

**REAL ESTATE PRE- LICENSE COURSE**  
**REALTOR® Association of Pioneer Valley, Springfield, MA**

All classes meet from 6-9 pm.  
 All classes are mandatory.

**CLASSES, READING ASSIGNMENTS and FACULTY is SUBJECT TO CHANGE**

**TEXT**  
**MASS. REAL ESTATE PRINCIPLES and PRACTICES**  
**By J. Peter Regan and Arthur J. Neuner**

<u>CLASS NO.</u>		<u>SUBJECT COVERED</u>	<u>INSTRUCTOR</u>
1	Chapter 1, 2	Introduction to course Concepts of property Estates in land	Mary Eaton or Tracie Kester
2	Chapter 3	Housing Types/Condos Real Est/C&I Brokerage	Mary Eaton or Tracie Kester
3	Chapter 4 and 6	Leases, Options, Deeds	Mary Eaton
4	Chapter 5	Contracts (Listing Agreements, P&S Agreements), Statute of Frauds	Mary Eaton
5	Chapter 7	Mortgages/ Financing	Mary Eaton
6	Chapter 13 thru 22	Real Estate Math	Jim Nodurf or Roland Joyal
7	Chapter 1 (1-7), 10 (1, 3, 8, 9, 11), 11	Consumer Protection Fair Housing Zoning & Building Codes Sub-division & Plans	Gerald Berg
8	Chapter 13 thru 22	Real Estate Math	Jim Nodurf or Roland Joyal
9	Chapter 13 thru 22	Real Estate Math	Jim Nodurf or Roland Joyal
10	Chapter 13 thru 22	Real Estate Math	Jim Nodurf or Roland Joyal
11	Chapter 9	Registry & Recording Appraisal	Mary Eaton or Tracie Kester
12	Chapter 6, 8, 20, 21	Broker Comm. & Fees Ethics, Title & Closing	Todd Ratner
13	Chapter 12	License Law, Bd of Regis. Rules Environmental Protection Licensing Requirements	Tracie Kester
14	-----	License Exam Procedure	Linda Wright