



# Accredited Auctioneer of Real Estate (AARE) Designation Requirements

To earn the National Auctioneers Association's [AARE designation](#) you must:

1. Be a [member of the NAA](#)
2. Register for and attend all 24 hours of the AARE designation class
3. Hold the license(s) necessary to sell real estate
4. Within three years of completing the class, submit:
  - Proof of completing significant involvement in ten (10) real estate auctions/closings OR \$3M dollars in sales
    - *Due to the impact of COVID-19 on the auction industry, up to five (5) auctions/closings or up to \$1.5M in sales may have been completed prior to attending the class, with a learning summary included for each as described in the AARE Auction Report Rubric*
  - A written auction report for one (1) real estate auction/closing as described in the AARE Auction Report Rubric, including:

## 1. Auction Proposal

- Title Page
- Table of Contents
- Property Evaluation
- Marketing Plan
- Marketing Expense/Timeline
- Seller Responsibility
- Auctioneer Responsibility
- Fees (delete commissions)
- Resume/Credentials
- Support Materials
- Executive Summary

## 2. Property Information Packet

- Address
- Legal Description
- Tax Record
- Terms & Conditions
- Preliminary Title Commitment
- Sales Contract
- *Optional: Other Pertinent / Property Class Specific Items*

## 3. Auction Summary

- Title page
- Table of contents
- Listing contract
- Auction preparation
- Marketing plan
- Auction day
- Post auction
- Closing
- Support materials
- Learning opportunity

Once earned, to maintain your AARE designation you must:

- Be a member of the NAA
- Pay the annual designation dues fee of \$50 by September 30
- Complete 24 hours of continuing education (CE) every three years