

145 Fairhaven Road  
 Mattapoisett, MA 02739  
[agentrising.com](http://agentrising.com)  
[RISE@AGENTRISING.COM](mailto:RISE@AGENTRISING.COM)

## 2022 SOAR TRACKER AND SYLLABUS ~ TO BE SUBMITTED UPON COMPLETION OF YOUR 40 HOURS



**Showcase / PSW: SOAR 1 This is color coded to match your text book colors!**

	SHOWCASE	Date	National DEARBORN	Time	Date	MA REAL ESTATE	Time	Notes
1	Quiz Bank (How to Set Up Quizzes)							
2	Bulletin (Information Bulletin)							
3	MA Handbook (License Laws and Regulations)							
4	Introduction to the Real Estate Business		NA 1	28.34				
5	Real Property and Law		NA 2	38.43				
6	Massachusetts Real Estate License and Laws					MASS 11	11.42	
7	Interests in Real Estate		NA 3	30.44				
8	Interests in Real Estate					MASS 4	17.14	
9	Forms of Real Estate Ownership		NA 4	28.03				
10	Forms of Real Estate Ownership					MASS 5	21.41	
11	Land Description		NA 5	22.41				
12	Land Description		MA	8.37		Bonus		
13	Legal Descriptions		NA 6 -	28.19		MASS 6		
14	Transfer of Title					MASS 9		
15	Transfer of Title		NA 7					
16	Title Records					MASS 10		
17	Title Records					MASS 11	30.46	
18	Real Estate Brokerage		NA 8	34.38		MASS 1		
19	Real Estate Brokerage		NA 9	39.31				
20	Real Estate Agency		NA 10	24.21				
21	MASS 1 P 2 (Ch, 93A and Other Laws)					MASS 2	20.4	
22	Client Representation Agreements		NA 10	-				
23	Seller and Buyer Representation Agreements					MASS 3	17.13	
24	Real Estate Contracts		NA 11	22.4				
25	Real Estate Contracts					MASS 8		
26	Real Estate Financing		NA 12					
27	Principles and Practices					MASS 12	2.08	
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		NA 16	23.17				
33	Real Estate Appraisal					MASS 14	7.41	
34	Leases					MASS 13	14.56	
35	Leases		NA 17	19.21				

36	Fair Housing		NA 18	28.34					
37	Fair Housing and Ethical Practices					MASS 16	25.17		
38	Property Management		NA 19	11.3					
39	Land Use Controls / Property Development		NA 20	18.37					
40	Land Use Controls / Property Development					MASS 15	8.51		
41	Environmental Issues and the Real Estate Transactions					MASS 17	32.11		
42	Environmental Issues and the Real Estate Transactions		NA 21	16.3					

**ZOOM Live Webinars / Meeting Room # 94708929200**

**/S THE PSI OUTLINE**

/S THE PSI OUTLINE			MATCHING NAS / REFERENCE GUIDE				% ON EXAM			
SI Outlin	TITLE DISCRPTION	SCHEDULE	National		MA REAL ESTATE	National	MA	Attendance	Notes	
1	<b>Property Ownership</b>		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	<b>General Principles of Agency</b>		NA 9 -		MA 1 -	11 - 13%	3 - 35 %			
6	Property Disclosure / Consumer Protection		NA 21 -		MA3 -	6 - 7 %	10-12%			
7	<b>Contracts</b>		NA 11 -		MA 8 -	17 - 18%	5%			
8	Leasing and Property Management		NA 17 -		MA 13 -	3 - 5%	10%			
9	Transfer of Title		NA 6 -		MA 9 -	7 - 8%				
10	<b>Practice of Real Estate / Fair Housing</b>		NA 1 -		MA 16 -	13 - 14%	20%			
11	Real Estate Calculations		Math -			8 - 10%				
12	<b>MA Law / Duties,</b>		M		MA11 -		15%			
13	CIB									
14	Exam Prep									

**Additional (Optional)**

Bootcamp	Check calendar for dates	Notes:	FEB 12 8-3	
RISE	Online and Check calendar for dates		FEB 9 ALL DAY	
CE Join	Ongoing (Refer to Calendar Frequently)			