

A Certified Divorce Real Estate Expert (CDRE®) is an emerging expert in the field of family law who is specifically trained to support the real estate needs in a case. The certification is conferred by The Illumni Institute, a privately held divorce real estate education company established in 2018 to ensure Realtors get the training they need to effect the best outcomes for homeowners and families going through divorce.

### **Application Requirements (10-15% Acceptance Rate)**

- Licensed Realtor for 3+ years
- Minimum 45 closings
- License in good standing; no disciplinary actions
- Two interviews: telephonic and video
- Written essay
- Peer recommendations

### **CDRE Course Requirements**

Once accepted into the program, CDRE candidates undergo rigorous training over the course of three months. Coursework is taught by family law attorneys, a divorce finance professional, an ethics expert, and Laurel Starks, Court-Appointed Real Estate Expert and Founder of The Illumni Institute. Coursework includes the following topics:

- Intersection of Divorce and Real Estate
- Voir Dire and Testifying
- Bias, Neutrality, and Communication
- The Ethics of CDREs
- The Divorce Listing Process
- Landscape of Divorce Finance
- CDRE Fair Market Valuations
- Business Development: Supporting Family Law Professionals

## Testing

- Each course includes a test that must be passed at 80% before proceeding
- At the end of the course, CDRE candidates must also pass:
  - A final written exam of 50 questions (must pass at 80% minimum)
  - A final oral exam administered by a family law attorney that includes a voir dire and mock testimony

Once all coursework and exams are passed, The Illumni Institute confers the designation to the CDRE. CDREs must pledge an oath to abide by the CDRE Code of Ethics (see next page).

## Certification Renewal Requirements

- Each CDRE must complete six hours of continuing education, per year, provided by The Illumni Institute in order to maintain their credentials
- Each CDRE must maintain their real estate license in good standing

## Master CDREs

For those CDREs who qualify to be invited by the Illumni Institute, they may become a Master CDRE with continuous education and training, including:

- Ongoing Case Studies that dissect real-life challenging cases
- Personal and professional masterminds that help CDREs hone their skills
- Sponsoring and attending monthly Raising the Bar CLE events for family law attorneys around the country
- In-person events that include further training by attorneys, judges, and other family law professionals

## Illumni Speakers Bureau

For Master CDREs who have the requisite experience, The Illumni Speakers Bureau (ISB) is further intensive training to deliver CLE lunch-and-learn presentations to family law attorneys and state bar associations. ISB participants are trained to deliver sessions and have them CLE-approved through the Illumni Institute. Current presentations include:

- “Orders, Terms, and Practices That Can Sink Your Client’s Equity”
- “Foundation First: Real Property Intake for Attorneys”

## The CDRE® Code of Ethics

- A CDRE® shall maintain an active real estate license in good standing in any state in which they do business, without any disciplinary actions against their license.
- A CDRE shall maintain active membership with the National Association of REALTORS®.
- A CDRE shall adhere to the National Association of REALTORS® Code of Ethics.
- A CDRE shall always collaborate with, support, and assist their fellow CDREs and The Illumni Institute, except when doing so would not be in the best interests of their clients.
- A CDRE shall affirmatively seek opportunities to teach and educate the family law community about real estate matters as they relate to divorce.
- A CDRE shall not, either personally or through control of a “team,” represent the Buyer in a divorce listing.
- A CDRE shall maintain an arm’s-length distance between clients, buyers, settlement services, and cooperative agents in a divorce transaction.
- A CDRE shall not seek or voluntarily acquire any vested interest in the purchase of divorce properties for personal or investment purposes.
- A CDRE shall not represent either divorcing partner in another transaction during the life of the divorce listing.
- A CDRE shall hold the best interests of the divorcing family as primary and shall not allow the sale to be more important than the family's best interest.
- A CDRE shall not receive or give referral fees, or “kickbacks,” for attorney referrals.
- A CDRE shall not take a listing outside of one’s scope of expertise.
- A CDRE shall maintain clients’ confidentiality from the general public at all times, beyond the life of the transaction.
- A CDRE shall adhere to the Culture and Values of The Illumni Institute at all times and act as an ambassador for the real estate industry to the larger family law community.