

North Carolina Real Estate Broker Cheat Sheet 2026

The night-before summary, built like the exam.

140 Questions	4h 30m Time limit	75 (each section) Passing score
\$63 Exam fee	North Carolina Real Esta... Governing body	

Fast-reference facts, formulas, and must-remember rules for the North Carolina broker licensing exam. Use this to drill the numbers and the concepts that show up most.

The Numbers You Must Know

- 140 scored questions on the exam.
- Passing score: 75 — required on each section (national + state law).
- Exam fee: \$63.

The exam is split into two sections; you must clear 75 on each independently — a strong national score cannot rescue a weak state-law score, and vice versa.

Real Estate Math — Core Formulas

- Commission = Sale Price × Commission Rate
- Percentage ($T = B \times R$): Part = Total × Rate. Rearrange for whatever is missing (Rate = Part ÷ Total; Total = Part ÷ Rate).
- Area: Rectangle = Length × Width; Triangle = $\frac{1}{2} \times \text{Base} \times \text{Height}$. Convert acres using 1 acre = 43,560 sq ft.
- Loan-to-Value (LTV) = Loan Amount ÷ Value (or Price, whichever is lower).
- Simple Interest = Principal × Rate × Time.
- Transfer/Excise tax (NC): charged per \$500 of value (or fraction thereof) — round the price UP to the next \$500 before multiplying.
- Proration: Annual amount ÷ 360 (or 365) = daily rate; multiply by days owed. Know who owns the day of closing per the problem's instructions.
- Gross Rent Multiplier (GRM) = Price ÷ Gross Rent.

Property Rights & Estates

- Bundle of rights: possession, control, exclusion, enjoyment, disposition.
- Fee simple absolute = highest, most complete ownership.
- Freehold (ownership) vs. leasehold (tenant's right to possess).
- Encumbrances: liens, easements, encroachments, deed restrictions.
- Easement appurtenant needs two parcels (dominant + servient); easement in gross needs only one (e.g., utility).

Contracts & Deeds

- Valid contract elements: competent parties, offer & acceptance (mutual assent), consideration, legal purpose, and — for real estate — in writing (Statute of Frauds).
- General warranty deed = broadest grantee protection; quitclaim = no warranties, only conveys whatever interest the grantor has.

- A deed must be delivered and accepted to transfer title. Recording gives constructive notice but is not required for validity.

Agency & Fiduciary Duties (OLD CAR)

- Obedience, Loyalty, Disclosure, Confidentiality, Accounting, Reasonable care.
- NC requires the Working With Real Estate Agents Disclosure at first substantial contact.
- Trust/escrow money must be kept separate — commingling and conversion are prohibited.

Federal Law Hot Spots

- Fair Housing Act protected classes: race, color, religion, national origin, sex, familial status, disability.
- RESPA: governs closing disclosures, prohibits kickbacks/referral fees.
- TILA / Reg Z: triggered terms in advertising require full disclosure of financing terms.
- Lead-based paint (pre-1978): disclosure + pamphlet required.

Financing & Liens

- NC is a title-theory state using deeds of trust (trustee holds title) with power-of-sale non-judicial foreclosure.
- Lien priority is generally first-recorded, first in line — except property tax liens, which take priority.

Test-Day Strategy

- Answer national and state questions with equal care — each section needs its own 75.
- On math, write the formula first, plug in, then solve; watch for "per \$500" and acre conversions.
- Eliminate two wrong answers before choosing; "most complete" / "best" answers usually reflect fiduciary duty or full disclosure.

Official sources

- North Carolina Real Estate Commission — Real Estate Licensing in North Carolina (Candidate Booklet, April 2026):
<https://www.pearsonvue.com/content/dam/VUE/vue/en/documents/publications/093400.pdf>
- North Carolina Real Estate Commission / Pearson VUE — North Carolina Real Estate Broker Exam:
<https://www.pearsonvue.com/us/en/nc/realestate.html>
- U.S. Department of Housing and Urban Development — Housing Discrimination Under the Fair Housing Act:
<https://www.hud.gov/helping-americans/fair-housing-act-overview>

Free practice questions for this exam: www.everyexamprep.com/exams/north-carolina-real-estate-broker/practice-test