

Vermont Real Estate Cheat Sheet 2026

The night-before summary, built like the exam.

— Scored questions \$110 Exam fee	— Time limit Vermont Real Estate Co... Governing body	— Passing score — Pass rate
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The numbers to remember

- National Salesperson exam: 100 scored questions, plus up to 5 unscored pretest questions mixed in on screen.
- Time limit: 2.5 hours for the National Salesperson exam.
- National exam fee: \$110, paid to PSI, the exam vendor.
- State exam: administered by the Vermont Office of Professional Regulation as part of the online application — not by PSI.
- All applicants must take the state exam. No exceptions, even with an out-of-state license.
- Minimum age: 18.
- Pre-licensing course: 40 hours, Commission-approved.
- Initial application fee: \$100. Renewal fee: \$220, due May 31 of even years.
- Must pass both the national and state exams within the two years immediately preceding your application.
- Since December 3, 2025, PSI has offered the Vermont exams online in addition to in-person test centers.

Content domains and weights

- Agency Relationships and Contracts — 28 questions (the largest domain).
- Real Property — 14 questions.
- Finance — 14 questions.
- Real Property Ownership/Interest — 13 questions.
- Real Estate Calculations — 13 questions.
- Marketing Regulations (purchase and rental) — 10 questions.
- Property Management — 8 questions.
- Within the blueprint, Agency is separately weighted at 13% of the exam, Contracts at 19%, and Practice of Real Estate at 12%.

High-yield review areas

- Agency and contracts first — together they're the biggest share of the test, so a weak spot here costs you the most points on exam day.
- Real estate calculations reward repetition. Work problems by hand until formulas feel automatic rather than looked-up under time pressure.
- Study real property, ownership interests, and finance as a connected cluster — scenario questions often blend all three concepts into one item.
- Don't skip property management and marketing regulations just because they're smaller domains; a clean final pass through both still protects real points on the scored total.
- Rehearse the licensing sequence itself — course, national exam, state exam, broker affiliation — so nothing stalls your application once you've passed.

Top traps

- Don't try to guess which questions are the unscored pretest items — they're indistinguishable from scored ones, so answer every question with equal care.
- Passing the national exam does not mean you're done — Vermont's state exam is a separate, mandatory hurdle administered outside PSI, not a formality.
- Don't let your national and state exam passes sit unused — both must fall within the two-year window before your license application, or you may need to retest.
- Pace yourself against the 2.5-hour clock from the start rather than discovering your pace is off with little time left to adjust.
- An out-of-state license does not exempt you from Vermont's state exam requirement.

Official sources

- Vermont Office of Professional Regulation (OPR) — Real Estate Commission — Vermont Real Estate Sales and Brokers Examination Program — Candidate Handbook, PSI Services (October 2023 edition):
<https://web.archive.org/web/20240618085215/http://documents.goamp.com/Publications/candidateHandbooks/VTREP-handbook.pdf>
- Vermont Office of Professional Regulation (OPR) — Real Estate Commission — Administrative Rules for Real Estate Commission (Vermont OPR, effective December 1, 2015):
https://outside.vermont.gov/dept/sos/office_professional_regulation/professions/real_estate_broker_salesperson/real_estate_broker_salesperson_administrative_rules.pdf
- Vermont Office of Professional Regulation (OPR) — Real Estate Commission — Salesperson & Broker FAQs - Vermont Secretary of State (OPR): <https://sos.vermont.gov/real-estate-brokers-salespersons/salesperson-broker-faqs>

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