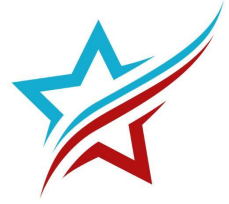


ATTN: PLEASE MAKE A COPY AND RENAME WITH YOUR NAME 2024 SOAR TRACKER. THIS IS THE MASTER!

**2024 SOAR TRACKER AND SYLLABUS ~ TO BE
SUBMITTED UPON COMPLETION OF YOUR 40
HOURS**



agentrising.com
RISE@AGENTRISING.COM

OPTION 1~CLASSIC SHOWCASE 19 INDEPENDENT HOURS

Showcase matches Dearborn Text books / PSW: SOAR 1 This is color coded to match your text book colors!

	SHOWCASE	Date	TIME	National DEARBORN	MA REAL ESTATE			Notes
	INTRODUCTORY VIDEOS							
1	Quiz Bank (How to Set Up Quizzes)							
2	Bulletin (Information Bulletin)							
3	MA Handbook (License Laws and Regulations)							
	DEARBORN TEXT VIDEOS							
4	Introduction to the Real Estate Business		28.34	NA 1				
5	Real Property and Law		38.43	NA 2				
6	Massachusetts Real Estate License and Laws		11.42		MASS 11			
7	Interests in Real Estate		30.44	NA 3				
8	Interests in Real Estate		17.14		MASS 4			
9	Forms of Real Estate Ownership		28.03	NA 4				
10	Forms of Real Estate Ownership		21.41		MASS 5			
11	Land Description		22.41	NA 5				
12	Land Description		8.37	MA	Bonus			
13	Legal Descriptions		28.19	NA 6 -	MASS 6			
14	Transfer of Title				MASS 9			
15	Transfer of Title			NA 7				
16	Title Records				MASS 10			
17	Title Records		30.46		MASS 11			
18	Real Estate Brokerage		34.38	NA 8	MASS 1			
19	Real Estate Brokerage		39.31	NA 9				
20	Real Estate Agency		24.21	NA 10				
21	MASS 1 P 2 (Ch. 93A and Other Laws)		20.4		MASS 2			
22	Client Representation Agreements		-	NA 10				
23	Seller and Buyer Representation Agreements		17.13		MASS 3			
24	Real Estate Contracts		22.4	NA 11				
25	Real Estate Contracts				MASS 8			
26	Real Estate Financing			NA 12				
27	Principles and Practices		2.08		MASS 12			
28	Consumer Protection Law				MASS 2			
29	Involvement in Financing			NA 13				
30	Closing the Real Estate Transaction			NA 14				
31	Real Estate Taxes and Other Liens			NA 15				
32	Real Estate Appraisal		23.17	NA 16				
33	Real Estate Appraisal		7.41		MASS 14			
34	Leases		14.56		MASS 13			
35	Leases		19.21	NA 17				
36	Fair Housing		28.34	NA 18				
37	Fair Housing and Ethical Practices		25.17		MASS 16			
38	Property Management		11.3	NA 19				
39	Land Use Controls / Property Development		18.37	NA 20				
40	Land Use Controls / Property Development		8.51		MASS 15			
41	Environmental Issues and the Real Estate Transactions		32.11		MASS 17			
42	Environmental Issues and the Real Estate Transactions		16.3	NA 21				
	OPTION 2~RISE ONLINE INDEPENDENT HOURS	SEE NEXT TAB	BELOW					

ZOOM Live Webinars / Meeting Room # 94708929200 LIVE Hours match the PSI Outline in the Candidate Information Bulletin

SI Outlin	TITLE DISCRPTION	SCHEDULE	TEXT BOOK REFERENCE UNITS		% ON EXAM		Attendance	Notes
			National	MA REAL ESTATE	National	MA		
1	Property Ownership		NA 2 -	MA 5 -	8 - 10%			
2	Land Use Controls and Regulations		NA 20 -	MA- 15	5%			
3	Valuation and Market Analysis		NA 16- Real Estate	MA 14 - Real Estate	7%			
4	Financing		NA 12 -	MA 12 -	8 - 10%			
5	Contracts		NA 11 -	MA 8 -	17 - 18%	5%		
6	General Principles of Agency		NA 9 -	MA 1 -	11 - 13%	3 - 35%		
7	Property Disclosure / Consumer Protection		NA 21 -	MA3 -	6 - 7%	10-12%		
8	Property Management		NA 17 -	MA 13 -	3 - 5%	10%		
9	Transfer of Title		NA 6 -	MA 9 -	7 - 8%			
10	Practice of Real Estate / Fair Housing		NA 1 -	MA 16 -	13 - 14%	20%		
11	Real Estate Calculations		Math -		8 - 10%			
12	MA Law / Duties.		M	MA11 -		15%		
13	CIB							
14	Exam Prep							

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Additional (Optional)

	Bootcamp-Check calendar for dates	Notes:		

DATE	TIME	TOPIC
		OPTION 2
		RISE OUTLINE-INDEPENDENT LEARNING
		WELCOME TO AGENT RISING!
		Welcome
		Click to meet your Team!
		Navigating the Agent Rising Website
		FAQ
		SOAR Live Hour Classes
		Strategy Session with Kate Lanagan MacGregor
		Start with the Candidate Information Bulletin
		Introduction to Real Estate
		General Real Estate Principles
		PROPERTY OWNERSHIP (SALES 10%, BROKER 10%)
		Real and Personal Property; Conveyances
		Land Characteristics and Legal Descriptions
		Encumbrances and Effects on Property Ownership
		Types of Ownership
		Study Guide
		Keypoint Review
		LAND USE CONTROLS (SALES 5%, BROKER 5%)
		Government Rights in Land
		Government Controls on Land Use
		Private Controls
		Study Guide
		Keypoint Review: Property Ownership
		VALUATION (SALES 8%, BROKER 8%)
		Appraisals
		Estimating Value
		Competitive/Comparative Market Analysis (CMA)
		Study Guide
		Keypoint Review
		FINANCING (SALES 10%, BROKER 9%)
		Basic Concepts and Terminology
		Types of Loans
		Financing and Lending
		Study Guide
		Keypoint Review
		CONTRACTS (SALES 19%, BROKER 19%)
		General Contract Law
		Purchase and Lease Contracts
		Proper Handling of Multiple Offers and Counteroffers
		Study Guide
		Keypoint Review
		AGENCY (SALES 13%, BROKER 13%)
		Agency and Non-Agency Relationships
		Agent Duties
		Agency Disclosures
		Study Guide
		Keypoint Review
		PROPERTY DISCLOSURES (SALES 7%, BROKER 7%)
		Property Condition
		Environmental and Government Disclosures
		Disclosure of Material Facts and Material Defects
		Study Guide
		Keypoint Review
		PROPERTY MANAGEMENT (SALES 3%, BROKER 5%)
		Duties and Responsibilities
		Landlord and Tenant Rights and Obligations
		Investing
		Study Guide
		Keypoint Review
		TRANSFER OF TITLE (SALES 6%, BROKER 6%)
		Types of deeds
		Title Insurance and Searches
		Closing Process
		Special Processes
		Study Guide
		Keypoint Review
		PRACTICE OF REAL ESTATE (SALES 12%, BROKER 12%)
		Antidiscrimination
		Legislation and Regulations
		Duties and Responsibilities
		Supervisory Responsibilities (BROKER ONLY)
		Study Guide
		Keypoint Review
		REAL ESTATE CALCULATIONS (SALES 7%, BROKER 6%)
		Calculations for Transactions
		General Concepts
		STATE PORTION (MASSACHUSETTS STATE REAL ESTATE LAWS AND REAL ESTATE BOARD RULES)
		DUTIES AND POWERS OF THE BOARD OF REGISTRATION OF REAL ESTATE BROKERS AND SALESPERSONS (5%)
		Examination of Records by the Registration of Real Estate Brokers and Salesperson (the "Board")
		Sanctions
		Study Guide
		LICENSING REQUIREMENTS (10%) (SALESPERSONS: 4 ITEMS; BROKERS: 4 ITEMS)
		Activities Requiring a License
		Appraisal
		Types of Licenses
		License Renewal and Continuing Education
		Board Notifications
		Study Guide
		REQUIREMENTS GOVERNING LICENSEES (33- 35%) (SALESPERSONS: 13 ITEMS; BROKERS: 14 ITEMS)
		Broker/Salesperson Relationship
		Commissions
		Advertising
		Disclosures
		Agency and Non-Agency Relationships
		Handling of Documents
		Handling of Monies
		Record Keeping (Broker only)
		Home Inspectors--Licensee Responsibility
		Study Guide
		CONTRACTS (5%) (SALESPERSONS: 2 ITEMS; BROKERS: 2 ITEMS)
		Contracts
		Offer to Purchase
		Purchase and Sale Agreement
		Leases
		Listing and Buyer Agreements
		Study Guide
		CONSUMER PROTECTION LAWS (10-12%) (SALESPERSONS: 5 ITEMS; BROKERS: 4 ITEMS)

	Consumer Protection Laws
	Property Disclosures
	Misrepresentation
	Privacy
	Sanctions and enforcements
	Study Guide
	ENVIRONMENTAL ISSUES AND HAZARDOUS MATERIALS (10%) (SALESPERSONS: 4 ITEMS; BROKERS: 4 ITEMS)
	Lead
	Environmental
	Smoke and carbon monoxide detection
	Wetlands and Rivers Protection
	Hazardous Materials
	Study Guide
	MASSACHUSETTS FAIR HOUSING LAW (10%) (SALESPERSONS: 4 ITEMS; BROKERS: 4 ITEMS)
	Fair Housing
	Protected classes that differ from Federal
	MA Specific Exceptions
	Massachusetts Commission Against Discrimination (MCAD)
	ADA and other accommodations
	Study Guide
	LANDLORD TENANT LAW (10%) (SALESPERSONS: 4 ITEMS; BROKERS: 4 ITEMS)
	MA Landlord Tenant Law
	Rental deposits, Receipts and Statement of Condition
	State Sanitary Code
	Short-term Vacation or Recreational Rentals
	Study Guide
	ADDITIONAL TOPICS (5%) (SALESPERSONS: 2 ITEMS; BROKERS: 2 ITEMS)
	Ownership
	Condominiums, Cooperatives, and Timeshares
	Registered Land
	Study Guide
	PSI MASSACHUSETTS REAL ESTATE - PDF DOWNLOADS FOR EXAM
	Candidate Information Bulletin
	MA Laws and Regulations
	EXAM PREP

21 LIVE HOURS: ZOOM Live Webinars / Meeting Room # 94708929200 LIVE Hours match the PSI Outline in the Candidate Information Bulletin

1	Property Owners	NA 2 -	MA 5 -	3 -	10%	
2	Land Use Cont	NA 20	MA -		5%	
3	Valuation and I	NA	MA 14		7%	
4	Financing	NA 12	MA 12	3 -	10%	
5	Contracts	NA 11	MA 8 -	7 -	18%	5%
6	General Princ	NA 9 -	MA 1 -	1 -	13%	3 - 35%
7	Property Discl	NA 21	MA 3 -	6 -	7%	10-12%
8	Property Man	NA 17	MA 13	3 -	5%	10%
9	Transfer of Title	NA 6 -	MA 9 -	7 -	8%	
10	Practice of Res	NA 1 -	MA 16	3 -	14%	20%
11	Real Estate Cal	Math -		8 -	10%	
12	MA		M	MA11		15%
13	CIB					
14	Exam Prep					

IN PERSON BOOTCAMP

OTHER
OTHER