

Massachusetts Real Estate Cheat Sheet 2026

The night-before summary, built like the exam.

— Scored questions	4h Time limit	70% on each portion (ge... Passing score
\$85 Exam fee	Massachusetts Board of ... Governing body	— Pass rate

The Numbers to Remember

- Total exam: 120 questions combined, 240 minutes
- General (national) portion: 80 questions, 150 minutes
- State portion: 40 questions, 90 minutes
- Total appointment length listed: 4 hours
- Actual question count on your form: 100-120 questions (5-10 are unscored experimental items)
- Passing score: 70% correct on EACH portion separately
- Minimum age: 18
- Pre-license education: 40 hours
- Must test within: 2 years of finishing that education
- Candidate endorsements needed: 3
- License term: 2-3 years; renewal CE: 12 hours
- Fees: \$31 application, \$85 candidate fee, \$56 retest fee, \$54 missed-appointment fee

Content Domains and Weights

- Requirements Governing Licensees — 33-35% (13 items)
- Consumer Protection Laws — 10-12% (5 items)
- Environmental Issues and Hazardous Materials — 10% (4 items)
- Landlord Tenant Law — 10% (4 items)
- Licensing Requirements — 10% (4 items)
- Massachusetts Fair Housing Law — 10% (4 items)
- Contracts — 5% (2 items)
- Duties and Powers of the Board of Registration — 5% (2 items)
- Additional Topics — 5% (2 items)

High-Yield Review Areas

- Requirements Governing Licensees carries more weight than any other single domain — do not skip your final review pass here.
- The four domains near 10% each (environmental issues, landlord-tenant, licensing requirements, fair housing) are individually smaller than the top domain but shouldn't be studied as scattered footnotes — treat them as a block.
- Know your pre-license education math cold: 40 hours completed, then a 2-year clock to actually pass the exam.
- Because timing differs by portion — 150 minutes for 80 questions on the general side versus 90 minutes for 40 questions on the state side — practice at each portion's own pace rather than one blended pace for the whole appointment.

Top Traps

- Averaging the two portions in your head. There is no combined score — you must hit 70% on the general portion AND

70% on the state portion independently.

- Confusing the two "retake" style fees. \$56 is the fee to retest after failing; \$54 is the fee for missing your scheduled appointment and needing to reschedule. They are not the same charge.
- Losing track of the education-to-test window. Your 40 hours of education must lead to a passed exam within 2 years, or you may need to redo coursework.
- Treating small-weight domains as skippable. Contracts, board duties, and additional topics are each only 5% individually, but that's three separate domains you still need to know — don't skip any of them just because none is the single biggest topic.

Official sources

- Massachusetts Board of Registration of Real Estate Brokers and Salespersons (Division of Occupational Licensure) — Massachusetts Division of Occupational Licensure Board of Registration of Real Estate Brokers and Salespersons — Examination Candidate Information Bulletin (Salesperson): <https://test-takers.psiexams.com/api/content/bulletin/4460>
- Massachusetts Board of Registration of Real Estate Brokers and Salespersons (Division of Occupational Licensure) — Prepare for and schedule your Real Estate license exam | Mass.gov: <https://www.mass.gov/how-to/prepare-for-and-schedule-your-real-estate-license-exam>
- Massachusetts Board of Registration of Real Estate Brokers and Salespersons (Division of Occupational Licensure) — Massachusetts Real Estate License Exam - PSI Exams: <https://www.psiexams.com/test-takers/massachusetts-real-estate/>

Free practice questions for this exam: www.everyexamprep.com/practice/exams/real/massachusetts-real-estate-salesperson