

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
CSP®, CERTIFIED NEW HOME SALES PROFESSIONAL
GREEN®, DAY 1 & 2
RENE®, REAL ESTATE NEGOTIATION EXPERT
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

Greater Harrisburg Realtors® Institute

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



Greater
Harrisburg
REALTORS®
Institute

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

****Broker/Designation classes must be paid in full at the time of registration. A \$100.00 cancelation fee will be retained by the School if the student cancels or withdrawals from class.****

Real Estate Law



September 26, 28, October 3, 6 from 8:30 A.M. - 4:30 P.M. (includes lunch everyday)

Instructor: Sue Kichman, AHWD, C2EX

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 and 30 hours of PA Real Estate Continuing Education for the 2022-2024 cycle. Cost is \$400, plus \$60 for text book. Includes lunch every day.

Valuation of Residential Property (Appraisal)



October 24, 27, 31 and November 2 from 8:30 a.m. - 4:30 p.m.

Instructor: Danielle Winn, MRE, ABR, C2EX, MRP, SRS, AHWD, CRB. PSA

Course will introduce basics of real estate appraisal to candidates for the broker's license in PA. Topic areas covered will include: Introduction to Valuation, Market Identification and Market Forces, Principals of Real Property Valuation, Neighborhood Analysis, Site Analysis, Building Analysis, Direct Sales Comparison Approach and much more. Approved for 2 broker credits and 30 hours of PA Real Estate Continuing Education for the 2022-2024 CE cycle. Cost is \$400. Optional text book: \$75. Includes lunch every day.

Real Estate Negotiation Expert (RENE) *ZOOM*



November 28 & 29 from 8:30 a.m. - 4:30 p.m.

Instructor: Christine Rader, ABR, AHWD, CRETS, PSA, SRES, SFR, MRP, SRS.

This 15-Hour, two-day NAR certification program gives Realtors® the tips and tools they need to be skillful advocates for their clients. Improve your negotiating skills. Learn about behind-the-scenes issues and how to deal with them; Learn how to handle a wide range of personalities and situations, and learn to sort out the competing objectives of the parties involved in a transaction. Approved for 15 hours of CE and 1 Broker elective credit for the 2022-2024 CE cycle. Cost is \$299.

The Association is deemed to be a safe place for all brokerages and members, all overt marketing and recruitment on the grounds of the association, in the association building, in association classrooms and at all association events is prohibited.

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Senior Real Estate Specialist (SRES)

ZOOM



December 11 & 12 from 8:30 A.M. - 4:30 P.M.

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

The SRES Designation Course helps real estate professionals gain an understanding of how best to help buyers and seller – and their families– handle transitions in lifestyle. This class will help you understand types of housing available for the 50+ market, Identify key life stages, viewpoints, and transitions in relation to housing choices. Recognize how a home can be adapted for safety, comfort, and aging in place. Learn about how reverse mortgages, pensions, 401(k) accounts, and IRAs impact real estate decisions. Identify mortgage finance and loan schemes and scams that victimize borrowers over the age of 50. Ensure your transactions comply with federal laws, including the Housing for Older Persons Act (HOPA). Stay focused on the transaction and avoid inappropriate involvement in family matters. Gain knowledge of how Medicare, Medicaid, and Social Security affect your client, and learn how to market to seniors and much more. This is the core course required for the SRES Designation, and counts as an elective course for the ABR designation. This NAR designation course is approved for 1 broker elective credit and 15 hours of PA Real Estate CE for the 2022-2024 cycle. Cost is \$299, including materials.

GREEN® Designation

ZOOM



January 9 & 11 from 8:30 a.m. - 4:30 p.m.

Instructor: Eric Rehling, ABR, ALHS, AHWD, GREEN

NAR's GREEN Designation course. Day 1 will cover: The Resource Efficient Home – Retrofits, Remodels, Renovations and New Home Construction. Day 2 will cover: Representing Buyers and Sellers of Resource Efficient Homes. GREEN Designation is approved for an ABR Elective credit. Approved for 1 broker elective credit and 15 hours of PA Real Estate CE for the 2022-2024 cycle. Cost is \$299, including materials.

Real Estate Brokerage and Office Management



January 16, 18, 23, 25 from 8:30 a.m. - 4:30 p.m.

Instructor: Sue Kichman, AHWD, C2EX

Course topics include: Communication, Leadership and Management Skills; Policies and Procedures; Marketing the Office; Staffing and Recruitment; Training and Coaching your REALTORS®. Approved for 30 Hours of CE for the 2022-2024 CE cycle, and 2 Broker credits. Cost is \$400, plus \$30 for the text book.

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