New York Real Estate Salesperson Cheat Sheet 2026

The night-before summary, built like the exam.

— Questions	**1h 30m** Time limit	**Pass/Fail (no numeric sc…** Passing score
$15 Exam fee	**New York State Departm…** Governing body	

Fair Housing (High-Yield)

- 7 federally protected classes: race, color, religion, national origin, sex, familial status, disability.
- Fair Housing Act = part of the Civil Rights Act of 1968, amended 1988; bans discrimination in sale, rental, and financing.
- Civil Rights Act of 1866 — bars ALL racial discrimination in property, no exemptions.
- Familial status protects households with children under 18 and pregnant persons.
- Prohibited practices: Steering (channeling by protected class), Blockbusting (inducing sales by claiming protected-class move-in), Redlining (denying loans/insurance by area).
- Discriminatory advertising is illegal even if the transaction is exempt.
- Mrs. Murphy exemption (owner-occupied, <=4 units): NEVER applies to race, and never with discriminatory advertising or a licensee.

Agency & Fiduciary Duties

- OLD CAR = Obedience, Loyalty, Disclosure, Confidentiality, Accounting, Reasonable care.
- Agency = principal authorizes agent to act on their behalf with third parties.
- Loyalty: principal's interests above the agent's; avoid conflicts of interest.
- Confidentiality survives termination — never reveal the seller's lowest acceptable price.
- Accounting: safeguard entrusted funds; no commingling with agent's own money.
- Dual agency: legal only with informed written consent of both parties; the dual agent cannot advocate for one side.
- Customer vs. client: customers get only honesty, fair dealing, and disclosure of known material defects — no fiduciary duties.
- Termination: completion, expiration, mutual agreement, revocation, renunciation, or operation of law (death/incapacity).

Listings & Contracts

- Listing = employment contract to market and find a ready, willing, and able buyer.
- Exclusive-right-to-sell: broker paid if property sells during term — regardless of who finds the buyer.
- Exclusive-agency: broker paid unless the seller personally finds the buyer.
- Open listing: non-exclusive; only the procuring broker is paid; may list with multiple brokers.
- Valid contract: competent parties, mutual assent, consideration, lawful object, and a writing (Statute of Frauds).
- Any change to an offer = counteroffer, which rejects/terminates the original.
- Earnest money = good-faith deposit held in the broker's trust account.
- Contingencies (financing, inspection, appraisal): buyer may cancel and recover the deposit if unmet.
- Time is of the essence: deadlines strictly enforceable; missing the date = breach.

Deeds & Title

- Deed = written instrument conveying title from grantor to grantee.
- Valid deed: competent parties, words of conveyance, adequate legal description, grantor's signature — plus delivery and acceptance.
- General warranty deed = greatest protection; warrants against ALL defects at any time (even before grantor owned it).
- Special warranty deed = warrants only against defects during the grantor's ownership.
- Quitclaim deed = conveys only whatever interest exists, no warranties; clears clouds on title.
- Recording gives constructive notice to the world and priority — protects the first to record.
- Title insurance covers losses from defects that existed but were unknown at policy issuance.
- Marketable title = free from reasonable doubt/serious defects a prudent buyer would accept.

Financing

- Mortgage / deed of trust pledges the property as security for a promissory note.
- Lien theory: borrower keeps title, lender holds a lien. Title theory: lender/trustee holds title until debt repaid.
- Loan types: Conventional (not government-backed), FHA insured, VA guaranteed (eligible veterans).
- PMI generally required on conventional loans when down payment < 20%.
- Fixed-rate = one rate for the term; ARM = rate changes on an index + margin.
- Amortization: early payments mostly interest, later payments mostly principal.
- Due-on-sale clause: lender can demand full repayment on sale; blocks assumption without approval.
- Discount points: prepaid interest to lower the note rate; 1 point = 1% of the loan.

Math & Formulas (Memorize)

- Commission = Sale Price × Rate. Ex: $300,000 × 6% = $18,000.
- LTV = Loan ÷ lesser of appraised value or price. Ex: $240,000 on $300,000 = 80% LTV (20% down).
- Proration splits shared costs (taxes, rent, interest) at the closing date.
- Banker's year: 360 days, 30-day months; daily rate = annual ÷ 360.
- Prepaid -> buyer reimburses seller for unused portion. Arrears -> seller credits buyer for seller's share.
- Gross Rent Multiplier = Sale Price ÷ monthly gross rent.
- Income (cap) approach: Value = NOI ÷ Cap Rate.

Official sources

- AceableAgent — AceableAgent New York Real Estate Courses: https://www.aceableagent.com/real-estate-license/new-york/
- New York Department of State — Become a Real Estate Salesperson: https://dos.ny.gov/real-estate-agent
- U.S. Bureau of Labor Statistics — Occupational Employment and Wage Statistics, May 2025 — Real Estate Sales Agents (SOC 41-9022): https://www.bls.gov/oes/current/oes419022.htm

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