

PRE-LICENSING CLASS SYLLABUS

| Class # | Chapters: Modern RE 20th | Chapters: Mass RE Practices 11th |
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| 1. Introduction to Real Estate Business Real Estate Property & Law | 1,2 | |
| 2. Interests in Real Estate Forms of Real Estate Ownership Land Descriptions | 3,4,5 | 4,5,6 |
| 3. Real Estate Brokerage Real Estate Agency | 8,9, | 1 |
| 4. Client Representation Agreements Real Estate Contracts | 10,11, | 2,8 |
| 5. Real Estate Taxes & Other Liens Transfer of Title Title Records | 15,6,7 | 7,9,10 |
| 6. Real Estate Financing Government Involvement RE Financing | 12,13 | 12 |
| 7. Gov. Involvement RE Financing Leases, Property Management Review--Test | 13,17,19 | 12,13 |
| 8. Real Estate Appraisal Land-Use Controls & Property Development | 16,20 | 14,15 |
| 9. Fair Housing, Environmental Issues Closing the Real Estate Transaction | 18,21,14 | 16,17 |
| 10. Real Estate Consumer Protection Mass License Law Review-Test | | 3,11 |