REALTOR® Association of Pioneer Valley, Inc.
225 Park Avenue, 4TH Floor, West Springfield, MA 01089
TEL| (413) 785-1328 ▪ WEB| RAPV.com

REAL ESTATE PRE-LICENSE SALESPERSON SCHEDULE FOR 2027

Three Courses available in 2027. All classes are Mandatory. You must complete 40 hours of classroom time

In-person classes instructed by Don Thompson

CLASS	COURSE 1	COURSE 2
1. Intro to Real Estate/Real Property and the Law	2/22	9/8
2. Fair Housing	2/24	9/9
3. Interests in Real Estate/Forms of Ownership/Land Descriptions	2/25	9/13
4. Transfer of Title/Tile Records	3/1	9/15
5. Real Estate Brokerage/Real Estate Agency	3/3	9/16
6. Client Representation Agreements	3/4	9/20
7. Real Estate Contracts	3/8	9/22
8. Real Estate Taxes and Other Liens	3/11	9/23
9. Real Estate Financing	3/15	9/27
10. Government Involvement in Real Estate Financing	3/18	9/29
11. Real Estate Appraisal	3/22	9/30
12. Closing the Real Estate Transaction	3/24	10/4
13. Leases	3/25	10/6
14. Property Management / Land-Use Controls and Property Development	3/29	10/7
15. Environmental Issues and Real Estate Transaction. Investing in Real Estate	3/31	10/13
16. Massachusetts Real Este License Law	4/1	10/14

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.