

PA LICENSE RENEWAL

REAL ESTATE INSTITUTE

Renew your Real Estate License with REI

Continuing Education Credits Now Approved for Pennsylvania

All Pennsylvania licensees must renew their licenses every two years.

Register today!

WELCOME TO THE REAL ESTATE INSTITUTE (REI) AT TEMPLE UNIVERSITY CENTER CITY.

REI at Temple University is the largest program for professional real estate education in the tri-state region. Our in-person real estate classes are held at the Temple University Center City Campus, which is located at 1515 Market Street, Philadelphia, PA. If you have any questions, please feel free to call our office at 215-204-1539.

All Pennsylvania licensees must renew their licenses every two years.

REQUIREMENTS FOR CURRENT LICENSEES

(LICENSED **BEFORE** NEW CYCLE YEAR):

- **UNDERSTANDING THE IMPACT OF THE NAR SETTLEMENT ON AGENCY LAW AND FAIR HOUSING (AVAILABLE AS 5 OR 7 HOURS)**
- **7-9 HOURS OF ADDITIONAL ELECTIVES**

REQUIREMENTS FOR NEW LICENSEES

(LICENSED **DURING** NEW CYCLE YEAR):

- **GENERAL MODULE (7 HOURS)**
- **EITHER THE RESIDENTIAL MODULE (7 HOURS) OR THE COMMERCIAL MODULE (7 HOURS)**

COURSE DELIVERY FORMATS

Temple Real Estate Institute Courses are available in 4 different formats:

- **IN-PERSON** - Live classroom instruction at Temple University Center City Campus (TUCC)
- **VIRTUAL** - Live instruction via Zoom Meetings
- **SELF-PACED** - Asynchronous instruction online
- **PRIVATE GROUP SESSION** - Live in-person or live virtual instruction for full groups, available either at TUCC or your place of business

register online:
[NONCREDIT.TEMPLE.EDU/REICE](https://noncredit.temple.edu/reice)

phone: 215-204-1539

register in person:
TEMPLE UNIVERSITY
REAL ESTATE INSTITUTE
1515 MARKET STREET, STE. 215
PHILADELPHIA, PA 19102

To register and pay for continuing education courses by credit card, please visit us online at noncredit.temple.edu/reice or call 215-204-1539. To register and pay for a continuing education course using a check or money order, please visit our office at the address above or call us to pay over the phone. We regret that we cannot take credit card payments by mail.

ONLINE REGISTRATION IS RECOMMENDED.

CONTINUING EDUCATION CREDITS NOW APPROVED FOR PENNSYLVANIA

CURRENT LICENSEE - REQUIRED

UNDERSTANDING THE IMPACT OF THE NAR SETTLEMENT ON AGENCY LAW AND FAIR HOUSING

(5 Hours or 7 Hours)

This course complies with the Pennsylvania Real Estate Commission's mandatory continuing education topic requirement pertaining to the responsibilities of the broker and the responsibilities of licensees in regard to general supervision, advertising, and property management. Additionally, you will learn, via case studies provided by the commission, specific examples of disciplinary actions and regulatory violations to help you avoid issues. Test your knowledge with interactive exercises, reading comprehension quizzes, and unit exams.

NEW LICENSEE - REQUIRED

GENERAL / RESIDENTIAL MODULE

(7 Hours) • *Online Self-Paced Only*

The purpose of this course is to provide recently licensed standard salespersons with a high level of knowledge and understanding regarding key areas of real estate practice. Content areas introduced in prelicense coursework will be further developed, amplified and reinforced. Material presented will enable the salesperson to "bridge" from their pre-license experience to a high level or real world professional practice.

CURRENT LICENSEE - ELECTIVE

NEGOTIATING THE AGREEMENT OF SALE

(3.5 Hours)

How can you save your clients money and increase your marketability as an agent? By understanding the agreement of sale from a negotiating perspective. While understanding the agreement of sale is crucial in providing clients great representation, seeing it as a negotiating tool puts you ahead of the class, and puts real estate dollars back in your client's pocket. This course teaches you the different areas in which the agreement of sale can help your client, and how timing, silence, and some detective work will help you become a better negotiator, as well as help grow your business.

CURRENT LICENSEE - ELECTIVE (cont.)

PA STATUTES AND REGULATIONS FOR LICENSED AND UNLICENSED ASSISTANTS

(3.5 Hours)

The Pennsylvania Real Estate Commission carefully regulates real estate licensees to protect buyers and sellers from being harmed by the actions of unlicensed agents and their unlicensed assistants. Using the Commission's "Guideline of the State Real Estate Commission Real Estate Assistants and Unlicensed Individuals" as the required model, this class will review the duties that are permissible for unlicensed assistants and other unlicensed individuals. Covering key topics such as permissible tasks, client interactions, and compliance measures, participants gain invaluable insights into maintaining legal and ethical standards while supporting licensed real estate professionals. Through interactive discussions, case studies, and practical scenarios, attendees acquire the knowledge and skills necessary to navigate the complexities of assisting in real estate transactions while safeguarding against legal risks.

STIGMATIZED PROPERTIES AND LITIGATION IN REAL ESTATE

(3.5 Hours)

This engaging and informative 3.5-hour course explores the intriguing world of stigmatized properties within the real estate industry. From murder-suicides and haunted houses to drug-related incidents, this course delves into the legal and ethical implications surrounding these properties. Through case studies, discussions, and expert insights, real estate agents will gain a comprehensive understanding of how stigmatized properties impact transactions, disclosure obligations, and potential litigation.

CONTINUING EDUCATION CREDITS NOW APPROVED FOR PENNSYLVANIA

CURRENT LICENSEE - ELECTIVE (cont.)

WORKING WITH TRANS CLIENTS AND QUEER FAMILIES

(3.5 Hours)

Basics terms and case studies are presented to ensure agents are better equipped to work with transgender clients and queer families. This seminar attempts to develop a complete understanding of current terms related to transgender individuals and queer families in order to provide the attendees with the accurate knowledge and understanding to assist a diverse range of clients.

PHILADELPHIA RENTAL LAWS

(3.5 Hours)

Landlords in the City of Philadelphia need to follow specific requirements. This class will teach you those rules and regulations and will help you navigate conducting business with the city – ranging from using the eCLIPSE system to setting up Zoom or in-person meetings with the License and Inspections, Public Health, Revenue and other relevant municipal departments. From the city's new Rental Access Act to its updated Lead Paint Disclosure and Certification Law to its new Bed Bug law, you will learn how to comply with the city's health, safety, and maintenance rules and regulations for houses and apartments.

ETHICS, UNDERSTANDING AGENCY, ESCROW, AND DISCLOSURE REQUIREMENTS

(7 Hours)

This core course will familiarize Brokers and Real Estate Salespersons with the legal compliance and professional responsibility standards associated with agency relationships, escrow accounts and disclosure requirements. Most Brokers and Real Estate Salespersons that face discipline for bad acts or omissions in these areas either knew the correct way to do things but abridged the rules intentionally. However, some admit to ignorance of agency laws, escrow rules and disclosure requirements that should have been common knowledge. This course will provide you with instruction of best practices in these key areas to keep your real estate license in good standing, and it will also address the importance and significance of ethics in real estate.

PHILADELPHIA PROPERTY ASSESSMENT APPEALS: THE HEARING PROCESS

(7 Hours)

This course provides real estate professionals with a greater undertaking of the hearing process during a property assessment appeal. With the information covered in this course, brokers and salespersons will be able to provide sound advice to their clients on the property assessment appeal process and what to expect at the hearing.

COMPLYING WITH THE NAR SETTLEMENT

(3.5 Hours)

Following the settlement of the landmark Sitzer-Burnett class action lawsuit against the National Association of Realtors® (NAR), the Pennsylvania Association of Realtors® (PAR) published a series of new real estate transaction forms that went into effect on August 17, 2024. These forms (agreements of sale, buyer agency contracts, and others) take into account the substantial changes brought about as a result of the class action litigation and resulting settlement. This CE class will serve to introduce the new forms to licensees and will explain the new rules impacting the sale of residential real estate in Pennsylvania.

REAL ESTATE INSTITUTE REFUND POLICY

A student may withdraw from class at any time prior to the start of the second day of class and receive a full tuition refund. A student's request to withdraw must be in writing. Students may also transfer their enrollments to future sessions. No refunds will be issued for cancellations made after the start of the second day of class - students can still request a transfer of their enrollment to a future session after the second class session however no refund will be issued at any point after.