



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/Title 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.