



**REALTOR® Association of Pioneer Valley, Inc.**

225 Park Street, West Springfield, MA 01089

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**REAL ESTATE PRE-LICENSE SALESPERSON SCHEDULE FOR 2026**

Three Courses available in 2026. All classes are Mandatory. You must complete 40 hours of classroom time  
*In-person classes instructed by Don Thompson*

| CLASS  | COURSE 1 | COURSE 2 | COURSE 3 |
|--|----------|----------|----------|
| 1. Intro to Real Estate/Real Property and the Law                              | 3/2      | 5/18     | 9/21     |
| 2. Fair Housing  | 3/4      | 5/20     | 9/23     |
| 3. Interests in Real Estate/Forms of Ownership/Land Descriptions               | 3/5      | 5/21     | 9/24     |
| 4. Transfer of Title/Tile Records  | 3/9      | 5/27     | 9/28     |
| 5. Real Estate Brokerage/Real Estate Agency                                    | 3/11     | 5/28     | 9/30     |
| 6. Client Representation Agreements  | 3/12     | 6/1      | 10/1     |
| 7. Real Estate Contracts   | 3/16     | 6/3      | 10/2     |
| 8. Real Estate Taxes and Other Liens   | 3/18     | 6/4      | 10/5     |
| 9. Real Estate Financing   | 3/19     | 6/8      | 10/7     |
| 10. Government Involvement in Real Estate Financing                            | 3/23     | 6/10     | 10/8     |
| 11. Real Estate Appraisal  | 3/25     | 6/11     | 10/14    |
| 12. Closing the Real Estate Transaction  | 3/26     | 6/15     | 10/15    |
| 13. Leases   | 3/30     | 6/17     | 10/19    |
| 14. Property Management / Land-Use Controls and Property Development           | 4/1      | 6/18     | 10/21    |
| 15. Environmental Issues and Real Estate Transaction. Investing in Real Estate | 4/2      | 6/22     | 10/22    |
| 16. Massachusetts Real Estate License Law                                      | 4/6      | 6/24     | 10/26    |

**Classes meet Monday, Wednesday, and Thursday from 6:00 pm – 8:30 pm.** Dates are subject to change. We reserve the right to cancel any of the courses if we have less than 13 people registered.