

Your Education Pathway

WHY EDUCATION?

Hawai'i real estate licensees are required by law to complete education credits for license renewals. However, members often find that taking courses and earning designations beyond the required courses can increase annual earnings and pave the way to success. A 2020 GRI survey by the National Association of REALTORS® reveals that REALTORS® who earned the GRI designation averaged a median income of \$78,800 versus \$49,700 for typical REALTORS®. We recommend that agents annually budget for professional development because it is a proven fact that education improves the way you run your business and serve your clients.

HAWAI'I CONTINUING EDUCATION REQUIREMENT

License renewals and continuing education requirements must be completed by 11/30 every even-numbered year. 20 hours (6 from core credits and 14 from elective credits) of Continuing Education (CE) credits are required. A real estate licensee can repeat the same CE course every other biennium. However, a licensee shall not take a CE course for credit if they have already received CE credit for it in a consecutive biennium. You can keep track of your CE history and credits on **MyPVL at pvl.hawaii.gov/mypvl**

PLAN YOUR MOVES

STRATEGIES

Strategies courses are offered through your local board and provides information on the basics of real estate practice in Hawai'i.

NEW MEMBER

Introduction to basic real estate practice on listing and purchase contracts, mortgage financing, and getting a listing.

REALTORS®

Great refresher course to update your knowledge on the basics.

BROKERS

Strategies is a great basics course for your agents to learn about Hawai'i real estate practice.

GRADUATE, REALTOR® INSTITUTE

The Graduate, REALTOR®

Institute (GRI) symbol is the mark of a real estate professional who has made the commitment to provide a high level of professional services. GRI is a national designation offered through local boards with information on real estate practice in Hawai'i.

NEW MEMBER

Build a strong foundation and gain confidence in your abilities for a broader range of real estate subjects such as legal issues, complete contract process, and running your business.

REALTORS®

Differentiate yourself! The GRI shows that you received training not covered in licensing and have a solid foundation of real estate knowledge to apply during practice.

BROKERS

Reduce risk with GRI courses on up-to-date information for condos, property management, fair housing, and more.

Your Education Pathway CONTINUED

SPECIALIZE WITH DESIGNATIONS

Residential

SELLER REPRESENTATIVE SPECIALIST (SRS)

**CERTIFIED REAL ESTATE TEAM SPECIALIST
(C-RETS) CERTIFICATION**

**REAL ESTATE NEGOTIATIONS EXPERT
(RENE) CERTIFICATION**

CERTIFIED RESIDENTIAL SPECIALIST (CRS)

ACCREDITED BUYER REPRESENTATIVE (ABR)

AT HOME WITH DIVERSITY (AHWD)

Broker/Manager

**CERTIFIED REAL ESTATE
BROKERAGE MANAGER (CRB)**

Property Management

CERTIFIED PROPERTY MANAGER (CPM)

ACCREDITED RESIDENTIAL MANAGER (ARM)

ACCREDITED COMMERCIAL MANAGER (ACOM)

Commercial

**CERTIFIED COMMERCIAL INVESTMENT
MEMBER (CCIM)**

Global

**CERTIFIED INTERNATIONAL PROPERTY
SPECIALIST (CIPS)**

