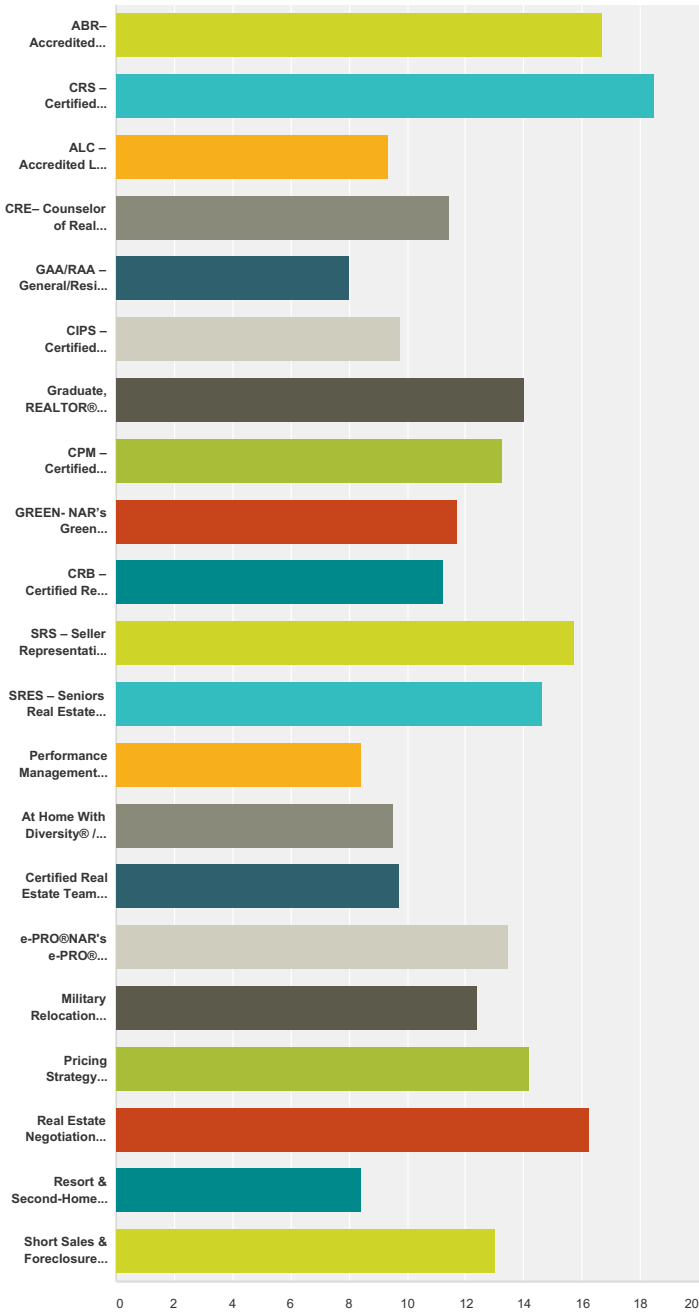


# Designation & Certification Survey

**Q1 What NAR designation / certification programs do you wish GAAR would offer? Rank from 1 to 13 (with 1 being the most valuable) in the order of value to your business. Survey Tip: To rank your selections faster, just drag and drop the whole Designation description box in your preferred order, with your favorite at the top.**

Answered: 64 Skipped: 1



1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
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## Designation & Certification Survey

ABR- Accredited Buyer's Representative: The benchmark of excellence in buyer representation. This coveted designation provides the expertise you need for the edge in serving today's home buyers.	14.29% 6	19.05% 8	14.29% 6	4.76% 2	11.90% 5	7.14% 3	9.52% 4	2.38% 1	2.38% 1	2.38% 1	0.00% 0	0.00% 0	2.38% 1	2.38% 1	2.38% 1	0.00% 0	0.00% 0	0.00% 0	2.38% 1
CRS - Certified Residential Specialist: Earning the prestigious CRS designation is just the beginning of a career-long, learning journey you will take as a member of an elite network of highly qualified residential agents.	36.96% 17	13.04% 6	15.22% 7	4.35% 2	4.35% 2	8.70% 4	6.52% 3	4.35% 2	4.35% 2	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	2.17% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0
ALC - Accredited Land Consultant: The most trusted, knowledgeable and highest performing experts in all segments of land.	0.00% 0	6.25% 2	0.00% 0	0.00% 0	0.00% 0	3.13% 1	0.00% 0	9.38% 3	0.00% 0	9.38% 3	15.63% 5	3.13% 1	3.13% 1	12.50% 4	9.38% 3	9.38% 3	0.00% 0	9.38% 3	6.25% 2
CRE - Counselor of Real Estate: The designation for only the most experienced and trusted advisors in real estate.	3.03% 1	6.06% 2	9.09% 3	0.00% 0	3.03% 1	12.12% 4	3.03% 1	3.03% 1	3.03% 1	12.12% 4	0.00% 0	6.06% 2	6.06% 2	3.03% 1	3.03% 1	12.12% 4	0.00% 0	0.00% 0	9.09% 3
GAA/RAA - General Residential Accredited Appraiser: For appraisers: Signifies advanced education and experience in commercial, industrial and residential property valuation.	0.00% 0	2.94% 1	0.00% 0	0.00% 0	2.94% 1	2.94% 1	5.88% 2	0.00% 0	0.00% 0	2.94% 1	8.82% 3	8.82% 3	11.76% 4	11.76% 4	5.88% 2	0.00% 0	5.88% 2	5.88% 2	2.94% 1
CIPS - Certified International Property Specialist: Ensures agents' success in servicing international clients in their local community.	5.41% 2	0.00% 0	5.41% 2	2.70% 1	5.41% 2	0.00% 0	2.70% 1	5.41% 2	2.70% 1	2.70% 1	5.41% 2	8.11% 3	13.51% 5	5.41% 2	0.00% 0	10.81% 4	2.70% 1	5.41% 2	0.00% 0
Graduate, REALTOR® Institute: The Cornerstone of REALTOR® Education. Gain in-depth knowledge on legal and regulatory issues, technology, sales process and professional standards.	12.82% 5	10.26% 4	2.56% 1	7.69% 3	12.82% 5	7.69% 3	0.00% 0	2.56% 1	7.69% 3	7.69% 3	2.56% 1	2.56% 1	2.56% 1	0.00% 0	7.69% 3	0.00% 0	2.56% 1	5.13% 2	2.56% 1
CPM - Certified Property Manager: The premier real estate management credential for property and asset managers.	6.98% 3	13.95% 6	2.33% 1	9.30% 4	6.98% 3	2.33% 1	9.30% 4	2.33% 1	4.65% 2	0.00% 0	4.65% 2	6.98% 3	9.30% 4	6.98% 3	0.00% 0	0.00% 0	6.98% 3	0.00% 0	0.00% 0
GREEN- NAR's Green Designation: This residential-focused program offers specific themes, ranging from sustainability, green building science and business applications.	2.63% 1	2.63% 1	5.26% 2	5.26% 2	5.26% 2	10.53% 4	5.26% 2	5.26% 2	0.00% 0	10.53% 4	0.00% 0	5.26% 2	13.16% 5	2.63% 1	7.89% 3	5.26% 2	5.26% 2	5.26% 2	2.63% 1
CRB - Certified Real Estate Brokerage Manager: The highest level of achievement in real estate brokerage management and the industry standard for innovative business management and leadership solutions, tools and resources.	2.56% 1	2.56% 1	7.69% 3	7.69% 3	5.13% 2	2.56% 1	2.56% 1	7.69% 3	2.56% 1	5.13% 2	12.82% 5	10.26% 4	2.56% 1	0.00% 0	0.00% 0	2.56% 1	5.13% 2	5.13% 2	7.69% 3

## Designation & Certification Survey

SRS – Seller Representative Specialist The premier credential in seller representation, designed to elevate professional standards and enhance individual performance.	2.50% 1	27.50% 11	10.00% 4	7.50% 3	12.50% 5	12.50% 5	0.00% 0	0.00% 0	5.00% 2	2.50% 1	5.00% 2	0.00% 0	2.50% 1	0.00% 0	0.00% 0	7.50% 3	0.00% 0	2.50% 1	2.50% 1
SRES – Seniors Real Estate Specialist The 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+.	9.09% 4	4.55% 2	20.45% 9	9.09% 4	6.82% 3	9.09% 4	0.00% 0	4.55% 2	4.55% 2	4.55% 2	4.55% 2	4.55% 2	2.27% 1	0.00% 0	2.27% 1	2.27% 1	6.82% 3	0.00% 0	2.27% 1
Performance Management Network The REALTOR® designation that combines today's real-world skills with WCR's powerful nationwide referral network.	0.00% 0	0.00% 0	3.03% 1	3.03% 1	0.00% 0	3.03% 1	6.06% 2	3.03% 1	12.12% 4	0.00% 0	3.03% 1	3.03% 1	6.06% 2	9.09% 3	9.09% 3	0.00% 0	15.15% 5	6.06% 2	6.06% 2
At Home With Diversity® / AHWD® Learn to work effectively with – and within – today's diverse real estate market. The At Home With Diversity certification teaches you how to conduct your business with sensitivity to all clients.	2.86% 1	2.86% 1	0.00% 0	2.86% 1	2.86% 1	2.86% 1	2.86% 1	0.00% 0	8.57% 3	11.43% 4	5.71% 2	11.43% 4	8.57% 3	2.86% 1	5.71% 2	8.57% 3	0.00% 0	0.00% 0	5.71% 2
Certified Real Estate Team Specialist / C-RETS The Certified Real Estate Team Specialist certification is designed to improve team development, individual leadership skills, and financial performance.	2.86% 1	0.00% 0	0.00% 0	2.86% 1	2.86% 1	0.00% 0	5.71% 2	8.57% 3	5.71% 2	11.43% 4	5.71% 2	14.29% 5	8.57% 3	2.86% 1	0.00% 0	0.00% 0	2.86% 1	11.43% 4	2.86% 1
e-PRO®/NAR's e-PRO® certification teaches you to use cutting-edge technologies and digital initiatives to link up with today's savvy real estate consumer.	2.50% 1	7.50% 3	2.50% 1	12.50% 5	5.00% 2	2.50% 1	15.00% 6	10.00% 4	7.50% 3	5.00% 2	5.00% 2	5.00% 2	2.50% 1	2.50% 1	5.00% 2	2.50% 1	0.00% 0	5.00% 2	2.50% 1
Military Relocation Professional / MRPNAR's Military Relocation Professional certification focuses on educating real estate professionals about working with current and former military service members to find housing solutions.	4.65% 2	2.33% 1	4.65% 2	6.98% 3	9.30% 4	6.98% 3	9.30% 4	11.63% 5	4.65% 2	4.65% 2	4.65% 2	0.00% 0	4.65% 2	4.65% 2	0.00% 0	0.00% 0	6.98% 3	2.33% 1	2.33% 1
Pricing Strategy Advisor / PSA Enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values.	14.63% 6	2.44% 1	9.76% 4	4.88% 2	7.32% 3	12.20% 5	9.76% 4	2.44% 1	2.44% 1	4.88% 2	2.44% 1	7.32% 3	0.00% 0	2.44% 1	4.88% 2	4.88% 2	0.00% 0	2.44% 1	0.00% 0
Real Estate Negotiation Expert / RENET This certification is for real estate professionals who want to sharpen their negotiation skills.	12.50% 5	12.50% 5	15.00% 6	15.00% 6	10.00% 4	0.00% 0	7.50% 3	5.00% 2	2.50% 1	2.50% 1	7.50% 3	0.00% 0	2.50% 1	2.50% 1	0.00% 0	0.00% 0	2.50% 1	0.00% 0	0.00% 0

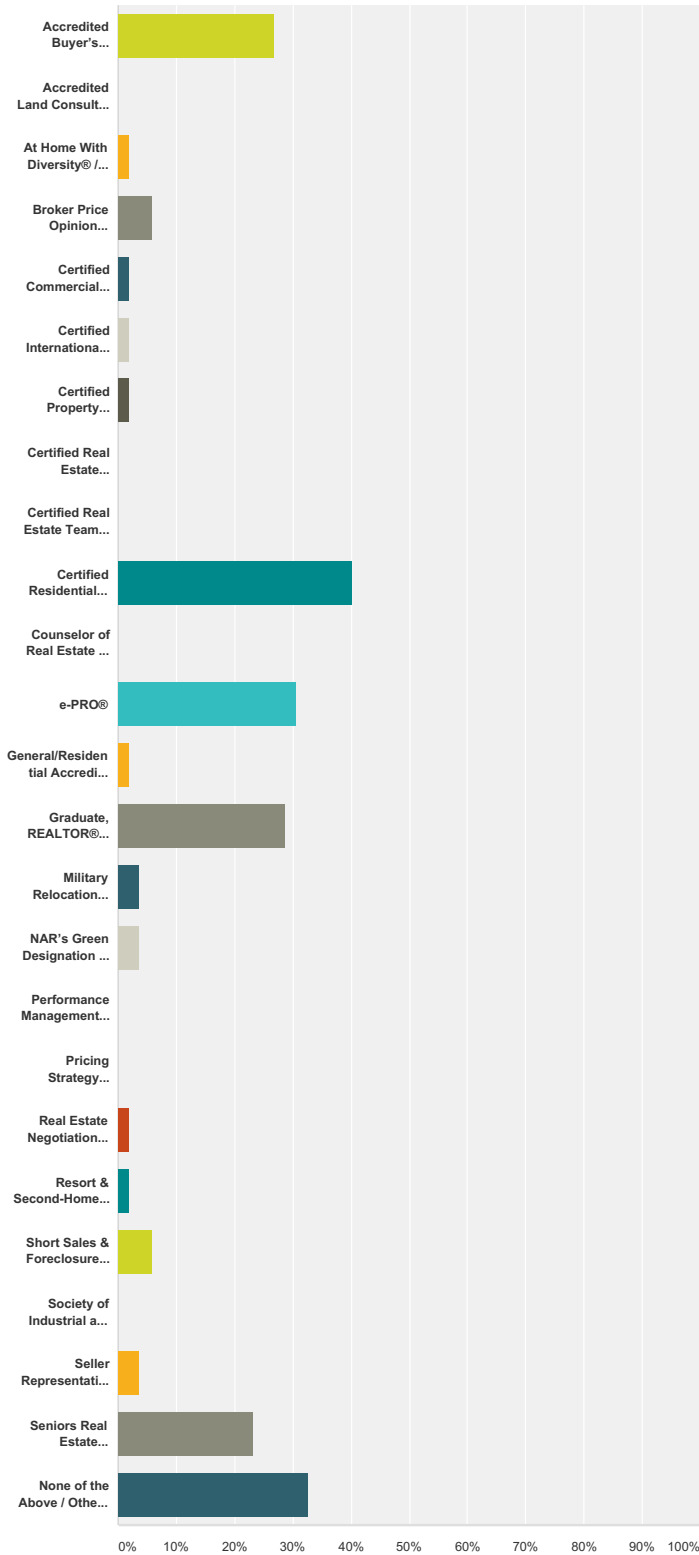
## Designation & Certification Survey

<p>Resort &amp; Second-Home Property Specialist / RSPS                      This certification is designed for REALTORS® who facilitate the buying, selling, or management of properties for investment, development, retirement, or second homes in a resort, etc.</p>	0.00% 0	0.00% 0	0.00% 0	3.33% 1	3.33% 1	3.33% 1	10.00% 3	10.00% 3	6.67% 2	3.33% 1	3.33% 1	3.33% 1	6.67% 2	0.00% 0	0.00% 0	3.33% 1	0.00% 0	6.67% 2	13.33% 4
<p>Short Sales &amp; Foreclosure Resource® / SFR®                      The SFR® certification teaches real estate professionals to work with distressed sellers and the finance, tax, legal professionals who can help them, qualify sellers for short sale.</p>	2.63% 1	5.26% 2	7.89% 3	7.89% 3	7.89% 3	5.26% 2	5.26% 2	5.26% 2	7.89% 3	10.53% 4	7.89% 3	2.63% 1	2.63% 1	2.63% 1	7.89% 3	0.00% 0	5.26% 2	0.00% 0	2.63% 1

# Designation & Certification Survey

## Q2 What NAR designations and/or certifications do you currently hold? Select all that apply

Answered: 52 Skipped: 13



Answer Choices	Responses
Accredited Buyer's Representative / ABR	26.92% 14
Accredited Land Consultant / ALC	0.00% 0

## Designation & Certification Survey

At Home With Diversity® / AHWD®	1.92%	1
Broker Price Opinion Resource / BPOR	5.77%	3
Certified Commercial Investment Member / CCIM	1.92%	1
Certified International Property Specialist / CIPS	1.92%	1
Certified Property Manager® / CPM	1.92%	1
Certified Real Estate Brokerage Manager / CRB	0.00%	0
Certified Real Estate Team Specialist / C-RETS	0.00%	0
Certified Residential Specialist / CRS	40.38%	21
Counselor of Real Estate / CRE	0.00%	0
e-PRO®	30.77%	16
General/Residential Accredited Appraiser / GAA/RAA	1.92%	1
Graduate, REALTOR® Institute / GRI	28.85%	15
Military Relocation Professional / MRP	3.85%	2
NAR's Green Designation / GREEN	3.85%	2
Performance Management Network	0.00%	0
Pricing Strategy Advisor / PSA	0.00%	0
Real Estate Negotiation Expert / RENE	1.92%	1
Resort & Second-Home Property Specialist / RSPS	1.92%	1
Short Sales & Foreclosure Resource® / SFR®	5.77%	3
Society of Industrial and Office REALTORS® / SIORS	0.00%	0
Seller Representative Specialist / SRS	3.85%	2
Seniors Real Estate Specialist® / SRES	23.08%	12
None of the Above / Other (please specify)	32.69%	17
<b>Total Respondents: 52</b>		

## Designation & Certification Survey

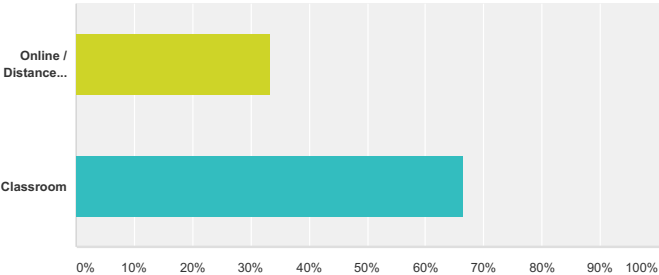
**Q3 Of the NAR Designations you currently hold, which one would you most recommend to your fellow REALTORS®.**

Answered: 37 Skipped: 28

# Designation & Certification Survey

## Q4 What is your learning preference for Designations and/or Certifications?

Answered: 63 Skipped: 2



Answer Choices	Responses
Online / Distance Learning (includes webinars, online and independent study)	33.33% 21
Classroom	66.67% 42
<b>Total</b>	<b>63</b>



# Designation & Certification Survey

## Q5 Your contact information (optional)

Answered: 30 Skipped: 35

Answer Choices	Responses	
Name	100.00%	30
Company	0.00%	0
Address	0.00%	0
Address 2	0.00%	0
City/Town	0.00%	0
State/Province	0.00%	0
ZIP/Postal Code	0.00%	0
Country	0.00%	0
Email Address	93.33%	28
Phone Number	0.00%	0