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.