BOSTONAREIA
PROFESSIONAL HOUSING PROVIDER

Appraisal 2 hours	
Including formal appraisal methods (cost, income, and replacement method), PACE instruction, how to compare properties, etc.	
Rehab 4 hours	
Including estimation, which projects will pay for themselves, etc.	
Hands-on 2 hours	
Including actual hands-on opportunities and demonstrations	
Fair housing law 2 hours	
Including federal, state, and local fair housing regulations	
Ethics 1 hour	
Including enacting and actual use of, national, state, local, and personal business ethics statements, policies and practices	
Negotiation 3 hours	
Including negotiating with sellers, buyers, renters, contractors and vendors, banks, etc.	
Finance 6 hours	
Including conventional financing, FHA/VA financing, Owner financing of all types; comparing, financing, offering financing.	
Tenant-Landlord law 2 hours	
Including landlord's and tenants responsibilities, evictions, etc.	
Contract Law 3 hours	
Including basic contract law; using contracts and clauses to protect yourself, developing contracts such as leases, options, purchase contracts etc. that for the real estate business.	
Local regulations 2 hours	
Including regulations affecting real estate investment OTHER THAN tax laws, fair housing laws, aid EPA regulations.	
Federal regulations 1 hour	
Including regulations affecting real estate investment such as; lead paint regulations, wetlands regulations, underground storage tank regulations, Environmental Quality Zone regulations, etc.	
Management 4 hours	
Including record keeping; dealing with tenants; maximizing cash flow; and others	
Purchasing 2 hours	
Including finding deals and calculating profitability	
Inspections 2 hours	
Including pre- and post- purchase inspections and pre and post move-out inspections of properties held.	
Tax law (income) 1 hour	
Including calculating and minimizing taxes, and tax laws as they affect the real estate invester	
Tax law (other) 1 hour	
Including property taxes, 1031 tax deferred trades, etc.	
Insurance-property 1 hour	
Including what type of property insurance is appropriate for investment property; negotiating for the best rates and renter's insurance	
Insurance-worker's compensation 1 hour	
Including when, how and for whom to carry worker's compensation insurance	
Insurance-liability 1 hour	
Including why and how much	
Marketing 2 hours	
Including how to market properties for sale and for rent; how to market buying services.	
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