

FIELD OF BUSINESS

Residential Specialties

100 General Residential Sales
101 Existing Homes (Resales)
102 New Homes
103 Buyer Brokerage
104 Manufactured Homes (including Mobile Homes)
105 Residential Lots
106 Resort Specialist
107 Condominiums
108 International
109 Appraisal
110 Second Homes
111 Vacation Rentals
112 Timeshare Sales
113 Farm And Ranch
120 Brokerage Management
121 Corporate Management
122 Sales Management
123 Trainer/Instructor/Educator
124 Marketing/Research
125 Office Administrative Support Staff (licensed)
126 Office Administrative Support Staff (unlicensed)
130 Single Family
131 Multi-Family
132 Condos; Resorts; Time Shares

Commercial Specialties

200 General Commercial Sales/Leasing
201 Industrial Sales/Leasing
202 Office Sales/Leasing
203 Retail Sales/Leasing
204 Land Sales/Leasing
205 Multi-Family Sales/Leasing
206 Property Management
207 Appraiser
208 International
209 Exchanges
210 Tenant Representative
211 Investment Sales
212 Hotel/Leisure
213 Residential Investment (non-owner occupied)
220 Brokerage Management
221 Corporate Management
222 Trainer/Instructor/Educator
223 Marketing/Research
224 Office Support Staff (licensed)
225 Office Support Staff (unlicensed)
226 Asset/Portfolio Management
227 Government Property Mngt
230 Counselor
231 Business Broker
232 Development
233 Investment Properties and REITS

234 Acquisition
235 Build To Suit
236 Commercial Sale/Leaseback
237 Site Selection

Other Specialties

300 Auctioneer
301 Commercial/Residential General Appraisal
302 Commercial/Residential General Real Estate
303 Young Professionals Network
310 Personal Assistant (licensed)
311 Personal Assistant (unlicensed)
312 Economic Development
313 Financial Services
314 Real Estate Law
315 Redevelopment/Rehabilitation
316 Relocation
317 Securitization
318 Syndication
319 Real Estate Taxation
400 Accountant/CPA
401 Association General Counsel (or "Board Attorney")
402 Attorney
410 Builder/Developer - Commercial
411 Builder/Developer - Residential
415 Computers - Hardware Sales/Service/Repair
416 Computers - Real Estate-related Software
420 Escrow or Settlement Agent
424 Elected Official - Local
425 Elected Official - State
426 Government Executive - Local
427 Government Executive - State
428 Government Employee - Local
429 Government Employee - State
430 Government Executive (Generic)
431 Government Employee (Generic)
432 Home Inspector
433 Home Repair Contractor or Supplier (building materials; roofers; carpenters; plumbers; etc.)
434 Homeowner Insurance
435 Homeowner Warranty Sales
440 Internet Service Provider (ISP)
441 Internet Marketing
450 MLS and MLS Products Vendor
460 Mortgage Banker or Broker
461 Mortgage Loan Originator/Processor
470 Real Estate Products Supplier (signs; maps; etc.)
475 Surveyor
480 Termite Inspector
485 Title Insurance Agent or Representative
490 Account or Sales Representative
491 Business Owner/Operator or other executive level employee
492 Member Benefits/Services Vendor
493 Vendor
494 Technical Specialist