

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/
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.****

Senior Real Estate Specialist (SRES)



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 2024–2026 cycle. Cost is \$299, including materials.

Residential Property Management



January 13, 15, 20, 22, 27 & 29 from 8:30 a.m. - 2:00 p.m.

Instructor: Ashlee Stutzman

Course will define property management, discuss evaluation, goals and asset management of property, fiduciary responsibility, management of residential properties such as single family to four units, apartment buildings, and condominium associations, Residential Leasing, operation of the property, repairs and maintenance, mathematics of property management and much more. Course is approved for 30 hours of CE and 2 broker credits for the 2024–2026 CE cycle. Cost is \$400, plus \$45 for the text book

Real Estate Brokerage and Office Management



February 10, 12, 17 & 18 from 8:30 a.m. - 4:30 p.m.

Instructor: Sue Kichamn, AHWD, C2EX

This is a required course for candidates for broker licensure. Topics will include: Communication, Leadership and Management Skills; Policies and Procedures; Marketing the Office, Company and Properties; Staffing and Recruitment; Training and Coaching your REALTORS®. Approved for 2 Broker credits and 30 hours of PA Real Estate Continuing Education for the 2024–2026 cycle. Cost is \$400, plus \$45 for the textbook.

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Seller Representative Specialist (SRS)



March 23 & 25 from 8:30 a.m. - 4:30 p.m.

Instructor: Mena Badros

Learn tools and tips that will equip you to list in today's marketplace. Learn how to: increase listings and grow your business, demonstrate and communicate your value package, understand and apply the Code of Ethics & Standards of Practice, understand and comply with state license laws, understand and apply methods, tools and techniques to provide support and services that sellers want and need. Designation is approved for an ABR Elective credit, 1 Broker credit and 15 Hours PA Real Estate CE for the 2024-2026 CE cycle. Cost is \$299.

Accredited Buyer's Representative (ABR)



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

Instructor: Sue Kichman, C2EX, AHWD

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.