Texas real estate exam cram sheet

Sales agent edition · Print both sides of one US Letter sheet. Use it before test day.

National portion

80 scored questions · Pass with 56 correct · 150 minutes

Cover the last column and explain each rule aloud. The counts tell you how many scored questions come from each area, not how often an example will appear.

EXAM AREA	SCORED	WHAT CHANGES THE ANSWER?
Contracts and agency	16	A seller changes the price before signing an offer. That is a counteroffer. The buyer still has to accept the new terms.
Property and land use	11	Zoning is a public restriction. A recorded deed restriction is private. If both apply, meeting one does not excuse violating the other.
Value and appraisal	11	An appraiser adjusts the comparable sale, not the subject. If the comparable has an extra garage bay buyers value, adjust its price down.
Real estate practice	10	Two competing brokers agree on a minimum fee. That is price fixing. Brokers must set their fees independently.
Ownership, deeds and title	9	Title is the ownership interest. A deed conveys that interest. Recording gives public notice; it does not cure a defective deed.
Disclosures and hazards	9	For most pre-1978 housing, the seller must disclose known lead hazards before the buyer is bound. Disclosure is not a promise that the home is lead-free.
Financing and settlement	7	The promissory note is the promise to repay. The mortgage or deed of trust gives the lender a security interest in the property.
Real estate math	7	One acre is 43,560 square feet; one mile is 5,280 feet. For prorations, use the day count and closing-day instructions in the question.

Try it without notes: which number gets multiplied?

A buyer puts 20% down on a $250,000 home. The lender charges two discount points. What do the points cost?

Answer: $4,000. The loan is 80% of $250,000, or $200,000. Two points cost 2% of the loan. If you got $5,000, you used the sale price instead.

Check the sources: Pearson VUE content outlines, #094401 · Pearson VUE candidate handbook, #094400 · EPA lead disclosure rule

TEXAS REAL ESTATE EXAM CRAM SHEET / SIDE 2

Texas State Law portion

40 scored questions · Pass with 28 correct · 90 minutes

The portions are scored separately. A 60/80 on National and a 27/40 on State means you passed National only. Unidentified pretest questions do not count, so answer every question.

EXAM AREA	SCORED	WHAT CHANGES THE ANSWER?
Agency and brokerage	11	Both parties must consent in writing to intermediary. Without appointments, no one in the brokerage may advise either party what price to offer or accept.
Standards of conduct	9	Mixing client money with operating funds is commingling. Spending client money on office rent is conversion, even if the broker plans to replace it.
Contracts and forms	9	Both parties agree to change the closing date after signing: use an amendment. A buyer exercising an existing termination right gives notice instead.
Special topics	5	A spouse inherits a house during marriage. The inherited house is that spouse's separate property. Ask how the asset was acquired, not just when.
Commission duties and powers	3	A licensing complaint goes to TREC. TREC can discipline a license holder; it does not award a buyer damages for breach of contract.
Licensing	3	Passing the exam does not let a sales agent show homes for a fee with an inactive license. The agent needs active status and a sponsoring broker.

Try it without notes: who may advise the buyer?

Both clients signed the intermediary consent. No appointments were made. The buyer asks, “Should I offer $8,000 below list?” Can the broker recommend a price?

Answer: No. Written consent allows intermediary; it does not give the broker permission to favor the buyer. The broker can relay the buyer's offer. Only a separately appointed license holder may advise the party they were appointed to help.

Check the sources: Pearson VUE content outlines, #094401 · TREC intermediary guidance · TREC rules, Chapters 531 and 535 · Texas Family Code, §3.001 · TREC sales agent licensing

Pick the row you found hardest. Try a fresh question on your phone: Get the Pass Texas app (passtexasrealestate.com/download). Prefer a browser? app.passtexasrealestate.com.