

How to get your license in Massachusetts

1) Complete 40 hours of approved Massachusetts Pre-Licensing education.

Complete [40 hours of approved Pre-Licensing education](#), as required by the [Massachusetts Real Estate Board](#). The CE Shop is an approved education provider in the state of Massachusetts.

The CE Shop's LEAP platform is an advanced web-based portal that offers the best of the classroom environment with the convenience and flexibility of online learning. Through interactive exercises, real-world scenarios, and practical examples, you'll learn everything you need to pass your salesperson licensing exam and start a successful career in real estate.

2) Pass the final exam for your course.

You must complete all the course materials, meet the minimum time requirement, and pass the practice exam. The course also contains a final exam that must be passed.

3) Take the Massachusetts Real Estate Exam with PSI.

Effective 3/4/2019, PSI will no longer schedule exams without approval from the MA Board of Registration of Real Estate Brokers and Salespersons. Candidates must mail their application to the PSI office in Las Vegas to get pre-approved to take the licensing exam.

4) Receive your license.

Once you pass the exam, you will pay a fee and receive your license at the testing center.

5) Choose a sponsoring broker.

As you go through the licensing process and become a new salesperson, you'll need to be sponsored by a licensed Massachusetts real estate broker. Picking the right broker to work with you is a key success factor to building your new career. Here are some questions to consider when looking for a sponsoring broker:

1. What is their reputation, both locally and nationally?
2. What kind of real estate agents are they looking for?
3. Are they technologically advanced and up to date with the latest systems?
4. How do they support their agents with education and training?
5. What kind of commission structure do they offer?
6. Do they offer benefits?

7. Do they provide their agents with leads and marketing material?
8. Is there room to grow with the brokerage?
9. Are they a Realtor® Firm?*

Looking to enroll?

South Shore Realtors has partnered with The CE Shop to provide new licensee candidates everything they need to complete the education requirements online and pass the real estate licensing exam. Our complete Pre-Licensing packages are an online, self-paced, interactive courses that prepare candidates to take the real estate licensing exam using real-life inquiry-based scenarios.

[Massachusetts Pre-Licensing Packages](#)



GET YOUR REAL ESTATE LICENSE

Online education has never been more convenient. [LEARN MORE](#)

 The CE Shop

*Isn't Everyone Who Sells Real Estate a REALTOR®?

We've gotten so good at getting our brand recognized that now everyone associates a licensed real estate agent as a Realtor®. Just as all copiers are not Xerox, all real estate licensees are not Realtors®. Only real estate licensees who are members of the National Association of REALTORS® are accurately called REALTORS®. There are 1.2 million Realtors® worldwide. In Massachusetts, there are 70,000 agents and 24,000 of them are REALTORS® – so never assume everyone selling real estate IS a REALTOR®.

What is the Difference?

From Millennials and Gen X-ers to Boomers and beyond, REALTORS® span the ages but all are committed to treating all parties to a transaction honestly. REALTORS® subscribe to a strict code of ethics, enforced by their local, state and National Association of REALTORS® and are expected to maintain a higher level of knowledge of the process of buying and selling real estate than licensees. REALTORS® have resources on the local, state and national levels helping them at every stage in their careers to deliver the highest level of service to their clients.