

Illinois State Law Exam Cheat Sheet

A decision-first review of licensing, sponsorship, agency, agreements, disclosures, advertising, money, and discipline

Current source	PSI Illinois Real Estate Candidate Information Bulletin, published June 24, 2026
Facts reviewed	August 1, 2026
Use	Broker examination study planning. The current PSI bulletin controls if it changes.

How to use this sheet

Cover the right column and explain why each rule matters. On the exam, identify the actor, relationship, timing, required writing, and prohibited shortcut before choosing an answer.

High-value licensing clocks

Rule	Current broker checkpoint	Exam trap
Minimum age	18	Confusing broker with managing broker age 20
Pre-license education	75 hours: 60 topics + 15 interactive applied work	Treating recorded self-study as the interactive block
Education validity	2 years after completion	Using an old transcript without checking the date
Exam attempts	Up to 4 before repeating the 75 hours	Counting only failed portions instead of attempts
After passing	Apply and meet requirements within 1 year	Assuming a score never expires
Active practice	Wait for valid registered sponsorship	Treating a pass report or brokerage email as authority
First-term education	45 post-license hours, subject to the 180-day timing rule	Taking ordinary 12-hour CE instead
Later-term CE	12 hours: 6 core + 6 elective	Using the former 4-hour core transition as a permanent rule

Sponsorship, agency, and agreements

Question	Illinois decision rule
Who can a sponsored broker work for?	Only the one registered sponsoring broker for licensed activity.
Who pays the sponsored broker?	Licensed-activity compensation generally comes through the sponsoring broker.
What is designated agency?	The sponsoring broker designates one or more licensees to act for a client; other sponsored licensees are not automatically the client's agents.
When is dual agency allowed?	Only with the informed written consent of all clients as required by the Act.
Do ministerial acts create agency?	No. Performing permitted administrative or factual tasks alone does not create an agency relationship.
When does a seller agreement need to be written?	Before marketing or listing the property for sale or lease.
When does a buyer or tenant agreement need to be written?	Before, or as soon as reasonably practical after, licensed assistance intended to help buy or lease begins.
Can an exclusive agreement waive minimum services?	No. Missing or waived minimum-service language can make the agreement non-exclusive under the current rule.

Agency answer sequence

1	Identify the consumer and the sponsoring brokerage.
2	Ask whether a brokerage relationship exists and who the client is.
3	Identify the designated agent, customer, or possible dual-agency conflict.
4	Find the required disclosure, notice, agreement, consent, and timing.
5	Preserve confidentiality and route any compensation correctly.

Disclosures, advertising, money, and discipline

Area	Fast rule	Do not infer
Material facts	A licensee cannot conceal known material facts and must follow statutory duties.	That a broker must diagnose defects or exceed expertise.
Seller disclosure report	The seller's statutory form and exemptions are separate from a licensee's own duties.	That an exempt seller erases every broker disclosure duty.
Licensee ownership interest	Disclose direct or indirect license status and interest in writing before initiating the transaction when the rule applies.	That acting through an entity hides the interest.
Environmental issues	Spot lead, radon, mine subsidence, underground tanks, and landlord flooding rules, then apply the correct statute and property scope.	That one disclosure form covers every property.
Advertising	Use accurate advertising with the sponsoring broker's complete business name or required direct link.	That a team or personal brand can replace the sponsor.
Funds of others	Follow written authority, special-account, deposit, disbursement, and record rules.	That a licensee can resolve a dispute by choosing a side.
Unlicensed assistants	They may perform permitted administrative tasks, not licensed negotiation, showing, or advice.	That supervision turns licensed activity into an unlicensed task.
Discipline	Application fraud, unlicensed practice, misrepresentation, mishandled funds, rule violations, and many other grounds can trigger action.	That no consumer loss means no violation.

Four state-portion buckets

License Act 40% | Additional Illinois laws 25% | Disclosures 25% | Licensing requirements 10%

Primary sources

225 ILCS 454, Illinois Real Estate License Act of 2000: <https://www.ilga.gov/legislation/ILCS/details?ActID=1364>

68 Ill. Adm. Code Part 1450: <https://www.ilga.gov/agencies/JCAR/EntirePart?titlepart=06801450>

PSI Illinois Real Estate Candidate Information Bulletin, June 24, 2026: <https://test-takers.psiexams.com/api/content/bulletin/6251>

This is an exam review aid, not legal advice. Read the current statute, rule, question facts, and official instructions.