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## 2026 Course Catalog



1930 Harrington Drive, Lancaster PA 17601  
Phone: 717-569-5031 ~ [LCARonline.com](http://LCARonline.com)

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Superior education has always been a hallmark of The Real Estate School of the Lancaster County Association of Realtors® (LCAR). Since its inception in 1984, the school has provided basic courses for individuals seeking a real estate license, advanced educational programs for those pursuing a broker's license and continuing education coursework to help Realtors® stay abreast of what's new in the real estate industry.

## How to obtain a Real Estate Salesperson's License

The Pennsylvania State Real Estate Commission requires individuals who wish to obtain a Pennsylvania State Real Estate Salesperson License, be at least 18 years of age, have a high school diploma or equivalent, and successfully complete 75 hours of education in two courses - Real Estate Fundamentals and Real Estate Practice. The applicant must then earn a passing grade on the State Licensing Exams, which are administered by [Pearson Vue Testing Service](#). After passing the State Exam, the individual must be affiliate with a Broker before applying for licensure at [www.Pals.PA.Gov](http://www.Pals.PA.Gov). A Criminal History Report will be submitted to the PA State Police upon licensure application—the fee will be included at checkout. Applicants must upload a Fundamentals Transcript and Practice Transcript (completed within the past 5 years), and their Score Sheet from the National and State portions of the State Licensing Examination (completed within the past 3 years).

### ***Real Estate Fundamentals ~ 30 Hours***

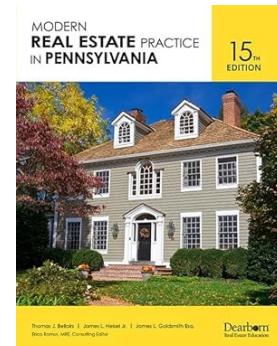
This course provides students with an understanding of the language, principles and laws which govern the real estate business. Tuition is \$225 and payable at or before the first class session.

### ***Real Estate Practice ~ 45 Hours***

This course is designed to acquaint students with the basic techniques, procedures, regulations and ethics involved in a real estate transaction. Tuition is \$275 and payable at or before the first class session.

### **Textbook**

The textbook used in both courses is *Modern Real Estate Practice in Pennsylvania*, 15th Edition. Textbooks are \$40 plus tax, and may be purchased at the first class session. They may also be purchased prior to the start of the course at The Real Estate School of LCAR, 1930 Harrington Drive, Lancaster.



### **Grading**

Grading is based on the final exam. Students with a score of 70 or higher will receive credit for the course. Students receiving a grade lower than 70 will have the opportunity to re-test.

The Real Estate School of LCAR reserves the right to cancel any course due to insufficient enrollment or unavoidable circumstances.

## Pre-Sales In-Person Course Schedule

### Monday, Wednesday, Saturday Classes

Monday & Wednesday 6:00 to 9:00 pm and  
Saturdays 8:30 am to 12:30 pm

#### Real Estate Fundamentals

Jan 12, 14, 17, 19, 21, 24, 26, 28, 31

#### Real Estate Practice

Feb. 2, 4, 7, 9, 11, 14, 16, 18, 21, 23,  
25, 28, Mar. 2, 5

#### Real Estate Fundamentals

Jul. 13, 15, 18, 20, 22, 25, 27, 29, Aug. 1

#### Real Estate Practice

Aug. 3, 5, 8, 10, 12, 15, 17, 19, 22, 24,  
26, 29, 31, Sept. 2

### Tuesday, Thursday, Saturday Classes

Tuesday & Thursday 6:00 to 9:00 pm and  
Saturdays 8:30 am to 12:30 pm

#### Real Estate Fundamentals

Apr. 14, 16, 18, 21, 23, 25, 28, 30, May 2

#### Real Estate Practice

May 5, 7, 9, 12, 14, 16, 19, 21, 26, 28,  
30, Jun. 2, 4

#### Real Estate Fundamentals

Sept. 29, Oct. 1, 3, 6, 8, 10, 13, 15, 17

#### Real Estate Practice

Oct. 20, 22, 24, 27, 29, 31, Nov. 3, 5, 7,  
10, 12, 14, 17, 19

## Online Courses

We understand it is sometimes difficult to find a class that works with your busy schedule. As an alternative to the traditional classroom education, The Real Estate School also offers the Pre-License courses as online education.

Visit our online providers to register for Real Estate Fundamentals and Real Estate Practice as online education, and complete the courses at your own pace.

With [The CE Shop](#) you complete the online education at your own pace. When online coursework is completed, contact the provider to schedule your online proctored final exam.

With [RE Campus](#) you complete the online education at your own pace and then contact Tracy@LCARonline.com to schedule the final exam at The Real Estate School of LCAR.

Note: This provider has an optional course textbook which may be purchased at our office.



## How to obtain a Broker's License

To obtain a Pennsylvania State Real Estate Broker's License, an applicant must be at least 21 years of age, and have completed 240 hours (16 credits) of Broker education, including the required courses Brokerage & Office Management and Real Estate Law. The applicant must also have three years of experience in real estate sales and accumulate 200 points in real estate activity.

All Broker applicants must obtain at least (2) Credits in Brokerage & Office Management and (2) Credits in Real Estate Law. (6) of the remaining 12 credits must be in 3 or more of the Commission-developed courses, which include Valuation of Residential Property, Valuation of Income Producing Property, Non-Residential Property Management, Residential Property Management, Real Estate Finance, Real Estate Investment, Residential Construction and Real Estate Sales. The additional (6) remaining credits may be in elective real estate courses. A maximum of four(4) credits is allowed for each course and/or topic.

### **Tuition**

Tuition is \$150 per credit, payable at the first class session. Tuition will not be refunded after the first class. The textbooks used in the Broker Series courses vary. Textbooks will be available at the first class session of each course.

### **Course Times**

Classes are usually held Mondays & Thursdays from 9:00 a.m. to 2:00 p.m. Please see course description for class dates and specific class times.

The Real Estate School of LCAR reserves the right to cancel any course due to insufficient enrollment or unavoidable circumstances.

### **Grading**

Grading is based on the final exam. Students with a score of 75 or higher will receive credit for the course. Students receiving a grade lower than 75 will have an opportunity to re-test.

### **Online Education**

In addition to classroom sessions, The Real Estate School offers a variety of Broker Courses as online education through our [website](http://LCARonline.com).

## Broker Course Schedule

The Real Estate School of LCAR – 1930 Harrington Drive Lancaster  
\* Hybrid Option Available

### Brokerage & Office Management

~ 2 credits

April 13, 16, 20, 23, 27, 30  
9:00 am to 2:00 pm

Topics to be covered include characteristics of a successful manager, establishing a strategic plan and budget, stages of firm development, marketing and statistical controls, recruiting sales associates, interviewing techniques, training sales associates, marketing, time management, co-op relationships, oral and written communications and mergers and acquisitions.

### Residential Property Management \*

~ 2 Credit

Sept. 14, 17, 21, 24, 28, Oct. 1  
9:00 am to 2:00 pm

Topics to be covered include License Law and Rules & Regulations, Professional Ethics, Fair Housing Laws, Anti-Trust Laws, Single/Dual Agency, Roles of the Broker, Salesperson and Client, Documents and Forms, Financing, Setting Goals, Types of Contracts, Competitive Market Analysis, Advertising and Marketing, Qualifying Buyers, Negotiating Offers, and Closing Procedures.

## Online Education

In addition to classroom sessions, The Real Estate School offers both Required & Elective Broker Courses through the [LCAR website](#).

## Broker Course Schedule

Realtors Association of York & Adams Counties – 901 Smile Way York  
Contact the [RAYAC](#) office to Register 717-845-3487

### Valuation of Residential Property

~ 2 Credit & CE ~ Tuition: \$395

February 17, 19, 24, 26  
8:30 am to 4:00 pm

Topics to be covered include Principles of Real Property Valuation, Market Identification & Forces, Area & Neighborhood Analysis, Site Analysis, Building Analysis, Direct Sales Comparison Approach.

### Real Estate Finance

~ 2 Credits & CE ~ Tuition \$395

DATES TBD  
8:30 am to 4:00 pm

Topics to be covered include fixed and adjustable rate mortgages, FHA and VA loans, primary and secondary markets, loan processing and underwriting. Changes & updates within the financing industry will also be discussed.

## Appraisal Education

In conjunction with the Keystone Chapter of the Appraisal Institute, several Appraisal courses are scheduled to be offered at The Real Estate School of LCAR. Whether you are interested in Appraisal courses as continuing education credit for your Appraisal certification, or just expanding your knowledge base of the appraisal industry, you'll have numerous course options to choose from.

For a complete list of upcoming Appraisal courses offered through the Keystone Chapter of the Appraisal Institute, or to register for a session, please visit their website:

[AIKeystone.com](http://AIKeystone.com)

## Online Education



The Real Estate School of LCAR is proud to offer Online Education. For students interested in an online learning environment, we offer Initial Licensing classes, as well as a variety of Broker and Continuing Education sessions - both for new licensees, and the seasoned professional.

[The CE Shop](#)

[RE Campus](#)

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[LCARonline.com](http://LCARonline.com)



## Continuing Education

The Real Estate School of LCAR offers continuing education as in-person classes, hybrid options and online training. Visit the [www.LCARonline.com](http://www.LCARonline.com) for available courses.

### **Continuing Education Requirements:**

Pennsylvania real estate licensees (Salesperson, Associate Broker, Broker) must renew their license every two years. Renewal deadlines are May of the even-numbered year. All licensees must complete 14 hours of continuing education.

**Individuals licensed before Dec. 1, 2023** must complete at least 5 hours of CE in the topics of Fair Housing (2 hours) and Agency Relationship (3 hours). The remaining hours may be completed in any continuing education topic of interest, including First Renewal (General & Residential) modules.

**Individuals licensed after Dec. 1, 2023** must complete a 7 hour General module, and a 7 hour Residential module to satisfy their 14 hour requirement for their first licensure renewal.

**New Licensees after Dec. 1, 2025** are exempt from completion of the continuing education requirement. However, the licensee must complete the license renewal process prior to May 31, 2026.

For a current schedule of the Continuing Education classroom sessions, please email [Tracy@LCARonline.com](mailto:Tracy@LCARonline.com) or contact The Real Estate School of LCAR: 717-569-5031.

Online Education Also Available  
[LCARonline.com](http://LCARonline.com)

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**717-569-5031 ~ [Tracy@LCARonline.com](mailto:Tracy@LCARonline.com)**

## The Real Estate School of LCAR



To Register for Classroom Education visit [LCARonline.com](http://LCARonline.com).

You may also contact The Real Estate School of LCAR at 717-569-5031, or email [Tracy@LCARonline.com](mailto:Tracy@LCARonline.com), with the following information:

- Full Name
- Mailing Address
- Phone Number
- Email Address
- Course Name & Start Date

Tuition and textbook fees are payable at the first class session. Acceptable forms of payment include cash, check, Visa or MasterCard.

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*“When considering choices for your educational dollar,  
choose the School where value has meaning.”*

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