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Pass real estate exam

This is a guest post by James Durr. While you don't need a specific qualification to work in real estate in the UK, there are numerous courses you can take - at universities, colleges or via specialist online platforms - to help you stand head and shoulders above the rest. The Royal Institute of Chartered Surveyors (RICS) offers a number of property-related qualifications, as does the IFF (International Faculty of Finance). A real estate course is certainly worth doing. After all, clients and stakeholders will almost always choose an accredited professional over one that holds no official qualifications. However, it's not easy to become a property expert. You'll need to study diligently and pass certain examinations in order to complete your training. So, what are the best approaches you can take to ensure that you pass these tests? In this article, we'll explore how best to tackle your studies and exam prep to help you achieve the best possible results. Tip 1. Focus on the Detail Whether your studies are self-guided or led by an instructor, it's vital that you pay close attention to everything you're told. You'll be taught tried and tested processes, techniques, regulations and terminology that you'll need to fully absorb and understand if you want to pass your exams with flying colours. Be sure to note down every key detail, then read back what you've written after each class, lecture or study session to help the information become properly ingrained. Tip 2. Ask Questions Many areas of real estate require strong problem-solving skills. You can only think creatively and tackle fresh challenges effectively once you have an integral understanding of all the key disciplines within the sector. If you only learn and repeat parrot-style, you'll be less adaptable - and liable to only think in black and white. For this reason, you MUST ask questions. Whether you're struggling to understand something or you just want a little clarification or a few more examples, don't feel embarrassed about reaching out and asking for help. Remember, people pick up skills and commit things to memory at different rates and in different ways. You'll thank yourself later when you breeze through your tests. Tip 3. Read Around the Subject Real estate is an ever-changing field, with new approaches and technologies being developed all the time. The more you absorb yourself in the field outside of class, the more your expertise will grow. Of course, your main focus should be on the particular topics you are studying, but doing extra reading and research (like checking out local and online auctions) to supplement this will always be a huge bonus - plus, it's an invaluable habit to develop for when your career begins in earnest. Tip 4. Revise If you're studying for a real estate qualification at the same time as holding down a day job or juggling other responsibilities, it can be easy to stop revision and further reading on the back burner as you prioritise areas of your life that feel more "immediate". However, this is a big mistake! If you don't actively make time to revise in the weeks and even months before a test, you'll find yourself stressed and underprepared in the final few days - and you may even risk failing. Try to earmark set times in your schedule to sit down and read through your notes or get some other form of studying done outside of "class time". If you need a little help or support in order to do this, and if you are able to make contact with others taking the same course at the same time, you may even decide to create an informal "study group". You can do this remotely or in person in order to discuss relevant topics, answer each other's questions, test one another or simply have someone to hold you accountable as you prepare. It's always a good idea to consider how and when you learn best. Don't try to force yourself to follow the same approach as any of your peers; instead, work out an approach that suits your individual needs and stick to it. Whether you're studying for a Certificate in Commercial Real Estate, a Certificate in Property Finance and Investment or any other property-related qualification, the above tips will help you to achieve the best possible outcome from any course or exam. Avoid cutting corners and give yourself plenty of time to figure out how you learn best. Then be sure to take in all of the instruction you receive in detail, asking questions, exploring the wider industry and going back over what you've learned on a regular basis. This will help you make sure you have fully absorbed everything you have been taught, and that you are ready to apply the skills, techniques and knowledge you have acquired - whether in the "exam room" or in a professional setting. Build a successful career in property! Use our search engine and filters to find the learning option you need, today. Browse real estate courses About the author James Durr has been a property buyer and developer for almost 2 decades. As one of the co-founders of a leading UK homebuying firm, he has accumulated a vast amount of knowledge in speaking effectively and empathetically with property owners and business owners to find genuine win-win solutions. If you're feeling overwhelmed from studying and taking the real estate exam, don't worry. This article is designed to be your ultimate study guide and checklist, equipping you with the knowledge and strategies to prepare for and pass the real estate exam. What to study for the real estate examThe real estate exam isn't the same across the U.S. Each state has its specific exam, with a different set of questions, timeframe, and passing requirements. It is, therefore, important to check your state's specific requirements and exam structure before you begin your preparations. Typically, real estate exams consist of two portions: The national portion, which covers real estate topics applicable across the entire countryAnd the state-specific portion focuses on regulations and laws unique to a particular state. While the state-specific portions of these exams may vary, there are some core topics that nearly every real estate exam tests for: A thorough understanding of these core topics will greatly increase your chances of passing, regardless of your state. They include: State regulation of the real estate industryThis has to do with the structure of the state's real estate department and the regulations they impose on real estate salespersons and brokers. State-specific real estate laws and regulations may include:Licensing requirementsProfessional conductScope of practiceRoles of the commissionDuties of licenseesRefusal, suspension, revocation, and renewal of a LicenseFederal fair housing regulationThe real estate exam will test your knowledge of federal laws prohibiting discrimination in housing. You should, therefore, be well-versed in the Fair Housing Act of 1968 and its provisions to ensure equal housing opportunities for all individuals. Expect questions on:Protected classesProhibited conduct (red-lining, blockbusting, steering)Americans with Disabilities (ADA)ExemptionsFiduciary dutiesThis topic involves knowing the responsibilities of agents to their clients, including loyalty, confidentiality, disclosure, obedience, and accountability. You may also be asked to identify scenarios where these duties come into play.Contracts and disclosuresReal estate transactions involve various contracts and disclosures. You should be prepared to learn contract concepts, such as offer and acceptance, and the importance of legally binding agreements. FinancingFamiliarize yourself with the basics of real estate financing, including mortgages, interest rates, loan types, and the roles of financial institutions in real estate transactions. You might also encounter questions about loan qualifications and mortgage calculations.MathReal estate exams often include math-related questions. You might be required to perform calculations involving:Property valuation Commissions/Compensation Property taxesProrationsProperty area calculationsLoan financing costsSettlements and closing costsProperty management calculationsEnsure you're comfortable with these mathematical concepts before your exam to enable you to answer the questions accurately.Property transfer & ownershipThis topic involves understanding the processes of transferring property ownership, including deeds, titles, and the various forms of property ownership, e.g., joint tenancy and tenancy in common. Also, be prepared to answer questions related to property conveyance.Vocabulary & acronymsOne of the keys to success in the real estate exam is mastering common and uncommon real estate terminology and acronyms. You can easily grasp the bulk of the study material by understanding the terminology. Be sure to remember important acronyms like RESPA (Real Estate Settlements and Procedures Act). There will be questions with acronyms and knowing them will help you understand what the question is talking about.How to study for the real estate examHere are the best study tips and strategies that will boost your confidence and enhance your chances of acing the exam.Gather your resourcesThis step is all about organizing your resources for the journey ahead to make your study process easier and more efficient. Before you begin studying, take note of all the materials at your disposal, including:Online pre-licensing coursesInstructional videosFree online resourcesEbooksTextbooksMake these resources quick and easy to access for when you study. That way, you spend less time finding the information and more time learning the information.Make a study routineEstablishing a study routine is important! Study schedules help you remain consistent with your studies by ensuring that you spend quality time studying every day while balancing your other daily activities.Here's our study length tip: 1-1.5 hours every night. Don't force yourself to study for long swaths of the time. That will make mustering up the will to study more difficult! Studying a little bit every night helps you build momentum because it's much easier to manage and let's you learn and retain more.Make an outlineIn tandem with your study schedule, an outline can provide a roadmap for what to study and when. This outline can be as detailed as you need it to be, covering entire topics, chapters, subtopics, and specific focus areas. Your outline should also to organize everything you need for the exam. Here are some things to do: Organize what you need to bring for the examTake some time to make a checklist of your study essentials, including:Ans of identificationBasic calculator (if permits to use)Items required by your state, like pre-licensing course certificatesRemember that being well-prepared will save you from unnecessary stress in the morning.No last minute crammingWhile squeezing in a last-minute study session might be tempting, it's generally not advisable. This is because cramming can lead to anxiety and hinder your performance during the exam. Instead, trust in your preparation, and remember that a good night's sleep is more valuable.Have a good dinnerA balanced meal will keep hunger at bay, helping you focus and preventing distractions as you prepare for the big day. It'll also put you in the right mood and give you plenty of energy to focus.RelaxTake some time to unwind and ease your mind. Instead of worrying about the exam, engage in activities that help you relax, such as reading a book, watching a comforting movie, or practicing relaxation techniques. Go to bed on timeFatigue can affect your cognitive abilities and decision-making, making you underperform during the exam. Therefore, your top priority the night before your exam should be to get a good night's sleep.The day offThe morning of your exam should be dedicated to double-checking you have everything you need and getting yourself into an excited, positive attitude. Here are some things to do on the day of your exam to give you a good start: Wake up earlyWaking up early after a good night's rest is important on the day of your exam, as it gives you ample time to prepare for the day. Waking up early also prevents you from rushing to meet up with the time for your exam, helping to keep you calm and collected. Get your required items togetherDouble-check that all the items necessary for the exam are ready. Consult the list you made the night before and make sure you don't forget them while you walk out the door.Eliminate all distractionMental clarity is very important before your exam, and you should create an environment that puts you in this state. Silence or turn off your phone and avoid engaging in activities that may cause unnecessary stress. Eat a good mealEnjoy a nutritious breakfast or meal before heading to the exam center. Eating well helps reduce hunger and distractions and enhances your ability to think clearly during the exam.Do what makes you feel goodBefore leaving for the exam center, indulge in activities that put you in a positive and confident mood. These could be listening to your favorite music, taking a short walk, or practicing deep breathing exercises.Tips while taking the real estate examAs you step into the exam room for your real estate exam, it's essential to have a strategy in place to maximize your chances of success. These tips will help you navigate the exam with confidence and efficiency.Skip the math problems (until the end)Math problems can be time-consuming and often comprise a small portion of the exam - typically between 5 and 10 questions. It is, therefore, advisable to postpone them until later so you can focus on answering the easier, less time-consuming questions first. However, if a math question seems straightforward and the answer is obvious, feel free to answer it first. Answer the easy questions firstStarting with the easy questions instead of the more difficult ones builds your confidence and ensures you cover a substantial portion of the exam faster. This approach also gives you more time to tackle the more challenging questions later.Read each question carefullyReal estate exam questions are designed to be tricky. Pay close attention to words like:Except Is NOT Always Never NOT true FalseThese words intentionally alter the question's meaning and confuse you. Therefore, it is important to read each question carefully and only pick an answer when you've understood it. Some questions are intentionally designed to trick you.Eliminate wrong answersIf you encounter a question whose answer you're unsure of, use the process of elimination to increase your likelihood of selecting the correct answer. This process involves crossing out answers you're certain are incorrect to narrow down your options. Don't pick answers you've never heard off you've diligently studied, you should be familiar enough with the topics to identify terminology that does not come up when you studied. If an answer seems unfamiliar, avoid selecting it, as it is likely incorrect.If two answers are opposite, it's likely one of themOn occasion, exam questions may offer two answers that are opposites. In such cases, one of these options is likely correct. Consider both choices carefully and use your judgment to determine the right one.Longer or more detailed answers are usually correctOne common test-taking strategy is to look out for longer or more detailed answers that provide comprehensive information, as they are usually the correct answers in many cases. Answer every question, even if you have to guessIf you don't know the answer to a question, try to take a guess. Remember, unanswered questions are always wrong, whereas guessing will give you a 25% chance of getting the answer right. Don't compete for first placeRushing through the exam to finish first is counterproductive. It puts you in a rushed state that can leave you second-guessing yourself and increases your chances of making errors. Instead, take your time and try to get as many questions as possible answered correctly within the allotted time.All you need to do is passRegarding real estate exams, you do not need to get a perfect testing score. All you need to do is achieve the minimum passing score. In most cases, you won't be shown your final score. In fact, there is no benefit to getting a score higher than what is needed to pass. So don't waste time dwelling on a few challenging questions. Take one last lookBefore submitting your exam, take a moment to review your work. Ensure that no questions are left unanswered and that you haven't overlooked any details. This final check can make a significant difference in your results.Final Thoughts on Passing the Real Estate ExamThis guide contains all the information we've learned from students passing the exam in the past based on what they have done. They're tested advice that we recommend to all students! But, the one thing we recommend the most is getting our exam prep package. It consolidates everything you need to study for the exam and it's accessible and easy to use. Don't go into the exam without it! New Grads Expect Six-Figure Salaries. They May Not Be Able To Get Them. May 18, 2025 What Analysts Think of Home Depot and Lowe's Stocks Ahead of Earnings May 18, 2025 Why the Stock Market's 'Fear Index' Has Normalized Faster Than Ever Before May 17, 2025 Oft-Changing Policy Is Making Student-Loan Repayment Harder to Navigate May 17, 2025 What Analysts Think of Palo Alto Networks Stock Ahead of Earnings May 17, 2025 Individual Investors Face Their Fears and Keep Buying These Stocks May 16, 2025 Moody's Downgrades US Government's Credit Rating Updated May 16, 2025 Top CDs Today, May 16, 2025 - This 1-Year CD Offers 2.5 Times the Average National Rate May 16, 2025 S&P 500 Gains & Losses Today. Index Notches 5-Day Win Streak Despite Consumer Sentiment Slide May 16, 2025 Walmart Stock Recovers as Analysts Affirm Their Confidence in the Retailer May 16, 2025 Boeing Won't Be Prosecuted by DOJ Over Violating Criminal Settlement, Report Says May 16, 2025 Nvidia Plans To Expand Presence in China With Shanghai R&D Center, Report Says May 16, 2025 Nervous To Commit to a CD? These Top-Paying Options Have a Mild Penalty If You Need To Cash Out Early May 16, 2025 Nvidia CEO Jensen Huang Is Set to Speak at Computex Sunday—What You Need To Know May 16, 2025 Watch These UnitedHealth Levels as Stock Rebounds After Plunging to 5-Year Low May 16, 2025 Understanding how to pass the real estate exam is a vital requirement to starting a successful real estate career. If taking exams gets you into panic mode, don't worry, I've got you. With the right preparation and strategies, you will pass with flying colors. Let's look at 13 of the top tips to help you pass the real estate exam with confidence. From effective studying to understanding exam format, this collection of tips points you toward a confident and successful testing experience. Knowing your learning style can't help in effectively preparing for the real estate exam rather than overwhelm you with task after task. This is because retention and comprehension increase as you tailor your studying to your preferred ways of learning. By aligning how to study for the real estate test and your study approach to your learning style, you will make exam preparation more effective and increase your chances of passing the real estate exam. Learning style types (Source: Jakarta Multicultural School) If you learn through sight, then you're a visual learner. You remember things most from images, flowcharts, and visual aids. Use plenty of charts, diagrams, and flashcards to break down more difficult topics. Set up mind maps on real estate laws and visual timelines on processes could help you retain such information. Watching tutorial videos or interactive slides may also drive a point home. Auditory learners learn most effectively through listening and discussing. In your study, listening to real estate podcasts, lectures, or audio courses that will aid your memory is effective. Join study groups where you can discuss aloud, which will help you to learn and solidify what you have. The additional methods of using sound for learning include repeating key terms and definitions to yourself and recording your notes to be played back later. Some online real estate schools provide auditory exam prep lessons that could be beneficial. Kinesthetic learners learn most when involved in hands-on activities. Take interactive quizzes or practice exams, or practice with real-world scenarios to interact with the material. Physical movements can enhance retention, so you may want to walk while reviewing flashcards or act out a scenario to understand better how it works. Best for: All learning styles Study schedule example (Source: Coachella Valley Real Estate School) A study schedule is essential to how to prepare for real estate exam, will help keep you on course, and guarantees you get all the material covered without cramming at the last minute. Divide the material into broad topic areas, such as real estate law, contracts, and math, and commit each day to studying different areas. Stick with the schedule religiously. Another benefit of breaking up your studying is that it allows for spacing out materials so your brain learns and retains information more effectively during learning sessions. Best for: Visual and kinesthetic learners Flashcards are a good practice for how to study real estate to understand key terms, their definitions, and formulas. Write the real estate term on one side and the definition or explanation on the other. Flashcards are very helpful in studying throughout the day during commutes, lunch breaks, or whenever you are waiting. As you continually review your flashcards, you are reinforcing your memory to retain and recall later in the exam. You can also get digital flashcards through apps that will let you take your study materials with you anywhere you go. Best for: Visual and kinesthetic learners Having a partner to study with could also bring new insights and clear information that you may not have been able to comprehend on your own. A study buddy will keep you accountable to your studying and will quiz you on what you are learning. In a study group, you will be able to discuss topics that you may be having a hard time understanding, share materials, and even teach to reinforce learning material. Equally effective if you can't meet in person, study groups can be virtual through video calls or online forums. Best for: All learning styles Real estate has so much jargon, which to any new learner can be confusing. Prospective real estate agents should go over key terms, vocabulary, and definitions on a routine basis. This could be done with flashcards, glossaries, or going back into the textbook. Knowing your real estate terminology is key to passing the exam, with many application-based questions presenting different scenarios. Best for: Visual learners Commission equation (Source: The Close) A significant part of your real estate exam deals with math. Master the concepts and formulas of real estate math and calculations that are presented in your prelicensing course. Break those formulas down piece by piece and set a routine to solve problems day in and day out. 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Best for: Visual learners You can easily get into the rat race of the exam and rush through the questions. However, taking your time reading and understanding the question will save you from those costly mistakes. Real estate exam questions are sometimes tricky. They might be worded to include information beyond what you need to know, or they might be carefully worded to test your understanding. Make sure you read a question and understand what it is asking before selecting an answer. Take an extra second if you need to; it's better than misreading and getting it wrong. Best for: Visual and auditory learners Every state has its own unique set of real estate laws and rules. These will comprise a major portion of your exam. Invest time into studying them because knowing your laws is crucial to passing the state portion of the exam. For the most part, many of the rules center on licensing, agency relationships, and transactional requirements. Look toward your state's Real Estate Commission website or study guides for the most current information. Agency law and solidify what you have. The additional methods of using sound for learning include repeating key terms and definitions to yourself and recording your notes to be played back later. Some online real estate schools provide auditory exam prep lessons that could be beneficial. Kinesthetic learners learn most when involved in hands-on activities. Take interactive quizzes or practice exams, or practice with real-world scenarios to interact with the material. Physical movements can enhance retention, so you may want to walk while reviewing flashcards or act out a scenario to understand better how it works. 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