



REALTOR® Association of Pioneer Valley, Inc.
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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.