Ohio Real Estate Salesperson Cheat Sheet 2026

The night-before summary, built like the exam.

120 Scored questions	**3h** Time limit	**70% scaled on each port…** Passing score
$63 Exam fee	**Ohio Division of Real Est…** Governing body	**—** Pass rate

Ohio exam at a glance

Both portions required. The national portion is 80 questions and the state portion is 40, giving 120 questions in a 180-minute session — 90 seconds per question. The passing score is 70, and the same 70 standard applies to the application.

Ohio numbers to memorise

- Prelicense education by subject: 40 hours principles and practices, 40 hours Ohio real estate law, 10 hours appraisal, 10 hours finance — 100 hours across the four.
- Combined exam fee $66; application fee $81.
- Minimum age 18.
- Post-license education 20 hours, due within 12 months of licensure.

Agency: OLD CAR

Obedience, loyalty, disclosure, confidentiality, accounting, reasonable care. Loyalty puts the principal first; accounting bars commingling entrusted funds. Confidentiality survives termination. Dual agency needs informed written consent from both sides. Customers get only honesty, fair dealing and disclosure of material defects.

Listings: who earns the commission

- Exclusive right to sell — broker paid regardless of who finds the buyer.
- Exclusive agency — broker paid unless the seller finds the buyer.
- Open — only the procuring broker is paid.

Deeds: what is warranted

- General warranty — the most protection, covering defects from any time.
- Special warranty — only defects arising during the grantor's ownership.
- Quitclaim — warrants nothing; conveys only whatever interest exists.

A valid deed needs competent parties, words of conveyance, an adequate description and delivery.

Fair housing: the seven classes

Race, colour, religion, national origin, sex, disability, familial status. Steering channels by class; blockbusting induces sales by suggesting who is moving in; redlining denies loans by area. Advertising a preference is prohibited regardless of intent. The 1866 Act bars all racial discrimination with no exemption.

Math setup

- Commission = sale price x rate, splits applied in sequence.
- LTV = loan amount / the LESSER of appraised value or sale price.
- Value = net operating income / capitalization rate.
- GRM = sale price / monthly rent.
- Check whether the question uses a 360-day banker's year before prorating.

Official sources

- PSI / Ohio Department of Commerce — Ohio Real Estate Candidate Information Bulletin: https://test-takers.psiexams.com/api/content/bulletin/1002
- Ohio General Assembly — Ohio Revised Code Section 4735.09: https://codes.ohio.gov/ohio-revised-code/section-4735.09
- Ohio Department of Commerce — Salesperson License Examination Application: https://dam.assets.ohio.gov/image/upload/com.ohio.gov/REPL/Rebranded%20forms/Real%20Estate%20Licensing/repl_SalespersonLicenseExaminationApplication.pdf

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