



# MA REAL ESTATE SALESPERSON

40 HOUR PRE-LICENSING COURSE | HOST GROUP REAL ESTATE ACADEMY

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# MA REAL ESTATE SALESPERSON

40 Hour Pre-Licensing Course | Host Group Real Estate Academy

## COURSE DESCRIPTION & OVERVIEW

This course is designed to fulfill the 40-hour pre-licensing MA State requirement to sit for the 2-part real estate licensing exam (National + MA State, administered by PSI Testing Services). Students will learn the key concepts and principles of real estate including brokerage, property ownership, contracts, financing, and more.

Your instructors will also provide test-taking strategies, practice exam questions, insight into starting a career in the real estate business, and how to apply for the real estate exam after completing the course.

## SALESPERSON CANDIDATE REQUIREMENTS

1. Must be 18+ years old.
2. Complete 40 hours of pre-licensing salesperson education.
3. Obtain a completed Massachusetts Board of Real Estate Educational Certificate form to be completed by a Board approved Real Estate School (Host Group is approved school #1230).
4. Obtain 3 personal endorsements from unrelated individuals.
5. Submit a completed application packet to PSI Testing Services (including test fee).
6. Pass the 2-part real estate licensing exam administered by PSI.
7. Pay a licensing fee and obtain your real estate license.

## SALESPERSON CANDIDATE REQUIREMENTS

1. Learn the requirements for obtaining and maintaining a real estate salesperson license in Massachusetts.
2. Understand the difference between a real estate agent and a real estate broker.
3. Master the key concepts and principles of real estate practice, both nationally and in MA.
4. Understand a real estate agent's role in real estate transactions.
5. Prepare for the licensing exam with practice multiple-choice and math questions, and develop skills for successfully passing the exam.

## MATERIALS NEEDED

1. A laptop, smartphone or other device with stable internet access and a camera feature.
2. Dedication, self-motivation, and commitment to meeting all course requirements within the designated timeframe for completion.

## REQUIRED TEXTBOOK

"Principles of Real Estate Practice in Massachusetts" by Mettling, Cusic (Author), & Somers is provided in eBook format with the course. A hard copy of the textbook may be purchased separately but is not required.

## COURSE DURATION

This course consists of 40 hours of instruction: 22 hours of instructor-led webinar and ~18 hours of online, self-paced video coursework. You have 30 days from the last scheduled webinar to complete the coursework for our Standard program. Upon successful completion of the course, there is a state-mandated 2-year time limit to take and pass both portions of the licensing exam.

## COURSE CONTENT

### I. Introduction to the Course

- A. About your instructor
- B. Course requirements
- C. Overview of instructor-led content
- D. Overview of self-paced material
- E. Exam procedure and requirements

### II. The Real Estate Business

- A. Principles & practices
- B. Real estate brokerage
- C. National agency

### III. Real Estate Practice

- A. Agency relationships and duties
- B. Listing agreements and buyer representation
- C. Real estate transactions and procedures

### IV. Contracts

- A. Types of contracts
- B. Contract elements and requirements
- C. Contract performance

### V. Land Use Regulations

- A. Government controls
- B. Real estate taxation
- C. Police powers

### VI. Financing

- A. Types of loans
- B. Mortgage instruments and documents
- C. Loan qualification and underwriting

### VII. Valuation

- A. Appraisals
- B. Market analysis
- C. Estimating value

### VIII. Massachusetts-Specific Exam Content

- A. The Board of Real Estate
- B. Licensing requirements
- C. Licensee responsibilities
- D. Brokerage
- E. Contracts
- F. Fair housing laws
- G. Consumer protection
- H. Environmental concerns
- I. Landlord-tenant issues

## IX. Course Conclusion

- A. Review of key concepts
- B. Practice exams
- C. Review of course requirements
- D. Review of exam procedures and licensing process

## GRADING POLICY

This course is graded on a pass/fail basis. To successfully complete the course, students must complete the entire 40 hour requirement in the designated time frame including: attending all scheduled instructor-led webinar classes (22 hours total) and completing all self-paced coursework (~18 hours).