

## Independent Learning Tracker

DATE	TIME	TOPIC
		<b>OPTION 2</b>
		<b>INDEPENDENT LEARNING</b>
		<b>WELCOME TO AGENT RISING!</b>
		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
		<b>PROPERTY OWNERSHIP (SALES 10%, BROKER 10%)</b>
		Real and Personal Property; Conveyances
		Land Characteristics and Legal Descriptions
		Encumbrances and Effects on Property Ownership
		Types of Ownership
		Study Guide
		Keypoint Review
		<b>LAND USE CONTROLS (SALES 5%, BROKER 5%)</b>
		Government Rights in Land
		Government Controls on Land Use
		Private Controls
		Study Guide
		Keypoint Review: Property Ownership
		<b>VALUATION (SALES 8%, BROKER 8%)</b>
		Appraisals
		Estimating Value
		Competitive/Comparative Market Analysis (CMA)
		Study Guide
		Keypoint Review
		<b>FINANCING (SALES 10%, BROKER 9%)</b>
		<u>Basic Concepts and Terminology</u>
		Types of Loans
		Financing and Lending
		Study Guide
		Keypoint Review
		<b>CONTRACTS (SALES 19%, BROKER 19%)</b>
		General Contract Law
		Purchase and Lease Contracts
		Proper Handling of Multiple Offers and Counteroffers
		Study Guide
		<u>Keypoint Review</u>
		<b>AGENCY (SALES 13%, BROKER 13%)</b>
		Agency and Non-Agency Relationships
		Agent Duties

		Agency Disclosures
		Study Guide
		Keypoint Review
		<b>PROPERTY DISCLOSURES (SALES 7%, BROKER 7%)</b>
		Property Condition
		Environmental and Government Disclosures
		Disclosure of Material Facts and Material Defects
		Study Guide
		Keypoint Review
		<b>PROPERTY MANAGEMENT (SALES 3%, BROKER 5%)</b>
		Duties and Responsibilities
		Landlord and Tenant Rights and Obligations
		Investing
		Study Guide
		Keypoint Review
		<b>TRANSFER OF TITLE (SALES 6%, BROKER 6%)</b>
		Types of deeds
		Title Insurance and Searches
		Closing Process
		Special Processes
		Study Guide
		Keypoint Review
		<b>PRACTICE OF REAL ESTATE (SALES 12%, BROKER 12%)</b>
		Antidiscrimination
		Legislation and Regulations
		Duties and Responsibilities
		Supervisory Responsibilities (BROKER ONLY)
		Study Guide
		Keypoint Review
		<b>REAL ESTATE CALCULATIONS (SALES 7%, BROKER 6%)</b>
		Calculations for Transactions
		General Concepts
		<b>STATE PORTION (MASSACHUSETTS STATE REAL ESTATE</b>
		<b>DUTIES AND POWERS OF THE BOARD OF REGISTRATION</b>
		Examination of Records by the Registration of Real Estate B
		Sanctions
		Study Guide
		<b>LICENSING REQUIREMENTS (10%) (SALESPERSONS: 4 ITE</b>
		Activities Requiring a License
		Appraisal
		Types of Licenses
		License Renewal and Continuing Education
		Board Notifications
		Study Guide
		<b>REQUIREMENTS GOVERNING LICENSEES (33- 35%) (SALE</b>
		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
		<b>CONTRACTS (5%) (SALESPERSONS: 2 ITEMS; BROKERS: 2</b>
		Contracts
		Offer to Purchase
		Purchase and Sale Agreement
		Leases
		Listing and Buyer Agreements
		Study Guide
		<b>CONSUMER PROTECTION LAWS (10-12%) (SALESPERSONS: 10-12 ITEMS; BROKERS: 10-12</b>
		Consumer Protection Laws
		Property Disclosures
		Misrepresentation
		Privacy
		Sanctions and enforcements
		Study Guide
		<b>ENVIRONMENTAL ISSUES AND HAZARDOUS MATERIALS</b>
		Lead
		Environmental
		Smoke and carbon monoxide detection
		Wetlands and Rivers Protection
		Hazardous Materials
		Study Guide
		<b>MASSACHUSETTS FAIR HOUSING LAW (10%) (SALESPERSONS: 10-12 ITEMS; BROKERS: 10-12</b>
		Fair Housing
		Protected classes that differ from Federal
		MA Specific Exceptions
		Massachusetts Commission Against Discrimination (MCAD)
		ADA and other accommodations
		Study Guide
		<b>LANDLORD TENANT LAW (10%) (SALESPERSONS: 4 ITEMS; BROKERS: 4 ITEMS)</b>
		MA Landlord Tenant Law
		Rental deposits, Receipts and Statement of Condition
		State Sanitary Code
		Short-term Vacation or Recreational Rentals
		Study Guide
		<b>ADDITIONAL TOPICS (5%)(SALESPERSONS: 2 ITEMS; BROKERS: 2 ITEMS)</b>
		Ownership
		Condominiums, Cooperatives, and Timeshares
		Registered Land
		Study Guide

