



Real Estate Practice Exam Cheat Sheet

National / General | 10 scored items | about 8% of all scored items

STUDY RULE

Identify the protected party and the prohibited conduct. Many questions describe a conversation or advertisement and ask which rule it violates.

What Pearson Tests

- Broker responsibilities, scope of expertise, and unauthorized practice of law
- Listing, buyer-representation, and property-management agreements
- Fair housing, antitrust, supervision, privacy, fraud, misrepresentation, and insurance

Exam Traps

- Realtor is a membership term, not a synonym for every licensed broker or sales agent.
- Price fixing can occur through informal agreement. A written contract is not required for an antitrust violation.
- Fair housing advertising can violate the law even when no completed transaction occurred.

Essential Vocabulary

- Exclusive right-to-sell listing: A listing in which the broker is owed the agreed compensation when the property sells during the term, subject to the agreement.
- Open listing: A nonexclusive listing in which the successful procuring broker earns the compensation.
- Procuring cause: The uninterrupted chain of events that results in a completed transaction.
- Fair Housing Act: The federal law prohibiting specified housing discrimination.
- Steering: Directing housing choices based on a protected characteristic.
- Blockbusting: Inducing transactions by suggesting protected-class entry will harm property values.
- Redlining: Discriminatory denial or limitation of services based on the racial or ethnic character of an area.
- MLS: A cooperative listing service through which participating brokers share listing information.

Recall Check

- Is every Texas license holder a Realtor? Answer: No. Realtor is a voluntary membership designation.
- What is price fixing? Answer: An agreement among competitors to set or stabilize prices, fees, or commission terms.
- Which federal law supplies the seven protected housing classes? Answer: The federal Fair Housing Act, as amended.

My Miss Log

Write the rule you missed, then schedule the next rep.
