

# PLAN YOUR CAREER WITH GHRI

## PENNSYLVANIA BROKER LICENSURE

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

### MANDATORY



4 credits or 60 hours (must take both)

REAL ESTATE LAW

2 CREDITS

REAL ESTATE OFFICE MANAGEMENT

2 CREDITS

### CORE



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

Additional core courses taken will count as electives.

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

### ELECTIVE



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

GHRI offers the following elective courses annually. Additional courses above may also be taken as an elective.

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

# 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 cancelation fee will be retained by the School if the student cancels or withdrawals from class.\*\***

### GREEN® Designation



**May 19 & 22 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 Negotiation Expert (RENE®)



**September 24 & 25 8:30 a.m. - 4:30 p.m.**

Instructor: Christine Rader, ABR, AHWD, C-RETS, GRI, MRP, PSA, SFR, SRES, 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 2024–2026 CE cycle. Also counts as an elective credit for ABR and SRS. \$299, includes course materials.