



Palace Realty
&
REAL ESTATE SCHOOL

Frances Alvarez School of Real Estate

508-904-6943 / 508-459-1873

Palace Realty Licensing School of Massachusetts

License #1445

Salesperson Enrollment Agreement

65 Jame St #3 Worcester MA 01603

Frances Alvarez School of Real Estate provides students with the required 40 hours of Real Estate instructions as required by the State of Massachusetts.

After attending all 40 hours you will get an “Attendant Certificate”. This certificate can be sent to PSI with your exam application. The total cost for the certificate with the two eBooks is \$390. A School Application, Disclosures Agreement, and full Registration Fee must be completed before you can start taking the classes.

Students must sign in and out of each class for attendance records. Use the back of this Agreement as the “Attendance Records Form” as a passport to enter the class. Also, use it to keep track of your class hours. Classes will not be repeated. Any sessions that are longer than 3 hours will allow for a 15-minute break as needed. Please feel free to bring drinks and snacks, because sessions can be found to be very long. The instructor's signature will acknowledge and guarantee you to complete the 40-hour class.

Student Information

Name: _____

Work experience: _____ Years _____

Interested on Selling RE _____ or Investing in RE _____

Address: _____

City: _____ State: _____ Zip code: _____

Phone: _____ Email: _____

Student signature: _____

Instructor Signature or Office Management: _____

Student Name: _____

Hours Completed: _____



Real Estate Practice	Class Hours	Massachusetts Real Estate Practice & Law
Unit 1 - 5 <ul style="list-style-type: none"> • Introduction to the Real Estate Business • Real Property and the Law • Interest in Real Estate • Forms of Real Estate Ownership • Land Description 	10	Unit 1 – 5 <ul style="list-style-type: none"> • Real Estate Brokerage Relationship • Seller and Buyer Representation Agreements • Real Estate Consumer Protection Laws • Interest in Real Estate • Forms of Real Estate Ownership
Unit 6 - 10 <ul style="list-style-type: none"> • Transfer of Title • Title Records • Real Estate Brokerage • Real Estate Agency • Client Representation 	20	Unit 6 – 10 <ul style="list-style-type: none"> • Legal Descriptions • Real Estate Taxes and Other Liens • Real Estate Contract • Transfer of Title • Title Records
Unit 11 - 17 <ul style="list-style-type: none"> • Real Estate Contracts • Real Estate Financing • Government Involvement in Real Estate Financing • Closing the Real Estate Transaction • Real Estate Taxes and Other Liens • Real Estate Appraisal • Lease 	30	Unit 11 – 14 <ul style="list-style-type: none"> • Massachusetts Real Estate License Laws • Real Estate Financing: Principles and Practice • Leases • Real Estate Appraisal
Units 18 - 21 <ul style="list-style-type: none"> • Fair Housing • Property Management • Land-use controls and Property Development • Environmental Issues and the Real Estate Transaction 	40	Unit 15 – 17 <ul style="list-style-type: none"> • Land-use controls and Property Development • Fair Housing and Ethical Practices • Environmental Issues and the Real Estate Transaction

Attendance Records

General Portion

Real Estate Principles and Practices

1. Property Ownership
2. Land Use Control and Regulations
3. Valuation and Market Analysis
4. Financings
5. General Principles of Agency
6. Property Disclosures
7. Contracts
8. Leasing and Property Management
9. Transfer of Title
10. Practice of Real Estate
11. Real Estate Calculations

State Portion:

Massachusetts Real Estate Laws and Real Estate Boards Rules

1. Duties and Powers of the Board of Registration of Real Estate Brokers and Salespersons.
2. Licensing Requirements for Salespersons
3. Requirements Covering Licensees
4. Contracts
5. Consumer Protection Laws
6. Environmental Issues and Hazardous Materials
7. Massachusetts Fair Housing Laws
8. Landlord Tenant Law
9. Additional Topics

Sample Questions for the Salesperson Exam