



Council of Residential Specialists

The Proven Path To Success

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## Why Work With a Certified Residential Specialist?



By Michelle Huffman, Monday, 13 February 2017 - 11:30am

### What is a CRS?

A CRS REALTOR® is a Certified Residential Specialist—one of the top 3 percent of real estate agents in the U.S. CRS agents have more experience and training than the average REALTOR® and they are part of a community of REALTORS® dedicated to improving the real estate industry for homebuyers and sellers everywhere.

### Why Work With a Certified Residential Specialist Agent?

Buying or selling your home is one of the biggest and most important decisions you'll make in your lifetime. You need someone you can trust by your side, who is looking out for your best interests and is willing to put all their knowledge and experience to work for you. You need a

CRS.

Not all real estate agents are made the same: There are millions of real estate agents out there, and their experience and dedication to their profession and clients varies widely.

The threshold to becoming a real estate agent is surprisingly low. Requirements vary by state, but some ask for as little as 40 hours of training and few ask for more than 100 hours?compare that to the 1,000 hours that are typically required to become a hair stylist.

To become a CRS, however, REALTORS® must meet a number of stringent requirements that combine advanced hours of education and training, experience and success in the marketplace. A CRS agent adheres to a strict code of ethics that binds them to perform in the best interest of their clients at all times.

CRSs are required to have between 25 and 150 transactions and between 16 and 80 additional hours of education beyond what's required of the typical REALTOR®.

These are agents who are invested in their careers, in buying and selling real estate and in making sure their clients are satisfied. CRS is the sign of a true real estate professional.

Don't work with the rest, choose the best. Choose a CRS.

### The Benefits of Working with a CRS Agent

- CRSs receive advanced training above and beyond what is required of typical agents
- CRSs have proven experience through logged transactions
- CRSs continuously improve their skills and learn about new regulatory developments
- CRSs adhere to an ethics code not required of other agents



### How to Find a CRS Agent

Looking for an agent in your area? Use our [Find a CRS search tool](#) [1] to locate a qualified

Certified Residential Specialist in your city, state or zip code.

You can also search by name to verify that the agent you want to work with has his or her CRS Designation.

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If you are a buyer or seller, find a CRS Agent near you today:

Find a CRS Agent

[1]

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