

REALTOR® Designations — THE MARK OF EXPERTISE AND SERVICES



While all licensed real estate agents must meet the minimum requirements of their state laws, you may also have noticed a string of letters attached to the REALTOR®'s name on a business card. These abbreviations mean that the agent has taken additional courses, has documented experience and has passed a test to earn a particular designation. The following list of designations shows the most common designations and what they mean to you as a buyer and seller.

ABR — **Accredited Buyer Representative:** As a buyer, you may want to look for someone with this designation since it means the agent has taken a course in buyer representation, passed the test and has extensive experience with buyers.

CIPS — **Certified International Property Specialist:** If you want to buy overseas or you're from another country and want to buy in the United States, a CIPS designation means the REALTOR® has specialized in the international marketplace.

CRS — **Certified Residential Specialist:** The CRS designation is the highest credential awarded to residential sales agents, managers, and brokers. If you want a REALTOR® with more experience and access to a network

of other highly successful agents, you may want to look for one with a CRS who therefore has advanced training as a listing agent and buyers' agent.

GRI — **Graduate REALTOR® Institute:** Graduates of the REALTOR® Institute have received extensive additional education related to residential real estate, have gained in-depth market knowledge, and increased proficiency in a broad array of subjects to enhance professionalism and business success.

SRES — **Seniors Real Estate Specialist:** REALTORS® with this designation have expertise meeting the needs of buyers and sellers over age 50, the real estate needs of the fastest growing market in real estate.

To search for a REALTOR® by one of these beneficial designations, visit:
<http://www.lirealtor.com/realtor-search>



www.LIRealtor.com

The Long Island Board of REALTORS®, Inc. (LIBOR) is a not-for-profit trade association representing 25,000 Real Estate professionals working throughout Nassau, Suffolk and Queens Counties. Charlotte Van der Waag is currently serving as the 2018 LIBOR President.