



The Professional Development Institute  
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## Accredited Buyer Representative (ABR®)



### **Benefits**

The Accredited Buyer Representative (ABR®) designation is the benchmark of excellence in buyer representation. This coveted designation is awarded by the Real Estate BUYER'S AGENT Council (REBAC), an affiliate of the National Association of REALTORS®, to real estate practitioners who meet specified educational and practical experience criteria. In addition, membership in REBAC includes many benefits to help your business grow and keep you up-to-date and networked with new enhancements added each year.

### **ABR® Designation Requirements**

To qualify for the designation you need complete only 21 hours of course work; do five transactions as a buyer's representative and be a member of the National Association of REALTORS® and the Real Estate BUYERS AGENT Council®.

### **Course Work Online**

Successful completion of the mandatory [15-hour ABR Accredited Buyer Representation](#) course, plus one [6-hour elective course](#). The course work may be taken entirely on-line. A passing grade of 80% on the final exam is required on each. The elective course must be successfully completed within three years of successfully completing of the 15-hour designation course. You can take the on-line courses at your own pace. Once a course has been started, there is no time limit for it's completion. If you fail the final exam you may re-take it many times as you wish at no additional cost. However, you must repeat the course before re-taking the exam.

### **Completed Transactions**

Documentation verifying five completed transactions in which you acted as a buyer representative. Any transactions closed prior to completing the ABR® Designation Course, or closed within three years after completing the course, are eligible for credit.

The documentation necessary for each of your five completed transactions consists of a copy of the signed buyer agency agreement OR purchase/sale agreement OR disclosure. The contract must verify the agent's name and/or include the agent's signature as the buyer's agent. Providing only the name and/or signature of the buyer's agent's broker is not sufficient. In addition, a copy of the closing/settlement statement verifying that each transaction closed is required.

### **Membership in NAR and REBAC®**

The ABR® designation requires that you be a member of the National Association of REALTORS® (NAR) and the Real Estate BUYER'S AGENT Council (REBAC). The cost of the first year's membership in REBAC is included in the cost of the 15-hour designation course.

**It's Easy to Earn the Designation**

The ABR® designation requires only 21 hours of course work and five transactions to fulfill the education and experience requirements. Since you can use cases closed before you complete the mandatory designation course, in all likelihood you can fulfill the education and experience requirements within a couple of weeks. If you haven't yet closed five transactions as a buyer's representative, you can probably do so in a few months.