group to offer certification for online professionalism. E-PRO® is not just about technology—it's about how you can leverage your most powerful asset, your people-skills, into doing more business on the Internet. For more information on the e-PRO certification, call (800)874-6500 ext. 8543 or visit www.eProNAR.com



Real Estate Professional Assistant—REPA. REPA is a comprehensive two-day certificate course that provides an intensive introduction to the real estate business and to the specific ways support staff can become valuable assets to their employers. Every administrative employee in the brokerage office, from listing secretary to the personal assistant, will benefit tremendously from this quick-start program.



Resort & Second-Home Property Specialist—RSPS. RSPS is offered by NAR Resort for resort and second-home professionals around the world. The RSPS core certification requirement includes the NAR Resort & Second-Home Market Course. RSPS applicants will also choose from twenty three different elective choices including courses from the NAR Education Matrix and the NAR Resort Symposium held every 18 months. For more information, call (312) 329-8393



Short Sales & Foreclosure Resource—SFR. For many real estate professionals, short sales and foreclosures are the new "traditional" real estate transaction. Knowing how to help sellers maneuver the complexities of short sales as well as help buyers pursue short sale and foreclosure opportunities are not merely good skills to have in today's market — they are critical. REALTORS® with the SFR certification can be a trusted resource for short sales and foreclosures. Your ability to close short sales and foreclosures depends in part on your confidence in seeing these transactions through. For more information e-mail SFR@realtors.org, call (877)510-7855, or visit www.realtorSFR.org.

REALTOR® Family Designation Programs



Accredited Buyer Representative—ABR. Education provides REALTORS® with what they need to stay competitive in today's market. Contact REBAC at Rebac@realtors.org or call (800)648-6224 or visit www.rebac.net.



Accredited Land Consultant—ALC. The REALTORS® Land Institute confers its prestigious Accredited Land Consultant Designation to only the best land professionals in the business. A land specialist must complete the organization's rigorous LANDU educational program. For more information contact RLI at (800) 441-5263, email at RLI@realtors.org or visit www.RLILand.com



CCIM Institute
Equipping the world's best minds in commercial real estate

Certified Commercial Investment Member—CCIM. CCIM's are recognized experts in commercial real estate brokerage, leasing, valuation and investment analysis. CCIM's are backed by a respected educational program, as well as superior technology products and business resources. Contact CCIM at (800)621-7027 or visit www.ccim.com



Certified International Property Specialist—CIPS. The CIPS designation prepares REALTORS® to service the growing international market in their local community by focusing on culture, exchange rates, investment trends, and legal issues. Contact Information Central at NAR Global, (800)874-6500 ext. 8369.



Certified Property Manager—CPM®. Acquire valuable real estate management skills through educational offerings leading to the CPM® designation. CPM® members have the competitive edge in every area of real estate management from residential to commercial to industrial. Contact IREM® Customer Relations at (800)837-0706 ext. 4650 or visit www.irem.org.



Certified Real Estate Brokerage Manager—CRB. CRB is one of the most respected relevant designations offered in Real Estate Business Management. The CRB designation is awarded to REALTORS® who have completed advanced educational professional requirements. For more information, email info@crb.com, call (800)621-8738 or visit www.crb.com.



Certified Residential specialist—CRS. CRS has over a 30 year legacy of giving residential real estate professionals the tools they need to be successful in any market. Contact Customer Service at (800)462-8841 or visit www.crs.com.



Counselor of Real Estate—CRE. CRE designees are a member of The Counselors of Real Estate, an international group of recognized professionals who provide seasoned, objective advice on real property and land-related matters. By invitation only. Call (312)329-8427.



General Accredited Appraiser—GAA. Certified General Appraisers wishing to increase their visibility should consider pursuing the GAA designation. The GAA is awarded to appraisers whose education and experience exceed state appraisal certification requirements and is supported by NAR. Call (800)874-6500 ext. 8268 or email appraisal@realtors.org.



NAR's Green Designation—GREEN. NAR created the Green Designation to provide ongoing education, resources and tools so that real estate practitioners can successfully seek out, understand and market properties with green features. Email greendesignation@realtors.org or call (800)498-9422.



Graduate REALTOR® Institute—GRI. Members involved in residential real estate who want a solid base of information for their practice will want to participate in the REALTOR® Institute program. NAR maintains a clearinghouse of information for individuals interested in the GRI program. For more information call (800)874-6500 ext. 8215.



Performance Management Network—PMN. PMN is a REALTOR® designation that's built from the ground up to bring you the real-world skills, the know-how and the tools that will keep your business out front and on top of a lightning-fast market. Call (800)245-8512.



REALTOR® Association Certified Executive—RCE. AE's interested in demonstrating commitment to the field of REALTOR® Association Management should pursue the RCE designation. Contact (312)329-8545.



Residential Accredited Appraiser—RAA. Certified Residential Appraisers wishing to increase their visibility should consider pursuing the RAA designation. Call (800)874-6500 ext. 8268 for more information.



Seniors Real Estate Specialist®—SRES®. Designation program educates REALTORS® on how to profitably and ethically serve the real estate needs of the fastest growing market in real estate, clients age 50+. Call (800)500-4564, email sres@realtors.org or visit www.seniorsrealestate.com.



Society of Industrial and Office REALTORS®—SIOR®. Individuals certified with the SIOR® designation are top producers in industrial and office real estate brokerage. SIOR's network includes more than 3, 000 members in 580 cities in 20 countries. SIOR® represents today's most knowledgeable, experienced and successful commercial real estate brokerage specialists. For more information call (202)449-8200 or visit www.sior.com.

Continuing Education

With the exception of New Jersey, every state in the United States requires real estate licensees to earn continuing education in order to maintain their real estate license. Licensees know they need Continuing Education (CE) credit, but the hard part is finding out how much they need and what schools offer it. This list of frequently asked questions about continuing education was developed to give real estate licensees a better understanding of the who, what, and where of continuing education.

Who decides continuing education requirements?
In the State of New Mexico, the New Mexico Real Estate Commission determines the licensing and continuing education requirements for Real Estate Licensees. The NMREC decides which courses may be taught and who may teach them. RANM provides education programs for our members by being an approved NMREC Institutional Sponsor through the NMREC. This Institutional Sponsorship approval allows RANM to present National Speakers at RANM's annual conference and meeting for CE, offer certifications courses for CE and partner with online distance learning educators for CE.

Why are some courses approved for CE and others are not?
Each state determines which courses may be approved. In New Mexico, the NMREC requires 30 hours of continuing education to be completed within the licensee's three-year license cycle. In order for a course to be approved for CE, the course sponsor or school must submit a course application and a fee to the real estate commission for their review of the course. Some topics, such as marketing and personal growth, are only approved for continuing training hours. Currently, a Real Estate licensee may have up to 10 hours of continuing training in a renewal period..

What role does my REALTOR'S® Association play in CE?
The REALTORS® Association of New Mexico, including NAR, does not determine what courses are approved for CE. Both RANM and NAR work with the NMREC to get sessions presented at the annual conference approved for CE. REALTOR® University - NAR's online education destination has courses approved for CE in some states. Consult the CE Search Engine on REALTOR® University for courses approved for continuing education in New Mexico.

How do I find out about my State's CE requirements?
You are advised to contact either the New Mexico Real Estate Commission or RANM, your State Association.

One final word of advice.

Check with the school or course provider and the NMREC about CE approval *prior* to registering for any course.

Education FAQs

Q: I have questions pertaining to the GRI (Graduate REALTOR® Institute) designation. Who do I contact?

A: Although the GRI is a national designation, the program is administered by accredited state association providers. Contact RANM with specific questions regarding GRI.

Q: Why doesn't NAR acknowledge professional designations other than its own?

A: NAR's bylaws prohibit from 'recognizing' third-party industry designations. With the large number of professional designation programs available, NAR does not have the resources to actively review and monitor the quality of these programs and therefore, it would be inappropriate to comment on the level of quality.

Q: What is the proper way to list designations when you have more than one?

A: NAR has no specific policy on this, however, most practitioners list them in alphabetical order.

Q: What is NAR's technology certification and where can I find more information about it?

A: e-PRO is NAR's Internet professional certification program. It's designed for individuals who are already online, but want to understand better how to develop and maintain a customer base over the Internet.

Q: I want to apply for an Education Scholarship. Where can I go for more information?

A: RANM and NAR do not offer educational scholarships, however the Stanley H. Mathis Foundation is a New Mexico REALTOR® non-profit developed to assist and promote New Mexico REALTOR® members in their education needs. Contact Stanley H. Mathis Foundation for more information

Q: What is REALTOR® University?

A: REALTOR® University is NAR's online education destination and exclusive provider of online courses leading to NAR's official family designations and certifications.

Q: Are REALTOR® University courses available to non-members?

A: Yes, Non-members can take courses but will not be awarded REALTOR® family designations and certifications.

REALTORS® Association of New Mexico's

REALTOR® EDUCATION OPPORTUNITIES

REALTOR® Family DESIGNATION PROGRAMS



The NATIONAL ASSOCIATION OF REALTORS® and its affiliated Institutes, Societies, and Councils provide a wide-range of programs and services that assist members in increasing skills, proficiency, REALTOR® and knowledge. Designations and certifications acknowledging experience and expertise in various real estate sectors are awarded by NAR and each affiliated group upon completion of required courses.



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