

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

### MANDATORY

4 credits or 60 hours (must take both)

|                               |           |
|-------------------------------|-----------|
| REAL ESTATE LAW               | 2 CREDITS |
| REAL ESTATE OFFICE MANAGEMENT | 2 CREDITS |

### ELECTIVE

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

ABR®, ACCREDITED BUYER'S REPRESENTATIVE  
GREEN®, DAY 1 & 2  
RENE®, REAL ESTATE NEGOTIATION EXPERT  
SRS®, SELLER REPRESENTATIVE SPECIALIST  
SRES®, SENIORS REAL ESTATE SPECIALIST

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



# 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/](http://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 cancellation fee will be retained by the School if the student cancels or withdrawals from class.\*\***

### GREEN® Designation



**March 12 & 13 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 2024-2026 cycle. Cost is \$299, including course material.

### Real Estate Sales



**March 25, 27, April 1, 3 8:30 a.m. - 4:30 p.m.**

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

Course topics include: Real Estate Laws, the Transaction Cycle, Prospecting Techniques, Listings, Advertising and Marketing, Qualifying Buyers, Selecting and Showing Property, Negotiating Offers, Financing the Transaction, Closings, Brokerage of Various Types of Properties and Exchanges, and much more. Approved for 2 Broker credits and 30 hours of CE. Cost \$400, includes materials.

### Accredited Buyer's Representative (ABR)



**April 23 & 24 from 8:30 a.m. - 4:30 p.m.**

Instructor: Rick Zalek

The goal of the 2-day ABR Designation Core Course is to establish a foundation of training, skills, and resources to help real estate professionals succeed as a buyer's representative. Students will learn how to build a buyer representative business, value the services they perform on behalf of buyer-clients, increase confidence to work towards a signed buyer representation agreement, gain methods, tools, and techniques to provide the support and services that buyers want. Approved for 1 broker elective credit and 15 hours of PA Real Estate CE for the 2024-2026 cycle. Approved as an elective credit for SRS. Cost is \$299, including materials.

### Real Estate Finance



**April 28, May 1, 5, 7, 12 & 15 8:30 a.m. - 4:30 p.m.**

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

Broker course will cover sources of mortgage funds, government influences in the financial market, Mortgages, Notes, Defaults, Foreclosures, redemptions, alternate mortgages, and mortgage placement procedures. This course is approved for 45 hours of CE and 3 Broker credits for the 2024-2026 PA CE cycle. Cost is \$500, including course materials.