

Education Activities Research Guide

NAR Archives Research Guide

The National Association of REALTORS® Archives produces Research Guides with the goal of helping members, scholars, and staff locate information held in the Archives. Each Guide covers one series of records, providing historical background and context on how the materials relate to NAR as a whole. In addition, the Guides contain content lists, brief notes about the materials, and box locations within the Archives. Researchers can use these Guides to gain a better understanding of the materials and quickly decide which records may be most relevant to their research.

Education Activities Series B15

<https://realtor.soutrnglobal.net/Portal/Members/en-US/RecordView/Index/5831>

Education has been a foundational pillar to NAR’s work, from its inception. NAREB’s Committee on Education was set up in 1914 with them goal to “systemize the whole field of real estate knowledge and practice and get it down into textbooks.” While the committee was successful in creating some real estate textbooks, they found more success in collaboration. In 1923, NAR, the Institute for Research in Land Economics, and the United Y.M.C.A. Schools formed a joint committee with the purpose to “formulate plans for the organization, production, and promotion of a standardized course in Real Estate Education.” This committee developed a standardized course covering various real estate topics. These courses were only the beginning.

Beginning in the 1940s, the Education Committee was charged “to administrate, facilitate, and disseminate the collection of information, the setting of standards, the creation of model programs, and delivery systems and to enforce the plan to fulfill the educational needs of the REALTOR®. To support the educational activities of states, local boards, and affiliates.” The programs, courses, and conferences resulted in many of the designations and certifications, including the Graduate, REALTOR® Institute Program, that are offered to REALTORS® today.

In 1996, NAR acquired the Real Estate Buyers Agent Council (REBAC), the organization which was administering education, designations, and certifications to REALTORS®. In 2001, REBAC’s bylaws were changed for it to be able to administer NAR’s designations and certifications. In 2010, REBAC was renamed the Center for Specialized REALTOR® Education (CSRE) to have oversight over the NAR Designations and REALTOR® University. In 2021, CSRE was renamed Center for REALTOR® Development, which today administers all of NAR’s educational programs,

designations & certifications, and manages NAR's relationship with Columbia College to offer graduate level education to all REALTORS®.

Collection:

B15:01 Education Department

In 1996, NAR acquired the Real Estate Buyers Agent Council (REBAC), the organization which NAR was using to administer education, designations, and certifications. In 2001 REBAC's bylaws were changed for it to be able to administer NAR's designations and certifications. In 2010, REBAC was renamed the Center for Specialized REALTOR® Education (CSRE) to have oversight over the NAR Designations and RU. In 2021 CSRE was renamed Center for REALTOR® Development.

B15:01 Box 1

- Report of the Department of Education and Research to the Education Committee, 1928-1929
 - Annual report of the activities of the Education Department
- Activities of NAREB Department of Education, 1959-1963
 - Annual report of the activities of the Department of Education
- Blueprint for the Future of American Real Estate, 1952
 - A report given to the Education Department from the American Institute of Real Estate Appraisers about the need for expanded professional education.
- Report and Recommendations to the Executive Committee (Harvey Report), 1970
 - A report by Robert O. Harvey, Educational Consultant, outlining the effectiveness and status of NAR's educational programming.
- Innovations and Advances in the Department of Education, August 1973
 - An article to "explain some of the functions of the department of education of the National Association of REALTORS®."
- Education Division Packet, 1984
 - Includes Education Division catalog and an issue of the Journal of Real Estate Education.
- Journal of Real Estate Education, 1984-1985
 - "The Journal of Real Estate Education is published quarterly by the Education Division of the National Association of REALTORS®. This publication is intended as an objective forum for real estate educators."
- National Directory of Instructors, 1989 and 1990
 - Compiled by the NAR Education Department "this directory is a compilation of real estate instructors throughout the country. These instructors have been recommended and evaluated by REALTOR® Organizations. Published twice a year, the directory is designed to enable education program developers to easily locate competent instructors."
- EdNet newsletters, 1991-1993
 - A monthly publication of the Education Division.
- Education Survey, 1998
 - "The Education Survey was conducted to provide a profiles of member preferences for the delivery of education and training. Survey results will help the Education Group make it easier for real estate professionals to meet their license requirements and enhance their professional development through easy access to education courses."
- Ad for the Center for REALTOR® Development Podcast, 2022

B15:02 Education Committee

Education has been a foundational pillar to NAR's work, from its inception. NAREB's Committee on Education was set up in 1914 with the goal to "systemize the whole field of real estate knowledge and practice and get it down into textbooks." While the committee was successful in creating some real estate textbooks, they found more success in collaboration. In 1923, NAR, the Institute for Research in Land Economics, and the United Y.M.C.A. Schools formed a joint committee with the purpose to "formulate plans for the organization, production, and promotion of a standardized course in Real Estate Education." This committee developed a standardized course covering various real estate topics. These courses were only the beginning.

In the 1940's NAREB sponsored the creation of "Modern Real Estate Practice," a series of five volumes covering the "entire field of real estate business fundamentals: management, brokerage, appraisal, subdividing, operative building, farm management, professional real estate standards, and to some extent real estate taxation and community planning."

From the 1940s forward, the Education Committee was charged "to administrate, facilitate, and disseminate the collection of information, the setting of standards, the creation of model programs, and delivery systems and to enforce the overall plan to fulfill the educational needs of the REALTOR®. To support the educational activities of states, local boards, and affiliates." The programs, courses, and conferences resulted in many of the designations and certifications, including the Graduate, REALTOR® Institute Program, that are offered to REALTORS® today.

In 2006, the Education Committee was renamed to the Professional Development Committee, and today they are charged with "establishing through planning and visioning processes the future initiatives for NAR education, to manage the Graduate REALTOR® Institute (GRI) program including the REALTOR® Institute accreditation process, and to encourage cooperative educational efforts with the NAR societies, institutes and councils, state and local associations, and other industry-related organizations."

Box 15:02 Box 1

- Pearl Janet Davies historical notes about NAR's educational efforts and history
- Joint Committee on Education of the Y.M.C.A, Institute for Research in Land Economics, and the National Association of Real Estate Boards, 1923
 - Meeting minutes, course outlines, committee reports, and correspondence
- Committee on Education minutes, 1924; 1947-1969
 - Includes statement of organization and procedure, long-range plans, and committee reports
- Conference on "The Place of Real Estate in Our Expanding Economy," 1950
 - A conference co-sponsored by NAREB's Committee on Education and the University of Florida.
 - Transcript of the event.
- Conference Package, 1961-1967
 - "Developed by the Committee on Education of the National Association of Real Estate Boards as an aid in the organization, promotion, and presentation of a one or more full

day educational and sales conference. Included are lecture outlines on twenty-three topics, plus suggested procedures to follow when organizing, promoting, and presenting a conference-from ninety days in advance of the conference date through to the sending of thank you letters to speakers and others."

B15:02 Box 1-2

- Educational Letter, 1951-1979
 - A bulletin/newsletter "Issued monthly by the Committee on Education of the National Association of Real Estate Boards to advise Member Boards and State Associations of real estate educational activities throughout the country and to aid them in the organization and promotion of their own educational activities."
 - Four bound volumes and one folder

Box 15:02 Box 2

- Education and Resources Committee minutes, 1984 Midwinter
 - Includes all subcommittee minutes
- Education Committee – Research and Development Subcommittee minutes, 1986-1992
- Education Coordinating Committee minutes, 1989-1990
- Education Committee minutes, 1991-1997

B15:03 Designations & Certifications

B15:03 Box 1

- Paving the Way to Productivity, Proficiency, Professionalism...Through Real Estate Specialty Education affiliate promotion kit, 1989-1990
- CIPS Network brochure, 1990s
- Certified International Property Specialist (CIPS) Education Calendar and ad, 1992 and 2019
- Appraiser Designations brochure, 1994
 - In 1994 NAR introduced the Residential Accredited Appraiser and the General Accredited Appraiser designations. The brochures provide information about those designations.
- REALTOR® Designation Month news release and ad slick, 1996
- e-Pro Internet Professional information booklet, Pilot Program Overview, and ads, 2000 and 2019
- Duke University Certificate in Nonprofit Management registration pamphlet, 2003-2004
 - A program offered at each national meeting for association executives. Topics varied.
- NAR Education Matrix, 2003 and 2005
 - Brochures on NAR and NAR's Institutes, Societies, and Councils designation and certification offerings
- Short Sales & Foreclosure Resource Certification brochure, 2009
- Military Relocation Professional (MRP) logo designs and ads, 2019

B15:03 Box 1-2

- REBAC and ABR
 - The Real Estate Buyer's Council was founded in 1988 (see REBAC series) and acquired by NAR in 1996. REBAC oversees the Accredited Buyer's Representative (ABR) designation.
 - REBAC/ABR ads in newspapers, magazines, and a radio script, 1999-2016
 - ABR Marketing Kits, 2000s
 - ABR Homebuyer's Toolkits, 2006-2024
 - "The Homebuyer's Toolkit is published by the Real Estate Buyer's Council...REBAC and its members offer this toolkit as a service to help educate homebuyers, because knowledge and information are the best tools for a successful home-buying experience."
 - Advertising Studies on ABR/REBAC Ads, 2009
 - Accredited Buyer's Representative (ABR) brochure, 2000-2016

B15:03 Box 2

- Green Designation coaster, FAQ handout, and marketing kit, 2019
- Resort and Second-Home Property Specialist (RSPS) ad, 2019
- Pricing Strategy Advisor (PSA) ad, 2019
- NAR Designation Flyers, 2013
 - One-page flyers with information about ABR, e-Pro, SRES, and Green designations
- Online course providers flyers, 2000s

B15:03 Box 2-3

- At Home With Diversity, 1998-2009

- The At Home With Diversity program was developed in 1999 in partnership with HUD “to expand home ownership opportunities for Americans by training real estate professionals to actively and aggressively seek out potential homebuyers from all racial and cultural backgrounds.” This was part of President Clinton’s “One America” campaign.
 - Background and planning/development materials, 1998-1999
 - Correspondence, news releases, planning documents, agreements, and background information on the At Home With Diversity Course
 - HUD Agreement, 1999
 - Participant Manual, 2001 and 2005
 - Facilitator Manual, 1998 and 2001
 - At Home With Diversity brochures, pins, and a ribbon (“Ask Me About At Home With Diversity”), 2000
 - Information kits, 1999-2001
 - Guides, Course Materials, and Forms CDs
 - At Home With Diversity flyers, 1999-2009
 - Sponsor Guides, 2001 and 2005
 - Advertising Studies on At Home With Diversity Ads, 2003-2009
 - Diversity: The Winning Edge program pamphlets, 2000-2002
 - Pamphlets advertising diversity programming at the annual meetings.

B15:03 Box 3

- Leading with Diversity Workshop, 2000s
 - Workshop for state and local REALTOR® Association executives, staff, and member-leaders to help in “achieving cultural diversity goals.”

B15:05 Box 4

- Senior Real Estate Specialist SRES designation materials, 2019-2024
 - SRES Ads and Ad Kit, "The SRES Professional" publication (2022-2024), and "Next Steps: Navigating Housing Options for Seniors and Their Families" resource book.

B15:04 Graduate, REALTOR® Institute Program (GRI)

The Graduate, REALTORS® Institute program was established in 1967. The Education Committee created minimum standards, that included a minimum of 90 hours of lectures. The designation was granted “in recognition of the completion of a NAREB approved course of instruction to be given by the various state associations.” The program is a joint effort between NAR and the State Associations “to provide training for licensed members...The curriculum is primarily offered to provide trainees with various professional development opportunities.” Prior to 1988, the curriculum varied from state to state. In 1988, the GRI curriculum was reviewed and standardized to provide mandated course sections that all State Associations must offer, while still allowing for state specific course sections.

B15:04 Box 1

- Syllabus for a REALTORS® Institute, 1968
 - “A program of real estate study sponsored by a state association whose course of study meets the minimum standards established by the Committee on Education of the National Association of Real Estate Boards.”
 - Lecture outlines on required and optional subjects.

B15:04 Box 1-3

- REALTORS® Institute Practice and Reference Book, Vols. I-III, 1977 and 1978
 - Reference material for each of the subjects included in the GRI course.
 - 8 bound volumes

B15:04 Box 3

- GRI Program Topical Outlines and bibliography, 1976 and 1979
- REALTORS® Institute Activity Guides, 1981
 - Album I and Album II guides
 - The REALTORS® Institute Activity Guide is a guide to participate in the Institute Cassette Library. The cassettes “present highly respected and accepted psychologies and approaches to residential brokerage...a series of dialogs with successful REALTORS® who discuss the listing and selling processes phase by phase.”
 - Cassette tapes not included!
- REALTORS® Institute Reference Series, 1980s
 - A series of reference books on the following subjects: Real Estate Law and Common Ownership Forms; Time Management and Other Business and Education Opportunities in Real Estate; Listing Properties and Pricing Properties for Sale; Marketing and Servicing Listed Properties and Completing the Transaction; Residential Construction and Energy; Government Effects on Real Estate; Code of Ethics; and Financing the Sale.
- REALTOR® Institute Procedures Guide, 1988
 - “The REALTOR® Institute Procedures Guide is designed to familiarize the reader with the administrative policies and procedures governing the REALTOR® Institute Program as set forth in the REALTOR® Institute Policy Statement.”

B15:04 Box 4

- REALTOR® Institute Resource Catalog, 1988
 - “The REALTOR® Institute Resource Catalog is a compilation of resource materials that are currently available for request, purchase, or loan within the United States. The catalog has been developed to provide State Associations and Institute instructors with up-to-date print and non-print materials that can be used in the revision and instruction of their GRI curriculum.”
- REALTOR® Institute Curriculum Handbook, 1988
 - “The purpose of this handbook is to introduce State Associations and Institute Instructors to the instructional systems development process and systematic course design methods, specifically behavioral objectives and test item specifications.”
 - Two copies.

B15:04 Box 4-10

- GRI Course Program Procedures and Materials for Modules, 1990s
 - Program procedures and module materials for facilitators. Modules include:
 - Sales and Marketing
 - Risk Reduction: Misrepresentation
 - Technology
 - Business Development and Listing Techniques – Effective Listing Skills
 - Taxation
 - Fair Housing
 - Pricing Residential Property
 - Risk Reduction: Antitrust
 - Professional Standards
 - Environmental Health Issues – Identifying Environmental Hazards
 - Real Estate Investment
 - Building a Real Estate Business – The Independent Contractor
 - Business Development and Listing Techniques – Business Development
 - Environmental Health Issues – Disclosure and Environmental Laws
 - Contract Law
 - Agency Relationships – Office Policy
 - Agency Relationships – The Law of Agency
 - Agency Relationships – Agency and the Sales Process
 - Residential Construction, Home Inspection, and Land Use: Home Inspections and Home Warranties
 - Residential Construction, Home Inspection, and Land Use: Site, Structure, Style, and Mechanicals
 - Real Estate Finance

B15:04 Box 10

- GRI Instructor Directory, 1973, 1977, and 1981
 - “Compilation of GRI instructors who are willing to travel through the country to conduct GRI courses.”

B15:04 Box 11

- GRI Promotional materials kit, n.d.

- Advertising materials for GRI.
 - Includes an advertising kit for GRI with ad slicks, articles, press releases, logo sheets, brochures, and forms.
 - Includes a welcome kit and informational brochures.
- GRI Curriculum Presentation script, 1988
- GRI Sound and Slide Presentation, 1977
 - Outline of a slide and audiocassette presentation.
- GRI Information Packet and slide presentation, 1987
 - Overhead projector slide presentation on GRI

B15:05 Education Programs & Material

B15:05 Box 1

- An Educational Program for REALTORS®, 1924
 - A document about the changing tides of real estate as an educated profession and the need for education provided by NAREB. Spotlights the Real Estate Course created by NAREB and the YMCA.
- A Standard Test in Real Estate, 1925
 - “The following test is designed as a measuring instrument of real estate information and ability.”
 - An early standardized real estate test created by NAREB’s Department of Education and the YMCA Schools Department of Education and Research.
 - Includes 3 tests and 2 documents of instructions for giving/proctoring the test.
- Local and state association education, 1925-1994
 - Materials related to state and local association educational offerings or partnerships with NAR to offer educational courses.
 - Includes a 1925 list of boards interested in real estate education, surveys of state and local education offerings, a memorandum to encourage boards to offer NAREB approved courses mandatory for membership, a guide on how to organize a real estate education course, an outline for teacher training sessions, procedures for moderators, suggestions for a basic real estate course, a “Guide to Professional and Career Development Growth Planning for AEs, ads for local/state education symposiums, and correspondence about NAR’s educational offerings for state and local boards.
 - Includes the Suggested Indoctrination Course, 1959. A course offered by real estate boards to new members to “acquaint the new/and or prospective board member with his obligations to the board and the board’s obligations to him. Should result in better informed members...better services to the public...and fewer violations through lack of knowledge.”
 - Includes EXCEL: Marketing Your REALTOR® Association for the 21st Century course

B15:05 Box 1-2

- Real Estate Education in Colleges and Universities, 1923-1988
 - Correspondence about the need for college educated men in the real estate profession, newspaper articles, and a discussion of the creations of a real estate college in the US.
 - 1957, 1960-1963 and 1969 “Placement Bulletins”: a list of real estate men who have completed college courses in real estate and are ready to be placed in a firm.
 - Guides and lists of real estate courses offered for college credit, 1925-1984
 - A student kit for the 1986 College Program “a special cooperative agreement between NAR and New York Institute of Technology...to provide REALTORS® with an opportunity to begin and/or complete external baccalaureate degrees while taking full advantage of REALTOR® and industry-based education.”

B15:05 Box 2

- Course outlines and lists of real estate publications, 1956-1976
- Educational Conferences, 1955-1963
 - Materials about the Annual Real Estate Educational Conference sponsored by the Committee on Education.

- Materials from the Committee on how to create an educational conference or one day seminar

B15:05 Box 2-6

- Real Estate Education Courses
 - Real Estate Education Vol. 1, 1925
 - Midwinter Real Estate Institute, 1926
 - Course offered through partnership with Northwestern University and the Institute for Land Economics and Public Utilities.
 - Real Estate Selling, 1927
 - “A brief course in real estate selling prepared by the National Association of Real Estate Boards”
 - Session by Session Outline of a Course in Real Estate Appraisal, 1926
 - Session by Session Outline of a Course in Real Estate Law, 1926
 - Session by Session Outline of a Course in Real Estate Fundamentals, 1926
 - Session by Session Outline of a Course in Real Estate Finance, 1926
 - Session by Session Outline of a Course in Real Estate Conveyancing Practice, 1926
 - Real Estate Selling: Questions for Final Examination, 1920s
 - Real Estate Advertising, 1929
 - “A brief course in real estate advertising prepared by the National Association of Real Estate Boards”
 - Preparing for the Real Estate Business, 1950
 - A Course in Real Estate Salesmanship: A Set of Six Lecture Outlines, 1951
 - Real Estate Fundamentals: A Set of Fifteen Lecture Outlines, 1958
 - Real Estate Practice: A Set of Fifteen Lecture Outlines, 1959
 - Introduction to Real Estate Appraisals: A Set of Sixteen Lecture Outlines, 1961
 - A Basic Course in Real Estate, 1961
 - The REALTORS® Guide to Residential Energy Efficiency: An Introduction in Using Energy to Sell Homes, 1980 and 1982
 - Includes the student workbook, course book, and instructor’s guide.
 - Ad for the Innovative Real Estate Financing Series courses, 1983
 - Real Estate Securities Licensing Course, 1984
 - Real Estate Software Applications: An Intensive One Day Seminar, 1984
 - Recognizing Red Flags in Residential Construction, 1986
 - Home Construction seminars, 1989
 - The Real Estate Computerization Project Seminar, 1992
 - “A video-based seminar program designed to provide you with the information and resources you need to encourage computerization.”
 - Opening Opportunities and Closing Deals: Diversity and the Changing Real Estate Market, 1996
 - From Renter to Homeowner: How to Host a Homebuying Seminar, undated

B15:05 Box 7

- Educational Resources for Course Instructors
 - Manual for Instructors: Real Estate Fundamentals; Real Estate Practice, 1951
 - “This manual is designed to assist instructors in developing their own course and their own lecture material.”

- Instructor Development Workshop, 1985
 - Includes pre-workshop materials, information about the Instructor Development Training Laboratory intensive workshop, and instructor guidelines.
- Plug into...Some Bright Ideas for Course Preparation: NAR Course Preparation Guide for Sponsors and Facilitators, undated

B15:05 Box 7-8

- Education Clearinghouse and Course Offerings
 - Educational Opportunities in Real Estate, 1945
 - “This pamphlet attempts to outline opportunities that are now open...primarily for the purpose of advancing and protecting high standards of practice in the business of real estate.”
 - Courses Available through the Affiliates of the National Association of REALTORS®, 1980
 - Designations and Courses Available through Affiliates of the National Association of REALTORS®, 1982
 - Education Course Calendar at a Glance, 1988
 - Seminars Offered by NAR, 1989
 - Educational Services and Resources: Awards, Clearinghouses, Continuing Education, GRI, RITE, and Seminars, 1989
 - NAR Seminar Clearinghouse Directory, 1989 and 1990
 - Flyers advertising NAR’s educational opportunities and services, not dated

B15:05 Box 8

- Educational Needs Assessments reports, 1981, 1983 and 1984
 - These reports “summarize the major findings of a survey of member attitudes toward education, as well as their past and expected future use of educational programs.”
- Careers in Real Estate pamphlets, 1959-1990
- Real Estate: A Career with a Bright Future article, 1962
- Opportunities in Real Estate Career Day outline and flyers, 1978
- Opportunities in Real Estate Careers book, 2002
 - Forward by Richard Mendenhall.

B15:05 Box 9

- Education promotional materials kit, not dated
 - Includes direct mail campaign materials, supplies, artwork, ad slicks, brochures, articles, samples, press releases, and an order form.
- Funding Real Estate Education, 1923, 1985, 1990
 - Materials about scholarships and funding for real estate education. Includes information about setting up a special endowment fund or a real estate education foundation.
- NAR Leadership Academy materials, 2019
 - Leader Guides for three courses: Becoming a Leader, Enhancing Leadership Skills, and Taking the Reins.
 - Includes informational flyers.
- NAR Spire mentorship program marketing materials, 2022
 - Includes a notebook, water bottle, and card holder

- NAR Spire is a mentorship program to “help individuals learn the fundamentals of the real estate industry, foster education, empower serious consideration of real estate as a career path, and cultivate the development of generational wealth through property ownership.”

B15:05 Box 10

- REALTORS® In-House Training and Education (RITE) Program
 - The RITE program was developed in 1986 as a “comprehensive training program that introduces new sales associates to what REALTORS® have determined to be the basic skills of the real estate profession.” The program was the response to a needs assessment where many REALTORS® felt their firms did not offer adequate training for new agents.
 - RITE Program development to date report, January 1986
 - Welcome to RITE kit, 1986
 - Includes FAQ sheet and information about selecting the right programs and packages.
 - Includes the Starting RITE booklet.
 - Includes a “The RITE Stuff” button.
 - RITE Program Ads, 1987
 - RITE Program Board Game, 1987
 - A step-by-step guide to the modules of the RITE program.
 - Starting New Agents the RITE Way guide for Brokers, 1987
 - RITE Exam and post-evaluation survey, 1987
 - Includes an A and B exam packet.

B15:05 Box 10-14

- RITE Courses, 1986
 - Financing Real Estate
 - Selling Real Estate
 - Listing Real Estate
 - Developing Professionalism in Real Estate
- RITE Course Trainer’s Guide, 1987

B15:06 American Real Estate Institute

The American Real Estate Institute was established in 1924 to “complete the charge of the building of home-study courses in real estate methods and handle of all details of instruction. It is a department of the National Association, functioning under the direct supervision of a special committee appointed by the Board of Directors with the Executive Secretary as manager and director...This department, known as the American Real Estate Institute, has had complete charge of the preparation of the course and will administer the course now that it is ready to function.”

B15:06 Box 1

- Real Estate Practice Course
 - Background and statistics on the “Real Estate Practice” course, 1925
 - Agreement for the Y.M.C.A School of Commerce to sell the “Real Estate Practice” course, 1924
 - News Release that the “Real Estate Practice” course was ready to be administered, 1924
 - Correspondence about the trademarking or ownership of the Course name, 1924
 - Real Estate Practice brochures and promotional materials, 1924-1926
 - Booklets, brochures, and advertisements detailing the American Real Estate Institute’s founding, course offerings, and how to obtain the course.
 - Testimonials, 1924-1925
 - Course materials, 1924-1926
 - Real Estate Practice course index, 1924
 - Real Estate Practice course, 1924 and 1925
 - Two bound copies of the Real Estate Practice course

B15:07 REALTOR® University

REALTOR® University was founded in 2011 from the recommendations of a Presidential Advisory Group on Professionalism. The PAG was “charged with recommending ways to ensure the REALTOR® mark is perceived as an assurance of experience and professional service.” Out of that PAG an advisory group formed to address higher education in real estate. The advisory group developed the initial plans for NAR offering academic degrees. The mission of REALTOR® University was to “foster life-long student learning through a high-quality, entrepreneurial and career-oriented program in real estate.” REALTOR® University delivered its programs online to meet a diverse and geographically dispersed student population. The degree offered was a Master in Real Estate (MRE).

B15:07 Box 1

- Presidential Advisory Group on Professionalism Final Report and Recommendations, Sept. 2009
- REALTOR® University information and welcome packet, 2011
 - Packet provides background information about RU, required courses, curriculum, instructors, and accreditation information.
- Illinois Board of Higher Education Authorization for RU to grant degrees, 2011
- REALTOR® University Policies of Operation, 2012
 - “This document serves as a compilation and codification of those basic financial principles which serve as the basis for many of the operating procedures of the REALTOR® University.”
- REALTOR® University Investment Policy, 2012
 - “This document serves as a summary of the REALTOR® University policies and investment guidelines for managing the University’s operating funds.”
- REALTOR® University Fraud Prevention Processes and Controls, 2012
 - “Summary of the steps taken through the official governance processes at REALTOR® University to reduce the risk of material misstatement of financial statements due to fraud.”
- REALTOR® University Staff and Board of Regents/Committee Members Travel Policies, 2012
- REALTOR® University Brand and Logo Usage Guidelines, 2012
- REALTOR® University Recognition and Perception Survey, Oct. 2013
 - A survey to “measure REALTORS® perceptions and recognition of REALTOR® University so as to better adjust marketing efforts in order to gain more students.”
- Strategic Planning sessions, 2013 and 2015

B15:07 Box 1-2

- REALTOR® University Board of Regents meeting minutes, 2011-2015

B15:07 Box 2

- REALTOR® University Graduate Academic Catalogs, 2012-2013
- REALTOR® University Commencement Program, 2014 and 2016
- REALTOR® University Marketing brochures, 2012-2015

B15:07 Box 3

- REALTOR® University Research Center
 - The REALTOR® University Research Center “was established as a real estate research laboratory to provide the most current hands-on and results oriented real estate data and analysis relevant to industry trends and policy issues from a practical standpoint and provide high quality practical research that raises the credibility and profiles of REALTORS®.”
 - REALTOR® University Research Center information flyer, 2012
 - Research Studies
 - Downpayment Assistance Programs, 2011
 - The Rent versus Buy Decision: Investigating the Needed Property Appreciation Rates to be Indifferent between Renting and Buying Property, 2012

B15:07 Box 3-4

- Journal of the Center for Real Estate Studies, 2013-2016
 - Mission of the Center for Real Estate Studies “to seek out and produce relevant, impartial, scholarly studies that will be of practical use and importance to real estate professionals, business enterprise, policymakers, and other interested constituencies.”
 - This “publication will present not only original research from the center’s portfolio of sponsored research projects, but also a variety of articles that look at subject areas from different perspectives, articles that represent the wide range of topics in the real estate industry, and a variety of interesting notes and tools of use to the practitioner and other with interest in the field of real estate.”
 - Volumes 1-4

B15:07 Box 4

- Columbia College and NAR Partnership Brochure, 2021
 - REALTOR® University official closed its doors at the end of 2020 and NAR began a partnership and scholarship program with Columbia College in Missouri.
- REALTOR® University artifacts
 - Pins, notebooks, stickers, and card holders

B15:04 Box 5 (big flat box)

- REALTOR® University artifacts
 - RU Pennants
 - Cap, gown, hood, and cords, 2014
 - Coffee mug
 - Board of Regents Folio
 - Graduation Cap stress squeeze toy
 - RU Branded pens