

## **Resort Certification Demonstrates Expertise in Second-Home and Resort Market**

Introduced in January 2006, the Resort and Second-Home Property Specialist (RSPS) Certification is a nationally-recognized certification awarded by the National Association of REALTORS® to real estate professionals who wish to demonstrate and promote – to consumers and their peers alike – their expertise in the varied specialty.

According to an NAR survey, more than 140,000 REALTORS® currently work in resort area and second home markets. Just about every market contains second-home properties, not just obvious resort areas. In addition to classic vacation homes, the niche also includes college housing and properties for investment purposes.

“The RSPS certification program is unlike any other professional certification or designation,” said Allan ‘Dutch’ Dechert, 2008 chair of the NAR Resort & Second-Home Committee and a RSPS. “It takes specialized skills and knowledge to maximize the business opportunities in resort and second-home markets. You need to be able to communicate your proficiency in this aspect of real estate. RSPS Certification lets everyone know you’re serious about lifestyle real estate.”

The program focuses on developing the knowledge and skill base that real estate professionals need to specialize in buying, selling, or managing second homes in a resort, recreational, and/or vacation destination and properties for investment, development, or retirement. In order to achieve the RSPS Certification, REALTORS® are required to take two core courses. They must also complete two electives or hold the ABR®, CIPS, CPM® or CRS designations.