PLAN YOUR CAREER WITH GHRI

PENNSYLVANIA BROKER LICENSURE

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

MANDATORY MB

4 credits or 60 hours (must take both)

REAL ESTATE LAW	2 CREDITS
REAL ESTATE OFFICE MANAGEMENT	2 CREDITS

CORE CB

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 EB

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.*

Real Estate Negotiation Expert (RENE)

EB

December 7 & 9 from 8:30 a.m. - 4:30 p.m.

Virtual

Instructor: Mena Badros

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 2026-2028 CE cycle. Also counts as an elective credit for ABR and SRS. Cost $299 includes course materials.

Real Estate Brokerage and Office Management

MB

January 19, 21, 26 & 28 from 8:30 a.m. - 4:30 p.m.

Instructor: Sue Kichman

This is a required course for broker licensure candidates. 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 2026-2028 CE cycle. Cost is $400. Text book is $45.

Real Estate Finance

CB

March 23, 25, 30, April 1, 5, & 7 from 8:30 a.m. - 4:30 p.m.

Instructor: Danielle Winn

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 2026-2027 PA CE cycle. Cost is $500, including course materials.