



How to Study for the Real Estate Test

Congratulations on finishing your real estate course! Now it's time to prepare to pass the licensing test. Creating your study plan - and sticking to it - is one of the most important parts of your preparation.

We recommend that you spend between 20-40 hours studying for the exam. This might sound like a lot, but the licensing exam is surprisingly difficult. The test questions can be very tricky, and you need to know the course material cold to answer them.

So how will you structure your time? What materials will you use? And how will you study? Ultimately it's up to you, but this guide lays the plan that we recommend. When in doubt, follow this plan, and you'll pass the exam.

But Do I Really Have To Study?

Yes.

How do we know this? We track the pass rates of our students using internal surveys and state provided statistics. Here's what the pass rate statistics for first time test takers show as of writing:

Student Segment	Pass Rate
Massachusetts (Statewide, all students)	48%
Freedom Trail Realty School, Inc (All students)	62%
Freedom Trail Realty School, Inc (Students that studied our study guide and practice tests)	91%
Freedom Trail Realty School, Inc (Students that studied our study guide and scored > 85% on 6+ practice tests)	99%

These numbers show that studying makes a *huge* difference. Statewide only 48% of students pass the license test, but 99% of our students that use our study materials as directed, pass. Intuitively, this makes sense. After all, did you pass the driver's license test without practice and study? Probably not! The same will be true for the real estate license test: if you don't study, you won't pass.

As a company, we are dedicated to your success, and these numbers show the potential for our students when they utilize all of our study resources. Please make use of them!

Hopefully all of this convinces you of the importance of studying for the licensing exam. But studying alone isn't sufficient; you need to study effectively for it to be worthwhile. That's what we'll be discussing for the rest of this guide.

Study Materials

What will you be using to study? You'll use the following:

- **The course study guide.** This is available for download from your class dashboard. It covers everything you need to know to pass the test in about 80 pages, plus vocabulary terms, math equations, and practice tests in the back. Most real estate licensing textbooks are 400+ pages of material, which we think is overwhelming for students trying to study for the test. That's why we've created this condensed study guide for our course.
- **Class whiteboard notes.** You can download these for each class from your class archives, and from the on demand classes. They're an excellent supplement to your study guide.
- **Archived class recordings.** Did something not quite click the first time around? You can go back to your class archives and review it any time.
- **3x5 notecards or [Quizlet](#).** These will be used for flashcards. It might sound like a lot of work, but making flashcards helps a ton with retention and memorization.
- **A notebook or word processor.** These will be used to make a study outline. It will help you a ton when it's time to study for the exam.
- **Exam Cram and Practice Questions.** These are available on our site. We're going to use them to measure how well you know the material after you study the study guide and your flashcards.

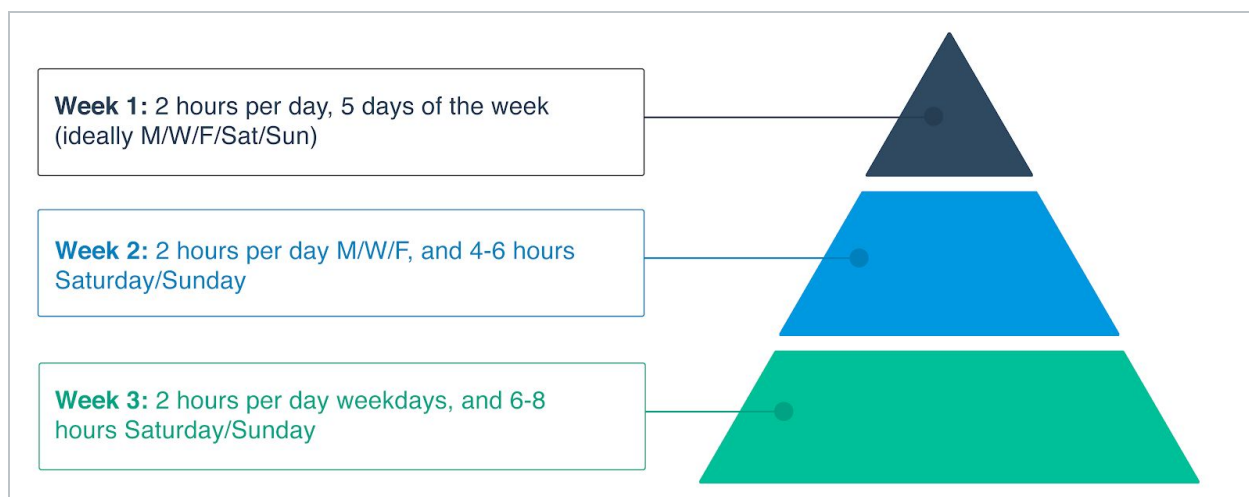
Your Study Schedule

Once you've organized all of your materials, it's time to start studying. Since you have to wait for your application to be approved before you can take the test, you should use that time to study, and PSI's ~4 week test application turnaround gives you a good timeline to structure your studying.

Structure your weeks as follows, using this checklist:

Week 1

- ☐ Submit your test application paperwork to PSI.
 - Not sure how to do this? We have you covered with live and on demand classes about the test application process. Be sure to check them out!
- ☐ Gather the study materials listed above.
- ☐ Print out the course study guide.
 - If you don't have a printer, you can have the study guide printed and bound at Staples or FedEx for a few dollars, or print it out at your local library.
- ☐ Make a study schedule for the next 3 weeks following the diagram below.
 - If you find yourself needing more time, add it to your schedule! The times below are just a baseline.
 - Avoid taking more than 1 day off between study days.
 - You should block off weekends for the last 2 weeks before the exam.



*Your study schedule should follow this breakdown.
You'll be spending more time studying the closer you get to your test date.*

- ☐ Read the study guide, cover to cover.
- ☐ Make flashcards for all of the vocabulary terms in the back of the study guide.
- ☐ Take an exam cram practice test. Note your score.
- ☐ (Optional) Attend a live office hours class, and ask questions about anything you'd like help with.

Week 2

- ☐ Study your flashcards.
- ☐ Reread the study guide, cover to cover.

- ❑ Make an outline of everything covered in the course using the study guide, your class notes, and the class slides, in your own words using bullet points. Print out your outline once you're done. You will be using it to study for the next two weeks.
 - Why do we suggest making an outline in your own words? Because it accomplishes three things:
 1. It helps to expose any topics that you need to review. If you can't summarize something in your own words, you don't understand it, and need to go back and review your archived class recordings or attend a live office hours class to ask questions.
 2. It helps to solidify the material in your mind. Writing everything out really helps with memorization, and forces you to actively process what you're reading instead of skimming the page.
 3. It gives you a study tool that's just for you. Everything will be easier to memorize because it's in your own words, and you can add more or less detail to those sections you feel more or less confident on to customize the study guide to your needs.
 - When you're done, you should have something that looks like this for each chapter of the study guide:

Property Rights

- Property = anything you can own
- Two kinds of property:
 - Real = land and anything with it
 - aka: realty, real estate, real property, fixtures
 - Personal = not attached to land
 - aka: personalty, personal property, chattel
- Real property
 - Transferred with a deed
 - Deed = receipt for real estate
 - Bundle of rights = everything you can do with the property
 - Control = limit use of the property
 - Enjoyment = use the property any legal way
 - Exclusion = keep others out of the property
 - Etc.

An example study outline.

- Your outline will be your primary study tool going forward. Your goal is to know it by heart before test day. Don't leave anything out of it!
- ❑ Study your outline.
- ❑ Take an exam cram practice test. Note your score, and those topics that you did poorly on. Review any topics that are giving you trouble.
- ❑ (Optional) Attend a live office hours class, and ask questions about anything you'd like help with.

Week 3

- ☐ Study your outline.
- ☐ Study your flash cards.
- ☐ Re-read the study guide to make sure that you haven't missed anything.
- ☐ Take 6 exam cram practice tests. Note your scores, and those topics you did poorly on. Review those topics that are still giving you trouble.
 - Aim to score above an 85% on both sections of all 6 practice tests. If you can't score above an 85% on both sections of 6 practice tests, consider pushing back your license test date. Pushing back your test date is better than paying for the test twice!
- ☐ (Optional) Take the official PSI practice test, available here: <https://psionlinestore.com/real-estate-salesperson-practice-test/>
- ☐ (Optional) Attend a live office hours class, and ask questions about anything you'd like help with.

Week 4+

- ☐ Until you receive your approval, continue studying using the schedule for week 3.
 - If you haven't heard back from PSI after 4 weeks, give them a call at 1-855-340-3704 to check on the status of your application.
- ☐ Receive approval from PSI to schedule your license test.
- ☐ Schedule your test date.
- ☐ Pass the license test. 🎉

Study Tips

While you're studying, keep these tips in mind:

- Have a quiet place to study.
 - Make sure you are away from distractions like T.V.s, radios, and people who love to visit. We would suggest a library or home office.
 - Put your cell phone on do not disturb, and set it aside while you're studying to avoid getting distracted.
 - If you're using a computer to study, use a productivity tool like [Freedom](#) (no affiliation!) to help yourself focus.
- As you study, have a pen and paper nearby to make notes.
- Write down questions you have as you read the study guide.
 - Using those questions, you can have someone quiz you to see how your memory has improved as you study.
- If you type your study outline, print it when you're done. It's easier to focus on printed materials.
- When you're using flashcards:

- Try to relate the vocabulary terms to something you already know whenever possible.
- If you can, mix pictures and words.
- Use mnemonic devices to create stronger connections.
- Only put one idea, fact or word per card.
- Read your questions and answers out loud.
- Mix them up and study in new orders.
- Color code different topics and key ideas.
- You should alternate between studying and taking practice tests. Do not take all of the practice tests in a row. Instead, study for a few hours, take a practice exam, note your score and topic performance, and repeat.
 - Your scores should go up over time. If they aren't, spend more time studying between practice tests, or try rewatching any class topics that you're struggling with.
 - You should be consistently scoring above an 85% on the practice tests before you take the real thing.
- If you're not sure that you know a topic well enough, try teaching it to someone else. This trick is highly effective. Essentially, you summarize what you have learned or teach someone else. If they don't understand it or can't summarize what you said back, you need to become more familiar with the information.

Wrapup

If you follow this plan, you should be prepared to pass on test day. If you have any questions along the way or need help while you're studying, please don't hesitate to drop us a note at support@freedomtrailrealtygroup.com, or join a live office hours class. Happy studying, and good luck on test day!