

**CCIM, Certified Commercial Investment Member®**

CCIMs are recognized experts in commercial real estate brokerage, leasing, valuation and investment analysis. The CCIM business network includes more than 7,500 designees and an equal number of candidates principally in North America, but also in Asia and Europe. CCIMs are backed by a respected education program, as well as superior technology products and business resources.

**CDPE, Certified Distressed Property Expert®**

CDPE's are real estate professionals with specific understanding of the complex issues confronting the real estate industry and the foreclosure avoidance options available to homeowners. Through comprehensive training and experience, CDPE's are able to provide solutions for homeowners facing hardships in today's market, specifically short sales.

**CIPS, Certified International Property Specialist**

The CIPS network is comprised of 1,500 real estate professionals from 50 countries who deal in all types of real estate, but with one common element: they are focused specifically on the "international" market. Whether traveling abroad to put deals together, assisting foreign investors, helping local buyers invest abroad, or serving an immigrant niche in local markets, CIPS designees are consumers' best resource to ensure they are dealing with a professional skilled in the unique aspects of international real estate.

**CLHMS, Certified Luxury Home Marketing Specialist**

Recognized as the mark of accomplishment in luxury markets around the world, the Certified Luxury Home Marketing Specialist designation assures affluent buyers and sellers that the agents who have earned it have the knowledge, experience, competence, and confidence they require. Members of The Institute who hold the CLHMS designation have documented performance in the TOP 10% of their markets, and have successfully demonstrated their expertise in the luxury home and estate market.

**CNE, Certified Negotiation Expert**

This designation was designed to give REALTORS® the knowledge, training and ability needed to become an expert negotiator – a vital skill required for real estate transactions. Better results can be derived for the customer when collaborative approaches are used to help identify and create value for all parties. REALTORS® who achieve this designation have completed 12 hours of intensive training by a certified CNE instructor from RealtyU. The CNE designation training course was ranked in the Top 5 New training courses in the 2008 Swanepoel Trends Report.

**CRB, Certified Real Estate Brokerage Manager**

The Certified Real Estate Brokerage Manager (CRB) designation is recognized industry-wide as the measure of success in brokerage and real estate business management. The designation is awarded by the Council of Real Estate Brokerage Managers to REALTORS® who have completed the Council's advanced educational and professional requirements.

**CRS®, Certified Residential Specialist®**

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. Since 1977 the Council of Residential Specialists has been conferring the CRS Designation on agents who meet its stringent requirements. Currently, there are more than 39,000 active CRS Designees.

**GRI, Graduate REALTOR® Institute**

REALTORS® with this designation have dedicated their time and money on real estate education to bring you quality service. Designees have made the commitment to provide a high level of professional services to their clients. The GRI curriculum incorporates a common body of knowledge for progressive real estate professionals. A REALTOR® who possesses the GRI designation has not only completed a course of study required by the program, but also subscribes to the Code of Ethics of the NATIONAL ASSOCIATION OF REALTORS®. Graduate REALTOR® Institute (GRI) is the designation awarded by state associations to members of the NATIONAL ASSOCIATION OF REALTORS® who successfully complete a predetermined course of study that includes at least 90 hours of specialized real estate related course.

**EcoBroker®**

Through EcoBroker educational courses, real estate professionals acquire the knowledge and resources to become Certified EcoBrokers® and assist clients in their pursuit of properties with green features and marketing of properties with green features. The Company serves real estate professionals, vendors, and the community by carrying out its mission to improve the quality of buildings, while reducing their impact on our natural resources and environment.

**e-PRO® Certification**

e-PRO® Internet Professionals are REALTORS® who have completed a rigorous certification program endorsed by the prestigious NATIONAL ASSOCIATION OF REALTORS® (NAR). Real estate agents and brokers who have earned e-PRO® Certification are Internet Professionals who have completed extensive training using the Web. e-PRO® Certification means the real estate professional is prepared to employ the latest techniques and services for your benefit, just like you've grown to expect from a professional.

**MRE**

MRE stands for Master of Real Estate. The MRE program is designed to provide advanced training beyond all other designations. Critical skills of the real estate business and market driven education in current real estate topics and issues are fully explored. The MRE designation signifies a broker dedicated to professional development and customer service.

The MRE designation is granted to those who complete a rigorous 90 hours of education (more hours than some states require in pre-license education!) and they must have already earned another qualifying designation. The MRE is a REALTOR® who embraces the code of ethics, and all MRE's designees have completed ethics training.



**SRES, Seniors Real Estate Specialists®** are REALTORS® qualified to address the needs of home buyers and sellers age 50+. The SRES® Council awards the SRES® Designation to those members who have successfully completed its education program. By earning the SRES® designation, your REALTOR® has demonstrated necessary knowledge and expertise to counsel clients age 50-plus through major financial and lifestyle transitions involved in relocating, refinancing, or selling the family home. Your REALTOR® has received special training, gets regular updates, and is prepared to offer the options and information needed in making life changing decisions.