

District of Columbia State Law Content Outline for Sales and Broker Examinations

Effective December 1, 2010

Salesperson: 30 scored items, 7-10 pretest items

Broker: 40 scored items, 7-10 pretest items

The pretest items are not identified and will not affect a candidate's score in any way.

I. DUTIES AND POWERS OF THE REAL ESTATE COMMISSION (25% SALES, 20% BROKER)

- A. General powers
- B. Investigations, hearings, and appeals
- C. Sanctions
- D. Fines
- E. Suspension and revocation
- F. Guaranty and Education Fund administration

II. LICENSING REQUIREMENTS (25% SALES, 20% BROKER)

- A. Activities requiring a license
- B. Eligibility for licensing
- C. Continuing education
- D. Change in license
- E. Types of licenses
- F. Renewal/reinstatement

III. STATUTORY REQUIREMENTS GOVERNING THE ACTIVITIES OF LICENSEES (50% SALES, 40% BROKER)

- A. Advertising
- B. Broker/salesperson relationship
- C. Commissions
- D. Disclosure/conflict of interest
- E. Handling of documents
- F. Handling of monies
- G. Fair housing
- H. Tenant's right to purchase
- I. Agency
- J. Property disclosures

IV. RESPONSIBILITIES SPECIFIC TO BROKERAGE PRACTICE (20% BROKER)

- A. Examination of records
- B. License renewal
- C. Corporations
- D. Place of business
- E. Recordkeeping
- F. Handling funds
- G. Supervision of licensees