



**PSI Services LLC**  
**3210 E Tropicana**  
**Las Vegas, NV 89121**  
**Phone: (855) 746-8172**  
**E-mail: [examschedule@psionline.com](mailto:examschedule@psionline.com)**  
**<https://test-takers.psiexams.com/inre>**



# INDIANA REAL ESTATE COMMISSION LICENSE EXAMINATIONS CANDIDATE INFORMATION BULLETIN

<p>Indiana Examination Procedure Checklist..... 1</p> <p>Examinations by PSI ..... 2</p> <p>Licensure ..... 2</p> <p>Examination Scheduling Procedures ..... 2</p> <p style="padding-left: 20px;">On-line, via the Internet Scheduling..... 2</p> <p style="padding-left: 20px;">On-line Testing at a PSI test site ..... 3</p> <p style="padding-left: 20px;">Testing remotely ..... 4</p> <p style="padding-left: 20px;">Telephone Scheduling ..... 5</p> <p style="padding-left: 20px;">Canceling an Examination ..... 5</p> <p style="padding-left: 20px;">Missed Appointment or Late Cancellation..... 5</p> <p style="padding-left: 20px;">Examination Accommodations ..... 5</p> <p style="padding-left: 20px;">Emergency Examination Center Closing ..... 5</p> <p>Examination Site Locations..... 5</p>	<p>Reporting to the Examination Site ..... 6</p> <p style="padding-left: 20px;">Required Identification ..... 6</p> <p style="padding-left: 20px;">Security Procedures ..... 6</p> <p>Taking the Examination (Computer Based)..... 7</p> <p style="padding-left: 20px;">Tutorial..... 7</p> <p style="padding-left: 20px;">Test Question Screen..... 7</p> <p style="padding-left: 20px;">Examination Review ..... 7</p> <p>Score Reporting ..... 7</p> <p style="padding-left: 20px;">Duplicate Score Reports ..... 7</p> <p>Tips for Preparing for your License Examination ..... 8</p> <p>Examination Study Materials..... 8</p> <p>Examination Content Outlines..... 8</p> <p>Experimental Questions ..... 9</p> <p>Sample Questions ..... 12</p>
--	---

Please refer to our website to check for the most updated information at <https://www.psiexams.com/inre>

## INDIANA EXAMINATION PROCEDURE CHECKLIST

Before registering for an examination, make sure that you have reviewed the following checklist.

- Before taking an examination, candidates must complete all prelicensing education. Contact the Indiana Professional Licensing Agency for more details at <https://www.in.gov/pla/real.htm>.
- The examination is divided into two portions: General and State Law. Candidates who pass one portion of the exam and fail the other need retake only the portion they failed, as long as they retake and pass the failed portion within one (1) year of completing the required prelicensing education.

**Schedule for your examination:**

- You are responsible for contacting PSI to pay and schedule for the examination. You may either schedule via the Internet at <https://www.psiexams.com/inre>, or schedule over the telephone at (855) 746-8172.

**Take your examination:**

- *You must provide 1 form of identification.* Must be a VALID form of government issued identification (driver's license, state ID, passport), which bears your signature and has your photograph. In addition, it must be current and unexpired.
- Your name as shown on the application form must exactly match the name on the photo I.D. used when checking in at the examination site.
- Broker candidates must bring the original proof of completion from the prelicense education course. The certificate must be within 365 days of the test date. Proof must be presented each time a candidate takes the examination. **AN ELECTRONIC VERSION OR HARD COPY WILL BE ACCEPTED.**
- Reciprocity candidates are required to bring their Authorization to Test Letter from the Indiana Professional Licensing Agency (IPLA).
- Instructor candidates only need to show 2 forms of identification. Requirements for licensure are: pass the examination; be a licensed broker in Indiana or a license attorney in Indiana and must be working in conjunction with a licensed broker or licensed attorney.
- Please arrive 30 minutes prior to appointment.

**After your examination:**

- After passing the examination, candidates must submit the proper application forms and fees to the Indiana Professional Licensing Agency, as set forth on the Score Report issued at the test center. Application requirements can be found on the Professional Licensing Agency's website at <http://www.in.gov/pla/2788.htm>.



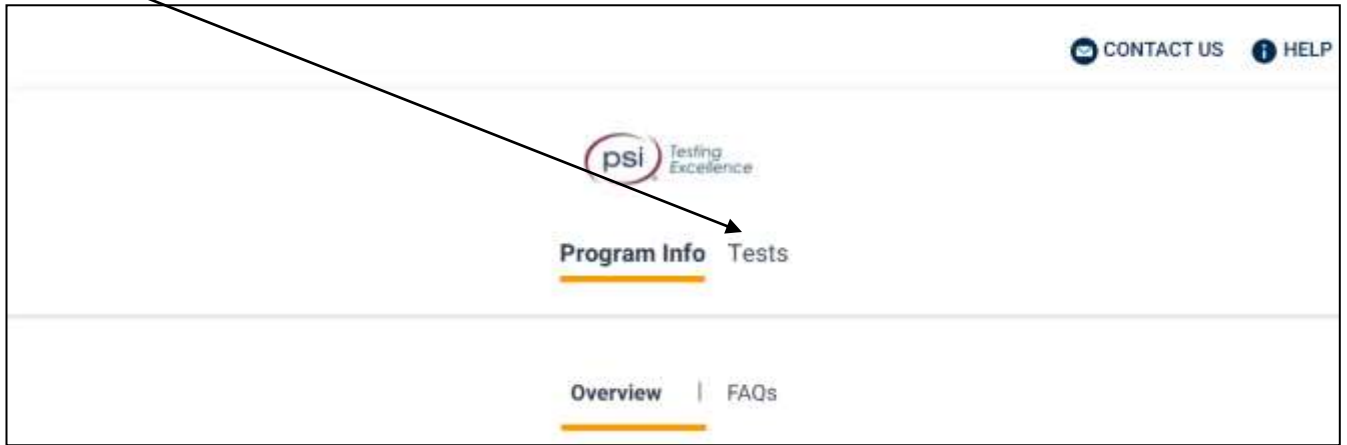
## EXAMINATIONS BY PSI SERVICES LLC

This Candidate Information Bulletin provides you with information about the examination process for becoming licensed as a Real Estate Broker or Instructor in the State of Indiana.

The Indiana Real Estate Commission has contracted with PSI Services LLC (PSI) to conduct the examination program. PSI works closely with the Commission to make certain that these examinations meet the State's as well as nationally established technical and professional standards for examination development and administration. PSI provides these examinations through a network of computer examination centers in Indiana and various locations throughout the United States.

### ON-LINE SCHEDULING

1. Go to: <https://test-takers.psiexams.com/inre>
2. Select **TESTS** to create an account.



3. Select the examination and you are ready to create an account. Select **LOGIN/REGISTER**.

To continue the booking process and schedule your test, you must login or create an account.

**LOGIN/REGISTER**

4. You will be prompted to **CREATE AN ACCOUNT** with PSI.

*The first and last name must match exactly with your current, valid, government-issued ID.*

ID *	
First Name *	Last Name *
Middle Name	Generation
Email *	
Password *	<b>Your password must contain:</b> <ul style="list-style-type: none"><li>• At least one capital letter A-Z</li><li>• At least one lower case letter a-z</li><li>• At least one number 0-9</li><li>• At least one special character !@#V\$%V^&amp;V*</li><li>• At least 8 and up to 32 characters</li></ul>
Confirm Password *	



## LICENSURE

For specific information about the licensing procedures, contact the Indiana Real Estate Commission at the following address:

Indiana Professional Licensing Agency  
Indiana Real Estate Commission  
<https://www.in.gov/pla/real.htm>



## EXAMINATION SCHEDULING PROCEDURES

Examination Fee      \$53

NOTE: EXAMINATION FEES ARE NOT REFUNDABLE OR TRANSFERABLE. THE EXAMINATION FEE IS VALID FOR ONE YEAR FROM THE DATE OF PAYMENT.

5. Select your test format: (Test Center) or (Remote Proctored).

**Modality**

 Site Proctored <b>SELECTED</b>	 Atlas Remote Proctored SELECT
--	--


### Scheduling at a Test Center

1. Enter the “City or Postal Code” and select **FIND**.

**Search Test Center Location**

City, province, or postal code Radius  
5

**Map** Satellite



Google

2. Select a date and time to book an appointment.

**Choose a Date and Time**

<b>October 2021</b>						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						
<input type="radio"/> Available <input checked="" type="radio"/> Selected						

**Time slots available for October 08, 2021**

08:00 AM

01:30 PM

3. You are now ready to pay.

**Payment**

**Billing Address**

Address 1 \*

Address 2

Address 3

City \*

**Order Summary**

Commercial Connector Practice Year


Mechanical Bus and Law \$100.00 USD

**Total Price**

**CONTINUE**



- Once payment has been made you will receive a message confirming the test center, booked date, and booked time.

**Booking Confirmed!!**  [Print Confirmation](#)

Email Address: asingla81@psionline.com      Home Phone: 111224444      Office Phone: 2221112345

### Scheduling via Remote Proctor

- Select a date and time to book an appointment.

Choose a Date and Time

October 2021

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

Available  Selected

Time slots available for October 08, 2021

08:00 AM

01:30 PM

- You are now ready to pay.

**Payment**

**Billing Address**

Address 1 \*

Address 2

Address 3

City \*

**Order Summary**

Commercial Contractor Practice Test

Mechanical Bus and Law \$100.00 USD


**Total Price**


**CONTINUE**

- Once payment has been made you will receive a message confirming the booked date and booked time. Please review the booking before selecting **CONFIRM**.

**Review Booking:**

Email Address: asingla81@psionline.com      Home Phone: 111224444      Office Phone: 2221112345

 Wednesday, October 06, 2021

 5:30 PM Pacific Time

Before taking your remote online proctored exam, please check system compatibility - click [HERE](#)

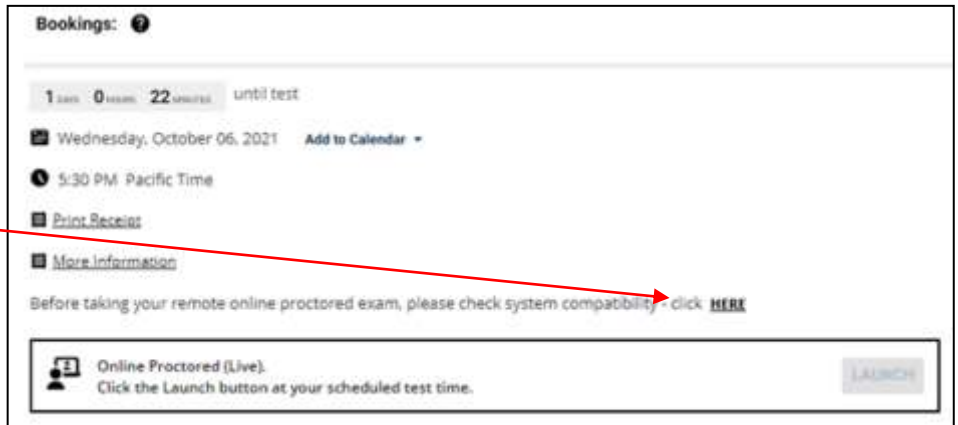
By continuing, you agree to The Company's [Conditions of Use And Privacy Notice](#)

**CONFIRM**

- Your booking will now display in your account. You will be able to LAUNCH your test within 30 minutes of your booked test time.



**IMPORTANT: BE SURE TO CHECK THE COMPATIBILITY OF YOUR COMPUTER** to include Audio/Video Check, Webcam Check and System Check. Prior to testing, **CLICK HERE.**



By not starting your test within 15 minutes after your booked time, you forfeit your test fee or test eligibility. Fees and test eligibilities are non-refundable. If you have any questions regarding your compatibility check, or if you experience issues launching your test, you may contact PSI's technical support team at (844) 267-1017.

#### TELEPHONE

For telephone scheduling, call (855) 746-8172, 24 hours a day and speak to a PSI registrar available Monday through Friday between 6:30 am and 9:00 pm, and Saturday-Sunday between 8:00 am and 4:30 pm, Central Time.

#### CANCELING AN EXAMINATION APPOINTMENT

You may cancel and reschedule an examination appointment without forfeiting your fee if your cancellation notice is received a minimum of 2 calendar days before the scheduled examination date. For example, for a Monday appointment, the cancellation notice would need to be received on the previous Saturday. You may reschedule online at <https://www.psiexams.com/inre> or call PSI at (855) 746-8172.

**Note: A voice mail message is not an acceptable form of cancellation. Please use the PSI Website or call PSI and speak directly to a Customer Service Representative.**

#### MISSED APPOINTMENT OR LATE CANCELLATION

Your registration will be invalid, you will not be able to take the examination as scheduled, and you will forfeit your examination fee, if you:

- Do not cancel your appointment 2 calendar days before the schedule examination date;
- Do not appear for your examination appointment;
- Arrive after examination start time;
- Do not present proper identification when you arrive for the examination.

#### EXAMINATION ACCOMMODATIONS

All PSI examination centers are equipped to provide access in accordance with the Americans with Disabilities Act (ADA) of 1990, and exam accommodations will be made in meeting a candidate's needs. Applicants with disabilities or those who would otherwise have difficulty taking the examination should request for alternative arrangements by [Clicking Here](#).

#### EXAMINATION SITE CLOSING FOR AN EMERGENCY

In the event that severe weather or another emergency forces the closure of an examination site on a scheduled examination date, your examination will be rescheduled. PSI personnel will attempt to contact you in this situation. However, you may check the status of your examination schedule by going to our website, <https://test-takers.psiexams.com/inre> or by calling (855) 746-8172. Every effort will be made to reschedule your examination at a convenient time as soon as possible.

#### EXAMINATION SITE LOCATIONS

The following directions are generated from the most current mapping services available. However, new road construction and highway modifications may result in some discrepancies. If you are not familiar with the specific area of the examination site, please consult a reliable map prior to your examination date.

Ivy Tech Community College  
815 East 60th Street  
Certification and Assessment Center  
Anderson, IN 46013

Ivy Tech Community College  
7508 Beechwood Center Rd., Room 103  
Avon, IN 46123

Ivy Tech Community College  
4555 Central Ave  
Columbus, IN 47203

Ivy Tech Community College  
410 East Columbus Drive, Room 220 D  
East Chicago, IN 46312

Ivy Tech Community College  
3401 N First Avenue  
Evansville, IN 47710

Tom Wood Aviation Inc  
9913 Willow View Rd  
Fishers, IN 46038



## REPORTING TO THE EXAMINATION SITE

Ivy Tech Community College  
3701 Dean Drive- North Campus  
Harshman Hall Room 0126  
Fort Wayne, IN 46805

Ivy Tech Community College  
22531 County Rd 18  
Elkhart County Campus  
Goshen, IN 46528

New Horizons Aviation Inc.  
17229 County Rd 42  
Goshen, IN 46526

PSI Indianapolis  
9302 N. Meridian St, Suite 194  
Indianapolis, IN 46260

Ivy Tech Community College  
9301 E 59th St  
Lawrence Fairbanks Bldg Room 147  
Indianapolis, IN 46216

Kokomo Ivy Tech  
1815 E. Morgan Street, Room M100  
Kokomo, IN 46901

Ivy Tech Community College  
3101 S Creasy Lane, Ivy Hall Building Room 1135  
Lafayette, IN 47906

Ivy Tech Community College  
50 Walnut St., Room 439  
Lawrenceburg, IN 47025

Ivy Tech Community College  
590 Ivy Tech Dr  
Madison, IN 47250

Ivy Tech Community College  
4301 South Cowan Rd Room 125  
Muncie, IN 47302

Ivy Tech Community College  
2357 Chester Blvd  
McDaniel Hall, Room 1128  
Richmond, IN 47374

Ivy Tech Community College  
220 Dean Johnson Blvd  
South Bend, IN 46601

Ivy Tech Community College  
1700 E Industrial Drive  
Terre Haute, IN 47802

Ivy Tech Community College  
3100 Ivy Tech Drive  
Valparaiso, IN 46383

Ivy Tech Community College  
2545 Silveus Crossing  
Warsaw, IN 46582

Merrillville Training and Testing Center  
1443 East 84th Place  
Merrillville, IN 46410

On the day of the examination, you should arrive at least 30 minutes before your appointment time. This extra time is for sign-in, identification, and familiarizing you with the examination process. *If you arrive late, you will not be admitted to the examination site and you will forfeit your examination registration fee.*

### REQUIRED IDENTIFICATION AT EXAMINATION SITE

To gain admission to the Test Center, you must present (1) form of identification. The form of identification must be government issued, current and include your name, signature, and photograph. No form of temporary identification will be accepted.

### **PRIMARY IDENTIFICATION (with photo) - Choose One**

- State issued driver's license
- State issued identification card
- US Government Issued Passport
- US Government Issued Military Identification Card
- US Government Issued Alien Registration Card
- State issued temporary paper license is only acceptable if accompanied with a state issued unexpired permanent license

**NOTE: ID must contain candidate's photo, be valid and unexpired.**

### **BROKER CANDIDATES MUST BRING THE ORIGINAL PROOF OF COMPLETION FROM THE PRELICENSE EDUCATION COURSE.**

The certificate must be within 365 days of the test date. Proof must be presented each time a candidate takes the examination. **AN ELECTRONIC VERSION OR HARD COPY WILL BE ACCEPTED.**

### **RECIPROCITY CANDIDATES MUST BRING THEIR AUTHORIZATION TO TEST LETTER FROM THE INDIANA PROFESSIONAL LICENSING AGENCY (IPLA).**

### **INSTRUCTOR CANDIDATES ONLY NEED TO SHOW 2 FORMS OF IDENTIFICATION.**

*If you cannot provide the required identification, you must call (855) 746-8172 at least 3 weeks prior to your scheduled appointment to arrange a way to meet this security requirement.*

Failure to provide all of the required identification at the time of the examination without notifying PSI is considered a missed appointment, and you will not be permitted to take the examination.

### SECURITY PROCEDURES

The following security procedures will apply during the examination:

- An online calculator will be provided. Or you may bring a silent non-programmable calculator without alpha keys.
- A piece of scratch paper and a pencil will be provided to you at check-in. You will return this to the proctor at the end of the examination.
- Candidates may take only approved items into the examination room.
- All personal belongings of candidates, with the exception of close-fitting jackets or sweatshirts, should be placed



in the secure storage provided at each site prior to entering the examination room. Personal belongings **include, but are not limited to**, the following items:

- Electronic devices of any type, including cellular / mobile phones, recording devices, electronic watches, cameras, pagers, laptop computers, tablet computers (e.g., iPads), music players (e.g., iPods), smart watches, radios, or electronic games.
- Bulky or loose clothing or coats that could be used to conceal recording devices or notes, including coats, shawls, heavy jackets, or overcoats.
- Hats or headgear not worn for religious reasons or as religious apparel, including hats, baseball caps, or visors.
- Other personal items, including purses, notebooks, reference or reading material, briefcases, backpacks, wallets, pens, pencils, other writing devices, food, drinks, and good luck items.
- Person(s) accompanying an examination candidate may not wait in the examination center, inside the building or on the building's property. This applies to guests of any nature, including drivers, children, friends, family, colleagues or instructors.
- No smoking, eating, or drinking is allowed in the examination center.
- During the check in process, all candidates will be asked if they possess any prohibited items. Candidates may also be asked to empty their pockets and turn them out for the proctor to ensure they are empty. The proctor may also ask candidates to lift up the ends of their sleeves and the bottoms of their pant legs to ensure that notes or recording devices are not being hidden there.
- Proctors will also carefully inspect eyeglass frames, tie tacks, or any other apparel that could be used to harbor a recording device. Proctors will ask to inspect any such items in candidates' pockets.
- If prohibited items are found during check-in, candidates shall put them in the provided secure storage or return these items to their vehicle. PSI will not be responsible for the security of any personal belongings or prohibited items.
- Any candidate possessing prohibited items in the examination room shall immediately have his or her test results invalidated, and PSI shall notify the examination sponsor of the occurrence.
- Any candidate seen giving or receiving assistance on an examination, found with unauthorized materials, or who violates any security regulations will be asked to surrender all examination materials and to leave the examination center. All such instances will be reported to the examination sponsor.
- Copying or communicating examination content is violation of a candidate's contract with PSI, and federal and state law. Either may result in the disqualification of examination results and may lead to legal action.
- Once candidates have been seated and the examination begins, they may leave the examination room only to use the restroom, and only after obtaining permission from the proctor. Candidate will not receive extra time to complete the examination.

## TAKING THE EXAMINATION

The examination will be administered via computer. You will be using a mouse and computer keyboard.

## TUTORIAL

Before you start your examination, an introductory tutorial is provided on the computer screen. The time you spend on this tutorial, up to 15 minutes, DOES NOT count as part of your examination time. Sample questions are included following the tutorial so that you may practice answering questions and reviewing your answers.

## TEST QUESTION SCREEN

One question appears on the screen at a time. During the examination, minutes remaining will be displayed at the top of the screen and updated as you record your answers.

**IMPORTANT:** After you have entered your responses, you will later be able to return to any question(s) and change your response, provided the examination time has not run out.

## EXAMINATION REVIEW

PSI, in cooperation with the Indiana Real Estate Commission, will be consistently evaluating the examinations being administered to ensure that the examinations accurately measure competency in the required knowledge areas. Comments may be entered by clicking the Comments link on the function bar of the test question screen. Your comments regarding the questions and the examinations are welcomed.

Comments will be analyzed by PSI examination development staff. While PSI does not respond to individuals regarding these comments, all substantive comments are reviewed. If an error affecting examination scores is discovered as a result, which occurs very rarely, the examination scores of all affected candidates will be automatically adjusted. **This is the only review of the examination available to candidates.**

**Now you can take the practice exam online at  
<https://www.psiexams.com/inre> to prepare for your Real Estate Examination.**

Please note that practice exams are intended only to help testing candidates become familiar with the general types of questions that will appear on a licensing examination. They ARE NOT a substitute for proper education and study. Furthermore, scoring well on the practice exam does not guarantee a positive outcome on an actual licensing examination.

Note: You may take the practice exams an unlimited number of times; however, you will need to pay each time.

## SCORE REPORTING

Your score will be displayed on screen at the end of the examination and a score report will be emailed to you. If you fail, the emailed score report will include the diagnostic report indicating your strengths and weaknesses by examination type.

Candidates taking a remotely proctored exam: Please note that you must select to end both the exam portion and survey portion of your test in order to receive your on-screen results and emailed score report. If you do not receive your emailed score report, you may reach out to [scorereport@psionline.com](mailto:scorereport@psionline.com).





**EXAMINATION STUDY MATERIALS**

You may request a duplicate score report after your examination by emailing [scorereport@psionline.com](mailto:scorereport@psionline.com). Include your name, candidate ID number and confirmation number. Your candidate ID number and confirmation number is on your exam confirmation email. Please allow up to 72 hours to receive your duplicate score report.

**PREPARATION TIPS FOR THE EXAMINATION**

The following suggestions will help you prepare for the examination.

- Planned preparation increases your likelihood of passing.
- Start with a current copy of this Candidate Information Bulletin and use the examination content outline as your starting point.
- Take notes on what you study. Putting information in writing helps you commit it to memory, and it is also an excellent business practice. Underline or highlight key ideas that will help with a later review.
- Discuss new terms or concepts as frequently as you can with colleagues. This will test your understanding and reinforce ideas.
- Your studies will be most effective if you study frequently, for periods of about 45 to 60 minutes. Concentration tends to wander when you study for longer periods of time.

**BROKER APPLICANTS BY RECIPROCITY**

If you are Applying by Reciprocity, please submit the following to the Indiana Professional Licensing Agency:

1. A check or money order made payable to the Indiana Professional Licensing Agency or "IPLA" in the amount of \$60.00.
2. A completed broker application found at <http://www.in.gov/pla/2788.htm>. Be sure to include an email address as this is how your licensure status will be communicated.
3. An official verification of licensure in the reciprocal state.
4. Documentation showing the licensure requirements in your home state of licensure.
5. An official verification of any license held in any regulated profession in any other state, if applicable.
6. If you will be working under a broker or broker company, your broker must complete the broker information section of the application. If this section is left blank, your license will be issued in unassigned status unless you select inactive. You are required to complete continuing education (CE) in unassigned status. (Inactive and referral status does not require CE for renewal).

Once you are approved for reciprocity, you will receive an *Authorization Letter* to take the state law portion of the licensing examination from the Professional Licensing Agency.

You can then schedule your state broker examination with PSI. **If you are denied reciprocity, you will be required to complete an Indiana Commission-approved 90-Hour Broker Course and to take both the general broker examination and the state broker examination.**

The following is a list of possible study materials for the real estate examinations. The list is given to identify resources and does not constitute an endorsement by PSI or by the Commission. Use the latest edition available.

**NATIONAL PORTION OF THE EXAMINATION**

- *Real Estate Fundamentals*, 9th Edition, 2015, Gaddy and Hart, Dearborn Real Estate Education, (800) 972-2220, [www.dearborn.com](http://www.dearborn.com)
- *Modern Real Estate Practice*, 19th Edition, Galaty, Allaway, and Kyle, Dearborn Real Estate Education, (800) 972-2220, [www.dearborn.com](http://www.dearborn.com)
- *Real Estate Law*, 9th Edition, 2016, Elliot Klayman, Dearborn Real Estate Education, (800) 972-2220, [www.dearborn.com](http://www.dearborn.com)
- *The Language of Real Estate*, 7th Edition, 2013, John Reilly, Dearborn Real Estate Education, (800) 972-2220, [www.dearborn.com](http://www.dearborn.com)
- *Real Estate Principles & Practices*, 9th Edition, 2014, Arlyne Geschwender, OnCourse Publishing, N19W24075 Riverwood Drive, Suite 200, Waukesha, WI 53188, 855-733-7239, [www.oncoursepublishing.com](http://www.oncoursepublishing.com) ISBN 0324784554
- *Real Estate Principles*, 12th Edition, Charles Jacobus, OnCourse Publishing, N19W24075 Riverwood Drive, Suite 200, Waukesha, WI 53188, 855-733-7239, [www.oncoursepublishing.com](http://www.oncoursepublishing.com) ISBN 1285420985
- *Real Estate Math*, 7th Edition, 2014, Linda L. Crawford, Dearborn Real Estate Education, (800)972-2220, [www.dearborn.com](http://www.dearborn.com)
- *Property Management*, 10th edition, 2016, Kyle, Robert C., Baird, Floyd M. and Kyle, C. Donald, Chicago: Dearborn Real Estate Education
- *Principles of Real Estate Practice*, 5th edition, 2017, Mettling, Stephen and Cusic, David, Performance Programs Company, [www.performanceprogramscompnay.com](http://www.performanceprogramscompnay.com)

**EXAMINATION CONTENT OUTLINES**

EXAMINATION SUMMARY TABLE

Examination	Portion	# of Scored Items (points)	Time Allowed	Passing Score
Broker*	National	75 items (80 points)	150 Minutes	60 points
	State	50 items (50 points)	90 Minutes	38 points
Instructor	National	100 items (100 points)	150 Minutes	75 points
	State	50 items (50 points)	90 Minutes	38 points

\*Note: National broker exams include questions that are scored up to two points.

EXPERIMENTAL QUESTIONS

In addition to the number of examination items specified in the "Examination Content Outlines", a small number (5 to 10) of "experimental" questions may be administered to candidates during the examinations. These questions will not



be scored. However, these questions will count against examination time. The administration of such unscored, experimental questions is an essential step in developing future licensing examinations.

### **MATH CALCULATIONS**

The information below is NOT available at the test center and should be memorized.

Candidates may use the following information in making mathematical calculations on the general section of the real estate examinations unless otherwise stated in the text of the question:

- 43,560 square feet/acre
- 5,280 feet/mile
- Round off calculations (where applicable)

The information below, if needed, will be contained within the test itself:

If a question requires the calculation of prorated amounts, the question will specify: a) whether the calculation should be made on the basis of 360 or 365 days a year; and b) whether the day of closing belongs to the buyer or seller.

### **CONTENT OUTLINES**

Use the outline as a guide for pre-examination review course material. The outlines list the topics that are on the examination and the number of questions for each topic. Do not schedule your examination until you are familiar with the topics in the outline.

## **GENERAL PORTION CONTENT OUTLINE FOR BROKERS**

- I. **Property ownership (Broker 10%)**
  - A. Real versus personal property; conveyances
  - B. Land characteristics and legal descriptions
    1. Types of legal descriptions; Metes and bounds, Lot and block, government survey
    2. Measuring structures
    3. Livable, rentable, and usable area
    4. Land Measurement
    5. Mineral, air, and water rights
  - C. Encumbrances and effects on property ownership
    1. Liens
    2. Easements and licenses
    3. Encroachments
    4. Other potential encumbrances of title
  - D. Types of ownership
    1. Tenants in common
    2. Joint tenancy
    3. Common- interest ownership
      - a) Timeshares
      - b) Condominiums
      - c) Co-ops
    4. Ownership in severalty/sole ownership
    5. Life Estate ownership
    6. Property ownership held in trust
- II. **Land use controls and regulations (Broker 5%)**
  - A. Government rights in land
    1. Property taxes and special assessments

2. Eminent domain, condemnation, escheat
- B. Government controls
  1. Zoning and master plans
  2. Building codes
  3. Regulation of special land types
    - a) Flood zones
    - b) Wet lands
  4. Regulation of environmental hazards
    - a) Types of hazards
    - b) Abatement and mitigation
    - c) Restrictions on contaminated property
- C. Private controls
  1. Deed conditions or restrictions
  2. Covenants, conditions, and restrictions (CC&Rs)
  3. Homeowners association regulations

### **III. Valuation and market analysis (Broker 7%)**

- A. Appraisals
  1. Purpose and use of appraisals for valuation
  2. General steps in appraisal process
  3. Situations requiring appraisal by certified appraiser
- B. Estimating Value
  1. Effect of economic principles and property characteristics
  2. Sales or market comparison approach
  3. Cost approach
  4. Income analysis approach
- C. Competitive/Comparative Market Analysis
  1. Selecting comparables
  2. Adjusting comparables

### **IV. Financing (Broker 8%)**

- A. Basic concepts and terminology
  1. Points
  2. LTV
  3. PMI
  4. Interest
  5. PITI
  6. Financing instruments (mortgage, promissory note, etc.)
- B. Types of loans
  1. Conventional loans
  2. FHA Insured loans
  3. VA guaranteed loans
  4. USDA/rural loan programs
  5. Amortized loans
  6. Adjustable-rate mortgage loans
  7. Bridge loans
  8. Owner financing (installment and land contract/contract for deed)
- C. Financing and lending
  1. Lending process application through closing
  2. Financing and credit laws and rules
    - a) Truth in lending
    - b) RESPA
    - c) Equal Credit Opportunity
    - d) CFPB/TRID rules on financing and risky loan features
  3. Underwriting
    - a) Debt ratios
    - b) Credit scoring

c) Credit history

**V. General principles of agency (Broker 11%)**

- A. Agency and non-agency relationships
  - 1. Types of agents and agencies
  - 2. Other brokerage relationships (non-agents)
    - a) Transactional
    - b) Facilitators
- B. Agent's duties to clients
  - 1. Fiduciary responsibilities
  - 2. Traditional agency duties (COALD)
  - 3. Powers of attorney and other delegation of authority
- C. Creation of agency and non-agency agreements; disclosure of conflict of interest
  - 1. Agency and agency agreements
    - a) Key elements of different types of listing contracts
    - b) Key elements of buyer brokerage/tenant representation contracts
  - 2. Disclosure when acting as principal or other conflict of interest
- D. Responsibilities of agent to customers and third parties, including disclosure, honesty, integrity, accounting for money
- E. Termination of agency
  - 1. Expiration
  - 2. Completion/performance
  - 3. Termination by force of law
  - 4. Destruction of property/death of principal
  - 5. Mutual agreement

**VI. Property disclosures (Broker 7%)**

- A. Property condition
  - 1. Property condition that may warrant inspections and surveys
  - 2. Proposed uses or changes in uses that should trigger inquiry about public or private land use controls
- B. Environmental issues requiring disclosure
- C. Government disclosure requirements (LEAD)
- D. Material facts and defect disclosure

**VII. Contracts (Broker 18%)**

- A. General knowledge of contract law
  - 1. Requirements for validity
  - 2. Factors affecting enforceability of contracts
  - 3. Void, voidable, unenforceable contracts
  - 4. Rights and obligations of parties to a contract
  - 5. Executory and executed contracts
  - 6. Notice, delivery and acceptance of contracts
  - 7. Breach of contract and remedies for breach
  - 8. Termination, rescission and cancellation of contracts
  - 9. Electronic signature and paperless transactions
  - 10. Bilateral vs. unilateral contracts (option agreements)

- B. Contract Clauses, including amendments and addenda
- C. Offers/purchase agreements
  - 1. General requirements
  - 2. When offer becomes binding
  - 3. Contingencies
  - 4. Time is of the essence
- D. Counteroffers/multiple offers
  - 1. Counteroffers
  - 2. Multiple offers

**VIII. Leasing and Property Management (Broker 5%)**

- A. Basic concepts/duties of property management
- B. Lease Agreements
  - 1. Types of leases, e.g., percentage, gross, net, ground
  - 2. Key elements and provisions of lease agreements
- C. Landlord and tenant rights and obligations
- D. Property manager's fiduciary responsibilities
- E. ADA and Fair Housing compliance in property management
- F. Setting rents and lease rates

**IX. Transfer of Title (Broker 7%)**

- A. Title Insurance
  - 1. What is insured against
  - 2. Title searches, title abstracts, chain of title
  - 3. Marketable vs insurable title
  - 4. Potential title problems and resolution
  - 5. Cloud on title, suit to quiet title
- B. Deeds
  - 1. Purpose of deed, when title passes
  - 2. Types of deeds and when used
  - 3. Essential elements of deeds
  - 4. Importance of recording
- C. Escrow or closing; tax aspects of transferring title to real property
  - 1. Responsibilities of escrow agent
  - 2. Prorated items
  - 3. Closing statements/TRID disclosures
  - 4. Estimating closing costs
  - 5. Property and income taxes
- D. Special processes
  - 1. Foreclosure
  - 2. Short sale
- E. Warranties
  - 1. Purpose of home or construction warranty programs
  - 2. Scope of home or construction warranty programs

**X. Practice of real estate (Broker 14%)**

- A. Trust/escrow accounts
  - 1. Purpose and definition of trust accounts, including monies held in trust accounts
  - 2. Responsibility for trust monies, including commingling/conversion
- B. Federal fair housing laws and the ADA
  - 1. Protected classes
  - 2. Prohibited conduct (red-lining, blockbusting, steering)
  - 3. Americans with Disabilities (ADA)

- 4. Exemptions
  - C. Advertising and technology
    - 1. Advertising practices
      - a) Truth in advertising
      - b) Fair housing issues in advertising
    - 2. Use of technology
      - a) Requirements for confidential information
      - b) Do-Not-Call List
  - D. Licensee and responsibilities
    - 1. Employee
    - 2. Independent Contractor
    - 3. Due diligence for real estate transactions
    - 4. Supervisory responsibilities
      - a) Licensees
      - b) Unlicensed personnel
  - E. Antitrust laws
    - 1. Antitrust laws and purpose
    - 2. Antitrust violations in real estate
- XI. Real estate calculations (Broker 8%)**
- A. Basic math concepts
    - 1. Loan-to-value ratios
    - 2. Discount points
    - 3. Equity
    - 4. Down payment/amount to be financed
  - B. Calculations for transactions
    - 1. Property tax calculations
    - 2. Prorations
    - 3. Commission and commission splits
    - 4. Seller's proceeds of sale
    - 5. Buyer funds needed at closing
    - 6. Transfer fee/conveyance tax/revenue stamps
    - 7. PITI (Principal, Interest, Taxes and Insurance) payments
  - C. Calculations for valuation, rate of return
    - 1. Net operating income
    - 2. Depreciation
    - 3. Capitalization rate
    - 4. Gross Rent and gross income multipliers

- 1. Post-licensing education
  - 2. Renewals
  - 3. Transfers/changes
    - a. Agents changing brokers
    - b. Broker termination of agent
  - 4. Continuing education
    - a. Managing Broker
    - b. Broker
  - 5. Active/inactive status, Assigned/unassigned status
- III. Statutory & Regulatory Requirements (12 Items)**
- A. Advertising
  - B. Commissions and other compensations
  - C. Listing agreements and offers to purchase
  - D. Earnest Money and Trust Accounts
  - E. Appraisal
  - F. Seller's Residential Real Estate Sales Disclosure
  - G. Psychologically Affected Properties
- IV. Statutes & Rules Governing Licensees (17 Items)**
- A. Real estate agency relationships
    - 1. Definitions
    - 2. Agency and disclosures
    - 3. Written office policies on agency
  - B. Licensee conduct
    - 1. Unfair inducements
    - 2. Incompetent practices
    - 3. Disclosures and other issues
- V. Real Estate Office Procedures (7 Items)**
- A. Documents and records
  - B. Handling of monies
  - C. Place of business
  - D. Branch offices
  - E. Unlicensed assistants
  - F. Closing procedures
  - G. Managing Broker/broker relationship
    - 1. General supervision
    - 2. Employment and commissions issues
  - H. Broker Company/Broker Company relationship

## STATE PORTION CONTENT OUTLINE FOR BROKERS

- I. The Indiana Real Estate Commission (5 Items)**
  - A. General powers and duties
  - B. Examination of records
  - C. Investigations, hearings, and appeals
  - D. Disciplinary sanctions
    - 1. Cease and Desist orders
    - 2. License suspension/revocation
    - 3. Other sanctions and civil penalties
    - 4. Consumer restitution/Recovery Fund
- II. Licensing (9 Items)**
  - A. Activities requiring a license
  - B. Exemptions and waivers
  - C. Types of licenses
    - 1. Individual
    - 2. Organizational
    - 3. Resident/Nonresident
    - 4. Other
  - D. License maintenance

## GENERAL PORTION CONTENT OUTLINE FOR INSTRUCTOR

- I. OWNERSHIP OF REAL ESTATE (27 Items)**
  - A. Concepts of property
  - B. Concepts of estates in property
  - C. How title is held
  - D. Forms of ownership
  - E. Forms of ownership by business entities
  - F. Restrictions and encumbrances
  - G. Transferring ownership
  - H. Land use controls
- II. REAL ESTATE BROKERAGE AND LAW OF AGENCY (10 Items)**
  - A. Concepts of agency
  - B. Duties of agent to principal
  - C. Duties of agent to others
  - D. Principal's responsibilities
  - E. Federal Fair Housing and ADA laws



### III. REAL ESTATE CONTRACTS (13 Items)

- A. Reality of consent
- B. Listing contract essentials
- C. Offer to purchase / contract for sales
- D. Options

### IV. PROPERTY MANAGEMENT (6 Items)

- A. Types of leases
- B. Rental payments
- C. Duties of a property manager

### V. CLOSING THE TRANSACTION (4 Items)

- A. Closing documents
- B. RESPA

### VI. FEDERAL TAXATION AND INVESTMENT IN REAL ESTATE (8 Items)

- A. Deductions for homeowners
- B. Tax on sale of personal residence
- C. Income and expense consideration in investment real estate
- D. Computing tax on the sale of investment real estate
- E. Security laws
- F. Investment analysis

### VII. REAL ESTATE FINANCE (16 Items)

- A. Mortgage concepts
- B. Role of the federal government in finance
- C. The secondary mortgage market
- D. Sources of money for the borrower
- E. Types of loan programs
- F. Loan underwriting concepts
- G. Consumer legislation
- H. Mathematical calculations

### VIII. VALUATION AND APPRAISAL (16 Items)

- A. Kinds of value
- B. Forces that influence value
- C. Basic economic principles influencing value
- D. Understanding the appraisal process
- E. Approaches to estimating value

## STATE PORTION CONTENT OUTLINE FOR INSTRUCTOR

### I. The Indiana Real Estate Commission (5 Items)

- A. General powers and duties
- B. Examination of records
- C. Investigations, hearings, and appeals
- D. Disciplinary sanctions
  - 1. Cease and Desist orders
  - 2. License suspension/revocation
  - 3. Other sanctions and sanctionable conduct, civil penalties
  - 4. Consumer restitution

### II. Licensing (9 Items)

- A. Activities requiring a license
- B. Exemptions and waivers
- C. Eligibility for licensure
- D. Types of licenses
  - 1. Individual
  - 2. Organizational
  - 3. Resident/Nonresident
  - 4. Other
- E. License maintenance

- 1. Post-licensing education
- 2. Renewals
- 3. Transfers/changes
  - a) Agents changing brokers
  - b) Broker termination of agent
- 4. Continuing education
  - a) Managing
  - b) Broker
- 5. Active/inactive status, Assigned unassigned status
- F. Other Indiana Real Estate Licensing laws and rules

### III. Statutory & Regulatory Requirements (12 Items)

- A. Advertising
- B. Commissions and other compensations
- C. Listing agreements and offers to purchase
- D. Recovery Fund
- E. Appraisal
- F. Seller's Residential Real Estate Sales Disclosure
- G. Psychologically Affected Properties

### IV. Statutes & Rules Governing Licensees (17 Items)

- A. Real estate agency relationships
  - 1. Definitions
  - 2. Agency and disclosures
  - 3. Other
- A. Licensee conduct
  - 1. Unfair inducements
  - 2. Incompetent practices
  - 3. Managing Broker/broker relationship
    - a) General supervision
    - b) Employment and commissions issues
  - 4. Broker Company/Broker Company relationship
  - 5. Disclosures and other issues

### V. Real Estate Office Procedures (7 Items)

- A. Documents and records
- B. Handling of monies
- C. Place of business
- D. Branch offices
- E. Unlicensed assistants
- F. Closing procedures

## SAMPLE QUESTIONS

The following questions are offered as examples of the types of questions you will be asked during the course of the National real estate broker and instructor examination. They are intended primarily to familiarize you with the style and format of questions you can expect to find in the examinations. The examples do NOT represent the full range of content or difficulty levels found in the actual examinations.

### SAMPLE BROKER AND INSTRUCTOR QUESTIONS (SCENARIO-BASED)

#### Scenario:

You are hosting an open house. Mr. and Mrs. Charles Martin come into the house. You greet them and show them the house. The Martins tell you the house is exactly what they are looking for and they are very interested in purchasing it. You then give them information showing the various types of

financing available with down payment options and projected payments.

Mr. Martin tells you they have been working with Mary Hempstead of XX Realty, a competing real estate company. Before leaving, you thank them for coming and give them your business card.

- A. The first thing on Monday morning, Mrs. Martin calls and indicates they have tried to reach Mary and cannot. They indicate they have a written buyer's agent agreement with Mary's broker. They are afraid someone else is going to buy the house. Which of the following should you do? Select the best answer.
1. Seek advice from your supervising broker.
  2. Tell them to come to your office.
  3. Ask them to bring the buyer's agency agreement to you for your interpretation.
  4. Tell them to be patient and continue trying to reach Mary.
  5. Tell them to call Mary's supervising broker or branch manager.
  6. Tell them you are really sorry, but there is nothing you can do.
- B. The Martins come to your office and explain that neither Mary nor her supervising broker are available. They insist you immediately write an offer for the house. How should you proceed? Select the best answer.
1. Write the offer after entering into a buyer's broker agreement with them.
  2. Write the offer after explaining they may owe Mary's broker a commission.
  3. Write the offer after trying to contact Mary's broker yourself.
  4. Refuse to write an offer and explain that doing so would be unethical.
  5. Refuse to write and offer since it would be illegal.
  6. Refuse to write the offer and tell the Martins to contact another Salesperson in Mary's office.

**Answers (Points) to Sample Broker Questions:**

- A. 1 (2 points), 2 (1 point), 3 (0 point), 4 (0 point), 5 (1 point) , 6 (0 point);
- B. 1 (1 point), 2 (2 points), 3 (1 point), 4 (0 point), 5 (0 point) , 6 (0 point);

PSI Services LLC  
3210 E Tropicana  
Las Vegas, NV 89121