

Real Estate Salesperson Cheat Sheet 2026

The night-before summary, built like the exam.

— Questions	— Time limit	70% or 75%, set by each ... Passing score
— Exam fee	Your state real estate co... Governing body	

Quick-reference facts, rules, and formulas to lock in before test day. Bold = must-memorize.

The Non-Negotiables

- Passing score: 70% — you must answer at least 70% of scored questions correctly.
- Pre-licensing education is required — you must complete the mandated pre-licensing hours before you're allowed to sit the exam.

Pass/Fail Math

Because the bar is 70%, back into your target quickly:

- On a 100-question exam -> miss no more than 30.
- On an 80-question exam -> you need 56 correct (miss ≤ 24).
- General formula: Questions to get right = total scored questions $\times$ 0.70 (round up).

Some exams include unscored pilot questions, so treat every question as if it counts.

Test-Day Rules to Remember

- Finish your pre-licensing hours first — no education, no seat.
- Aim well above 70% on practice tests to leave a safety margin for exam-day nerves.
- Missing a handful of questions is fine — you do not need a perfect score, just 70%.

Study Priority Order

1. Complete required pre-licensing coursework (gatekeeper — do this first).
2. Drill practice questions until you consistently clear the 70% line comfortably.
3. Focus review on weak topics; each correct answer is worth the same toward the 70% threshold.

One-Line Memory Hook

"Seventy to succeed — but school before the seat." (70% to pass; pre-licensing education before you can test.)

Official sources

- 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>
- Internal Revenue Service — Topic no. 701, Sale of your home: <https://www.irs.gov/taxtopics/tc701>
- 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/real-estate-salesperson-exam/practice-test