

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

Residential Construction



September 15, 17, 22 & 24 from 8:30 a.m. - 4:30 p.m.

Instructor: Michael Biechler

Course will cover the PA SREC broker approved course outline including: history and trends in housing, construction laws, subdividing and developments, architecture and design, estimating costs and bidding contracts, site preparation, building components and mechanical systems, the construction process, amenities, financing and more. Course is approved for 30 Hours of CE and 2 Broker credits for the 2026-2028 CE cycle. Cost is \$400.

Real Estate Law



October 6, 8, 13 & 15 from 8:30 a.m. - 4:30 p.m.

Instructor: Sue Kichman

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 2026-2028 CE Cycle. Cost is \$400, plus \$60 for textbook.