

# GRI EQUIVALENCY



Below is a list of equivalencies for GRI mandatory courses. Some courses have no available qualifying equivalencies.

A maximum of 2 GRI mandatory courses may be substituted by way of these equivalencies. It must be noted on the GRI application by typing “Equivalent” in the course completion date column (e.g. Equivalent – 9/3/25).

**Course equivalents must be completed prior to the final GRI application deadline on December 19, 2025.** Supporting documents for proof of equivalence completion must be included when submitting the GRI application. This may include course completion certificates and MLS reports for experience equivalents.

Course (Final Course Date)	Equivalent
<b>From Contract to Closing</b> (August 21 – 22, 2025)	In the last 3 – 5 years, a minimum of: <ul style="list-style-type: none"><li>• 3 – 8 transactions <b>OR</b>,</li><li>• \$0.5 – 2 million in transaction volume.</li></ul> <p>*Please submit a transaction volume or agent production report from your MLS as documentation</p>
<b>Strategies of Listing: Getting the Listing</b> (September 25, 2025)	<ul style="list-style-type: none"><li>• Inside Sales Agent Certification (RRC Course, 2 hours) <a href="https://www.crs.com/education/Certifications-and-Certificates/inside-sales-agent-certification/">https://www.crs.com/education/Certifications-and-Certificates/inside-sales-agent-certification/</a></li></ul>
<b>Strategies of Finance: Know the Borrower</b> (September 30, 2025)	<ul style="list-style-type: none"><li>• Home Finance Resource Certification (NAR Course, 6 hours. Completes both Strategies of Finance courses) <a href="https://learning.realtor/diweb/catalog/item?id=17713862">https://learning.realtor/diweb/catalog/item?id=17713862</a></li></ul> <p><b>NOTE:</b> This course is equivalent to <u>one or both</u> <i>Strategies of Finance</i> courses. The full 6-hour course must be completed even if only one is being substituted. If only one <i>Strategies of Finance</i> course is replaced, another substitution can be utilized in the GRI application.</p>
<b>Property Management &amp; Landlord/Tenant</b> (October 2 - 3, 2025)	No available qualifying equivalency

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<b>Residential Tax Rules, 1031 Exchange &amp; Foreign Investors</b> (October 16 - 17, 2025)	<ul style="list-style-type: none"><li>• Tax Strategies for the Real Estate Professional (Virtual RRC Course with live instructor, 8 hrs)</li></ul>
<b>Representation, Practical Ethics and Fair Housing</b> (October 20, 2025)	<ul style="list-style-type: none"><li>• At Home With Diversity Certification (NAR Course, 6 hours) <a href="https://learning.realtor/diweb/catalog/item?id=14148863">https://learning.realtor/diweb/catalog/item?id=14148863</a></li></ul>
<b>Legal Issues</b> (October 28 - 29, 2025)	No available qualifying equivalency
<b>Run Your Business Like a Business</b> (October 30 - 31, 2025)	<ul style="list-style-type: none"><li>• Modern Real Estate: Leveraging Technology to Build Your Business (RRC Course, 4 hrs) <b>AND</b> Building a Personal Brand (RRC Course, 1 hr)<ul style="list-style-type: none"><li>◦ <a href="https://www.crs.com/education/catalog/?modern-real-estate--leveraging-technology-to-build-your-business">https://www.crs.com/education/catalog/?modern-real-estate--leveraging-technology-to-build-your-business</a></li><li>◦ <a href="https://www.crs.com/education/catalog/?building-a-personal-brand">https://www.crs.com/education/catalog/?building-a-personal-brand</a></li></ul></li></ul> <p><b>NOTE:</b> Both courses must be completed.</p>
<b>Strategies of Finance: Loan Choices</b> (November 12, 2025)	<ul style="list-style-type: none"><li>• Home Finance Resource Certification (NAR Course, 6 hours. Completes both Strategies of Finance courses) <a href="https://learning.realtor/diweb/catalog/item?id=17713862">https://learning.realtor/diweb/catalog/item?id=17713862</a></li></ul> <p><b>NOTE:</b> This course is equivalent to <u>one or both</u> <i>Strategies of Finance</i> courses. The full 6-hour course must be completed even if only one is being substituted. If only one <i>Strategies of Finance</i> course is replaced, another substitution can be utilized in the GRI application.</p>
<b>Strategies of Listing: Establishing Market Value (CMA)</b> (November 13, 2025)	<ul style="list-style-type: none"><li>• Listing Strategies: Pricing Your Listing (RRC Course, 2 hours) <a href="https://www.crs.com/education/catalog/?listing-strategies-pricing-your-listing&amp;source=CRD">https://www.crs.com/education/catalog/?listing-strategies-pricing-your-listing&amp;source=CRD</a></li></ul>
<b>Condominium &amp; Planned Communities</b> (November 18 - 19, 2025)	No available qualifying equivalency