



## The Alphabet Soup of Real Estate Designations

Once a person obtains their real estate license they can take classes to maintain their status as well as continuing courses to become specialized in a certain sector of the industry. Here's a quick rundown of acronyms you'll no doubt come across during your search for a home or a buyer and why they're important to you.

### **ABR:** Accredited Buyer Representative



Also known as a "buyer's agent", ABR denotes an agent who is a qualified buyer representative. Before you call the number on the yard sign, find yourself an Accredited Buyer Rep who represents you solely and knows well all buyer's agent issues.

### **ABRM:** Accredited Buyer Representative Manager

Most often found in larger brokerages, the Accredited Buyer Representative Manager should have a wealth of experience and knowledge. The Accredited Buyer Representative Manager provides oversight of buyer representatives. Asking for the ABRM will get the person in charge of Accredited Buyer Representatives.



### **ALC:** Accredited Land Consultant



Designated by the Realtors Land Institute, the Accredited Land Consultant specializes in areas such as real estate marketing, investment land, subdivision development, farms and ranches.

### **CCIM:** Certified Commercial Investment Member



The Certified Commercial Investment Member is an invaluable resource to all parties involved with commercial real estate. Certified Commercial Investment Member is a recognized professional in commercial real estate brokerage, leasing, asset management, valuation, and investment analysis.

**CIPS:** Certified International Property Specialist

Looking for a second home in Mexico? Covet some property in Europe? This specialized group of Realtors™ focuses on international properties.



**CRB:** The Certified Real Estate Brokerage Manager

When you're looking for the most experience from someone highly respected in his or her field, it's hard to find someone in real estate more distinguished than the Certified Real Estate Brokerage Manager. To be qualified as a Certified Real Estate Brokerage Manager, a person must, for at least two years, be directly responsible for the effective management of a real estate business. That includes managing other agents, increasing the profitability of their firm and regularly adding to their wealth of real estate knowledge.



**CRE:** [Counselors of Real Estate](#)



This international group provides professional consulting regarding matters of property and land.

**CRP:** Certified Relocation Professional

If you're moving you have concerns, especially if you're a large corporation. No matter if you're an individual or a company, a CRP will help with everything from family concerns to real estate appraising.



**CRS:** Certified Residential Specialist



Often called “the Masters Degree of Real Estate,” a Certified Residential Specialist, is the go-to person even for other real estate agents.

### CSP Certified Sales Professional

Backed by the confidence of the National Sales and Marketing Council of the National Association of Home Builders, a Certified Sales Professional receives a minimum of 24-hours of extra training to better help you find the right home.



### ePro Comprehensive Internet Certification



From better home buying and selling results via Internet marketing to the related ethical and legal issues, an ePro is most helpful in today’s burgeoning world of online real estate.

### FRICS The Fellow, Royal Institution of Chartered Surveyors

It sounds important and it is. Although it’s more common to find FRICS in the United Kingdom, it is a rapidly growing institution in America. And, yes, you guessed it; these are your land surveyors. Want the best? Then look for the FRICS designation.

### GRI Graduate, REALTOR® Institute



Extensive experience and 92 hours of live course instruction are just part of what’s necessary to acquire this esteemed designation. When you see the initials GRI, you are dealing the best of the members of the local, state and National Association of REALTORS®.

### LTG Leadership Training Graduate



Both men and women can receive this designation from the Women's Council of Realtors. A Leadership Training Graduate has achieved a superior level of industry service, leadership expertise and experience.

### QSC Quality Service Certification®



Do you want to know who and where you'll find the best real estate assistance? These agents and brokers are working towards the esteemed Certified Real Estate Brokerage Manager designation. This certification offers consumers the opportunity find the most experienced service based on quantified feedback and consumer evaluations.

### **SIOR Society of Industrial and Office Realtors**

Not only do these Realtors™ need five years of industrial and office real estate experience, they must complete all educational requirements, pass a rigorous exam. Also, these agents and brokers must meet an annual minimum in closed transactions. Often they hold the designation of Certified Commercial Investment Member.



### **SRES Senior Advantage Real Estate Council®**



If you're a senior citizen then look for the SRES designation. They help you with every step of any kind of real estate transaction. Selling the family home? A SRES designee can help. Worried about tax implications? An SRES Realtor™ has the knowledge and experience to give you the best advice.