
PSI 10

PRACTICE OF REAL ESTATE

STUDY GUIDE

(Salesperson 13%, Broker 14%)

INTRODUCTION

Practice of Real Estate

TRUST/ESCROW AGREEMENTS

TRUST/ESCROW AGREEMENTS

Trust/Escrow Agreements - overview

TRUST/ESCROW AGREEMENTS

Purpose and definition of trust accounts,
including monies held in trust accounts

TRUST/ESCROW AGREEMENTS

Responsibility for trust monies, including
commingling/conversion (BROKER ONLY)

FEDERAL FAIR HOUSING LAWS AND THE ADA

FEDERAL FAIR HOUSING LAWS AND THE ADA

Federal Fair Housing Laws and the ADA - overview

FEDERAL FAIR HOUSING LAWS AND THE ADA

Protected classes

FEDERAL FAIR HOUSING LAWS AND THE ADA

Prohibited conduct - overview

FEDERAL FAIR HOUSING LAWS AND THE ADA

Red-lining

FEDERAL FAIR HOUSING LAWS AND THE ADA

Blockbusting

FEDERAL FAIR HOUSING LAWS AND THE ADA

Steering

FEDERAL FAIR HOUSING LAWS AND THE ADA

Americans with Disabilities (ADA)

FEDERAL FAIR HOUSING LAWS AND THE ADA

Exemptions

ADVERTISING AND TECHNOLOGY

ADVERTISING AND TECHNOLOGY

Advertising and technology - overview

ADVERTISING AND TECHNOLOGY

Advertising practices

ADVERTISING AND TECHNOLOGY - ADVERTISING PRACTICES

☐ Truth in advertising agreements

ADVERTISING AND TECHNOLOGY - ADVERTISING PRACTICES

☐ Disclosure of conflict of interest

ADVERTISING AND TECHNOLOGY - ADVERTISING PRACTICES

☐ Fair housing issues in advertising

USE OF TECHNOLOGY

Use of Technology - overview

USE OF TECHNOLOGY

Requirements for confidential information

USE OF TECHNOLOGY

Do-Not-Call List

LICENSEE AND RESPONSIBILITIES

LICENSEE AND RESPONSIBILITIES

Licensee and Responsibilities - overview

LICENSEE AND RESPONSIBILITIES

Employee

LICENSEE AND RESPONSIBILITIES

Independent Contractor

LICENSEE AND RESPONSIBILITIES

Due diligence for real estate transactions

LICENSEE AND RESPONSIBILITIES

Supervisory responsibilities (BROKER ONLY)

LICENSEE AND RESPONSIBILITIES - SUPERVISORY RESPONSIBILITIES

Licensees

LICENSEE AND RESPONSIBILITIES - SUPERVISORY RESPONSIBILITIES

Unlicensed personnel

ANTITRUST LAWS

ANTITRUST LAWS

Antitrust Laws - overview

ANTITRUST LAWS

Antitrust Laws and purpose - overview

ANTITRUST LAWS

Antitrust violations in real estate
