

Please make a copy and download this for your records, and to share with us upon your time completion.
Independent Learning Tracker~ Please note the date you enagaged, and the amount of time spent. This is to confir

DATE	TIME	TOPIC
		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
		<u>Keypoint Review</u>
		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
		DUTIES AND POWERS OF THE BOARD OF REGISTRATION OF REAL ESTATE BROKERS AND
		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:
		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;
		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 ITEM
		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 m
The NA reference is Dearborn Text Unit Yellow Book the MA Reference is Dearborn Text Unit Red Book

1	Property Owners	NA 2 -	MA 5 -	8 - 10%	
2	Land Use Cont	NA 20	MA-	5%	
3	Valuation and M	NA	MA 14	7%	
4	Financing	NA 12	MA 12	8 - 10%	
5	Contracts	NA 11	MA 8 -	7 - 18%	5%
6	General Princip	NA 9 -	MA 1 -	1 - 13%	3 - 35 %
7	Property Disclo	NA 21	MA3 -	6 - 7 %	10-12%
8	Property Mana	NA 17	MA 13	3 - 5%	10%
9	Transfer of Title	NA 6 -	MA 9 -	7 - 8%	
10	Practice of Rec	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

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RULES)
SALESPERSONS (5%)
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14 ITEMS)

BROKERS: 4 ITEMS

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atch the PSI Outline in the Candidate Information Bulletin