



GRI

DESIGNATION

The GRI designation is a powerful tool to attract and build new business. You'll increase your skill level across the entire landscape of real estate with in-depth training in legal and regulatory issues, technology, professional standards and the sales process.

WHY BECOME A GRI DESIGNEE

Earning a GRI can make a difference in your business and potentially boost your income. REALTORS® with at least one designation:

- Earned a median of \$61,000 while those without the designation earned a median income of \$33,500, a difference of \$27,600. (Source: 2013 NAR Member Profile)
- Reported that they were better able to serve and protect their increasingly sophisticated clients because of their understanding of new technology, laws and procedures.

HOW TO EARN THE GRI DESIGNATION

The GRI designation is awarded only to those REALTORS® who have completed the required GRI Curriculum. The GRI program is delivered by the New Mexico Association of REALTORS® and meets the standards established by the National Association of REALTORS®.

PROFESSIONAL AFFILIATION

Member in good standing with National Association of REALTORS®.

GRI does not require annual renewal as long as you remain an active member in good standing of the National Association of REALTORS®.

COST

One-time application fee to NMAR with submission of credits: \$50. Course fees will vary depending upon instructor and class.

CURRICULUM OVERVIEW

The GRI Curriculum consists of 40 hours of GRI Core Courses, plus 24 hours of courses selected by the candidate from specific categories of New Mexico Real Estate Commission (NMREC) approved continuing education courses. A student has five (5) years to complete all designation requirements. Courses may be taken in any order.

Electives must include courses from each of the GRI "core competency" area as defined by the National Association of REALTORS®:

- **Market Knowledge:** Neighborhoods and property amenities, considerations for housing types, developing CMAs and impact of MLS, financing options and home-buying programs, inspections and appraisals/valuations
- **Business Skills:** Prospecting, buyer and seller services, creating your niche market, negotiations, creating and implementing your brand
- **Systems and Tools:** Record retention, form platforms and applications, website portals, marketing tools, hardware and software to streamline your business.
- **Avoiding Setbacks, Fines, and Lawsuits:** Professional standards, contract to close, risk management, agency relationships, and advertising.

A complete list of Core and Elective Course requirements are outlined in this document. .

CONTACT US

Learn more at nmrealtor.com/gri or contact NMAR Member Services at 505-982-2442 or e-mail membership@nmrealtor.com.



CORE REQUIREMENTS (40 HOURS)

Course Name	CE Hours	NMREC Course
Crunching The Numbers & Investments	8	21050271
Residential Construction & Inspections	8	21090091
Pricing Property Properly	8	21040071
Real Estate Is Your Business	8	21110061
Legal Liability Issues	8	21010391
Realtors' Ethical Road Map	8	21120131

ELECTIVE REQUIREMENTS (24 HOURS)

BUSINESS SKILLS

Course Name	CE Hours	NMREC Course
Clear the Confusion: Offers	4	21020081
Contract Negotiations	4	21020121
Contract Strategies	4	21020131
Diversity Issues and the Real Estate Professional	6	21010131
Handling Multiple Offers Ethically & Effectively	4	21020661
Millennials are Changing Real Estate: Are You Ready?	4	21030342
Millennials Challenging the Traditional Real Estate Model	4	21030352
Negotiating & Completing an Exchange	8	21020301
PM Essentials - Residential	4	21060021
Understanding Electronic Transactions and E-Signatures	3	22020561
Working with the First Time Buyer & MFA Programs	4	21050241
Financial Planning Through Real Estate	8	21110031
Real Estate & Taxes: What Every Agent Should Know	6	21100061
Taxes & Real Estate: What You Need To Know	3	21100192
Successful Business Planning	3	21110201

MARKET KNOWLEDGE

Course Name	CE Hours	NMREC Course
Energy Efficiency is Green and Smart	2	21080181
Going Green: Elements of Eco-Friendly Homes	3	21080202
1031 Tax Deferred Exchanges	4	21100011
Anatomy of a Listing Contract	4	21030651
Anatomy of a Purchase Contract	4	21020031
Bankruptcy & Real Estate	4	21010071
Broker Short Sale 101	7	21050031
Intro to Solar	4	21090221
Mold: A Growing Concern	4	21070051
New Seller Financing Rules & NMAR Forms	2	21020581
Pests That Affect Real Estate Transfer and Leased Managed Properties	4	21070181
Practical Applications of Real Estate Contracts	4	21020321
Property Management Essentials	4	21060021
Real Estate Decision Making with the HP10B	4	21030031
Real Estate Finance Today	4	21050142
Septics and Well 101	2	21080141
Solar PV Value	2	21030321
Understanding the Loan Process	4	21050221
Understanding Wood Destroying Pests	4	21070151
Wells and Septics: A Broker's Guide to Regulation	4	21080071

SYSTEMS & TOOLS

Course Name	CE Hours	NMREC Course
Intro to Real Estate Technology	6	21030021
Social Media for Sales Success	8	21030291
On-Time Closings: Communication, Cooperation & Accountability	3	21130821
Pre-Closing Process & Checklist of Issues UPDATED	2	21020331
Social Networking & Email Marketing	2	21030261

Avoiding Setbacks, Fines, and Lawsuits

Course Name	CE Hours	NMREC Course
NMAR's Many Miscellaneous Forms	4	21020351
Ethical Use of Drones, Technology, Social Network Marketing	4	21030331 (4) & 21030121
Fair Housing	4	21010182 & 21010181
Fair Housing Made EZ	4	21010221
Anti Trust and Real Estate	4	21010061
Brokerage Relationships	4	21010091 (live) 21010092
Business Ethics in Real Estate	4	21120021
Communicating Lead Based Paint Disclosure to Consumers	2	21070011
Disclosure in Real Estate	6	21070021
Environmental Liability in Real Estate	4	22080041
Equal Opportunity in Housing	6	21010171
NAR Code of Ethics and Enforcement	4	21120051
New Mexico Americans With Disabilities Act	3	21010882
Procuring Cause	4	21010261
New Member Orientation Code of Ethics	4	21120061
Reducing Radon Risk in Real Estate Transactions	4	21070081
Reducing Violations: A Case Study	4	21010291
Risk Management On Demand	6	21020432
Risk Reduction Issues	6	21020441
Transaction Brokerage	4	21010321
Uniform Owner Resident Relation Act	6	21010361
YES, Your Honor, I Did Disclose	4	21070101

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