

PLAN YOUR CAREER WITH GHRI

PENNSYLVANIA BROKER LICENSURE

16 CREDITS OR 240 HOURS OF INSTRUCTION IS REQUIRED FROM THE CATEGORIES BELOW

CORE

6 credits or 90 hours in at least three of courses below

REAL ESTATE FINANCE	3 CREDITS
REAL ESTATE INVESTMENT	2 CREDITS
REAL ESTATE SALES	2 CREDITS
VALUATION OF RESIDENTIAL PROPERTY (APPRAISAL)	2 CREDITS
VALUATION OF INCOME PRODUCING PROPERTY (APPRAISAL)	2 CREDITS
RESIDENTIAL PROPERTY MANAGEMENT	2 CREDITS
NON-RESIDENTIAL PROPERTY MANAGEMENT	2 CREDITS
RESIDENTIAL CONSTRUCTION	2 CREDITS

GHRI OFFERS AT LEAST 5 OF THESE ANNUALLY!

MANDATORY

4 credits or 60 hours (must take both)

REAL ESTATE LAW	2 CREDITS
REAL ESTATE OFFICE MANAGEMENT	2 CREDITS

GHRI OFFERS BOTH OF THESE ANNUALLY!

ELECTIVE

6 credits or 90 hours in any approved Broker elective credit course

ABR®, ACCREDITED BUYER'S REPRESENTATIVE
CNE® 1, CERTIFIED NEGOTIATION EXPERT
CNE® ADVANCED CONCEPTS COURSE
CSP®, CERTIFIED NEW HOME SALES PROFESSIONAL
GREEN®, DAY 1 & 2
SRS®, SELLER REPRESENTATIVE SPECIALIST
SRES®, SENIORS REAL ESTATE SPECIALIST

GHRI OFFERS AT LEAST 5 OF THESE ANNUALLY!

1 BROKER CREDIT = 15 HOURS

MAXIMUM OF 4 CREDITS PER STUDY AREA

ALL ELECTIVE COURSES MUST BE APPROVED BY THE PA SREC FOR EACH

EDUCATION PROVIDER IN ORDER TO BE APPROVED FOR A BROKER ELECTIVE CREDIT.

To register call (717) 364-3205, or go to www.ghar.realtor
under the "Members Only" section.

Greater Harrisburg Realtors® Institute

424 N. Enola Drive, Suite 1, Enola, PA 17025
Phone: (717) 364-3205 Fax: (717) 364-3206



PENNSYLVANIA BROKER LICENSEE REQUIREMENTS

- Must be 21 years of age and have obtained a high school diploma or its equivalent
- Must have at least three years experience as a licensed real estate salesperson
- Complete 16 credits or 240 hours of instruction within 10 years prior to date of passing licensing exam
- Satisfy at least 200 points in experience. You can find the point system at www.ghar.info/broker-licensure/
Note: Points are only awarded for full-time employment wherein no other points can be earned.
- Have successfully passed both the Pennsylvania and National portions of the PSI Broker Real Estate Exam
- Have completed, signed and submitted the licensing application provided by the Pennsylvania Real Estate Commission along with the required fee.

GHRI BROKER AND DESIGNATION COURSES

Real Estate Law



October 18, 20, 25, and 27 from 8:30 a.m. - 4:30 p.m. (includes lunch every day)

Instructor: Victoria P. Edwards, Esquire

This is a required course for broker licensure candidates. Topics covered will include: introduction to real property, contract law, the real estate transaction, leases, law and the real estate licensee, counsel of attorney and much more. Approved for 2 broker credits. Cost is \$400, plus \$50 for the text book. Includes lunch every day.

Senior Real Estate Specialist (SRES)



December 9 & 10 from 8:30 a.m. - 4:30 p.m. (includes lunch every day)

Instructor: Pat Moyer, ABR, CRS, e-PRO, GREEN, GRI, SFR, SRES, SRS

The SRES Designation Course helps real estate professionals develop the business-building skills and resources for specialization in the 50+ real estate market by expanding knowledge of how life stages impact real estate choices, connecting to a network of resources, and fostering empathy with clients and customers. This is the core course for the SRES Designation, and an elective course for the ABR designation. This REBI designation course is approved for 1 broker elective credit and 15 hours of PA Real Estate CE for the 2020-2022 cycle. Cost is \$299, including materials