

The Pennsylvania Association of Realtors® asks you to **contact your legislator to urge them to support House Bill 863**. This bill amends the Real Estate Licensing and Registration Act to require additional pre-licensure education to increase the level of professionalism of new licensees. The bill would also allow you to provide Broker Price Opinions if permitted by your broker. HB 863 is expected to be voted out of the House of Representatives this week.

Specifically, the bill would:

- Increase pre-licensure education from 60 hours to 75 hours, allowing for a grandfathering process for those already enrolled in classes.
- Require that all courses for salesperson licenses be completed within five years prior to the date of taking and passing the exam, allowing for a grandfathering process for those already enrolled in classes.
- Require a high school diploma or equivalent for licensure as a real estate salesperson.
- Define a Broker Price Opinion (BPO) as "an estimate prepared by a broker, associate broker or salesperson that details the probable selling price of a particular parcel of real property and provides a varying level of detail about the property's condition, market, and neighborhood, and information on comparable sales, but does not include an automated valuation model" and provides standards.

With significant changes to the industry over the past 25 years, an expanded pre-licensure education requirement will better protect consumers in the real estate transaction.

Contact your state representative now!