TREC SALES AGENT PRACTICE EXAM (SAMPLE)

STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

VISIT US ONLINE FOR THE FULL VERSION STUDY GUIDE

https://trecsalesagent.examzify.com

Copyright © 2026 by Examzify - A Kaluba Technologies Inc. product.

ALL RIGHTS RESERVED.

No part of this book may be reproduced or transferred in any form or by any means, graphic, electronic, or mechanical, including photocopying, recording, web distribution, taping, or by any information storage retrieval system, without the written permission of the author.

Notice: Examzify makes every reasonable effort to obtain accurate, complete, and timely information about this product from reliable sources.

SAMPLE

Table of Contents

Copyright 1

Table of Contents 2

Introduction 3

How to Use This Guide 4

Questions 5

Answers 8

Explanations 10

Next Steps 15

SAMPLE

Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

SAMPLE

How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 – 45 minutes). Review a handful of questions, reflect on the explanations.

3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

SAMPLE

Questions

SAMPLE

1. **In an intermediary transaction, what must occur for a broker to receive a commission from both parties?**

   A. Both parties must verbally agree to the commission

   B. Both parties must be represented by the same agent

   C. Both parties must give written informed consent

   D. Both parties must be represented by different agents

2. **What is required for a broker to act as an intermediary between a buyer and seller?**

   A. Written consent from both the buyer and seller

   B. Verbal agreement from the buyer only

   C. Notification to the Texas Real Estate Commission

   D. Approval from one of the seller's other brokers

3. **What is the typical licensing period for a real estate agent in Texas?**

   A. One year

   B. Two years

   C. Three years

   D. Five years

4. **Who is NOT exempt from the provisions of the Texas Real Estate License Act?**

   A. An individual selling their own property

   B. An onsite apartment manager

   C. A person receiving compensation for procuring buyers or renters

   D. A property owner leasing their own property

5. **Which of the following individuals is exempt from the Texas Real Estate License Act?**

   A. A licensed real estate agent

   B. A public official acting in their official capacity

   C. A sales agent working under a broker

   D. A tenant interested in a rental agreement

SAMPLE

6. What does the "Closing Disclosure Report" outline?

A. The final terms of a mortgage, including costs and fees

B. The estimated home value post-renovation

C. The seller's disclosure of property defects

D. The initial loan application details

7. What does "material fact" refer to in a real estate context?

A. Legal responsibilities of the agent

B. Information influencing a party's decision

C. Market trends affecting property pricing

D. Financing options available to buyers

8. Under the Texas Deceptive Trade Practices Act, a person acquiring goods or services is classified as a?

A. Consumer.

B. Customer.

C. Principal.

D. Client.

9. What role does the Texas Real Estate Commission (TREC) play in the real estate profession?

A. It oversees competition among agents

B. It licenses and regulates real estate professionals

C. It provides financial support to agencies

D. It enforces federal real estate laws

10. What occurs when an application fee is paid and the application is rejected?

A. The application fee is refunded.

B. The application fee is non-refundable.

C. The application fee is credited to first month's rent.

D. The application fee is donated to charity.

SAMPLE

Answers

SAMPLE

1. C
2. A
3. B
4. C
5. B
6. A
7. B
8. A
9. B
10. B

SAMPLE

Explanations

SAMPLE

1. In an intermediary transaction, what must occur for a broker to receive a commission from both parties?

A. Both parties must verbally agree to the commission

B. Both parties must be represented by the same agent

C. Both parties must give written informed consent

D. Both parties must be represented by different agents

In an intermediary transaction, a broker can receive a commission from both parties only when both parties provide written informed consent. This requirement is in place to ensure that all parties involved fully understand the nature of the intermediary relationship, including the broker's role and any potential conflicts of interest. Written consent protects the interests of both buyers and sellers by ensuring that they are aware of and agree to the broker's dual representation. This process is not only a best practice but also a regulatory requirement in many jurisdictions, emphasizing transparency and the need for explicit communication between the broker and the clients. Given this context, the other options do not fulfill the legal and ethical standards necessary for broker compensation in an intermediary situation, where informed consent is paramount to protect the interests of all parties involved.

2. What is required for a broker to act as an intermediary between a buyer and seller?

A. Written consent from both the buyer and seller

B. Verbal agreement from the buyer only

C. Notification to the Texas Real Estate Commission

D. Approval from one of the seller's other brokers

For a broker to act as an intermediary between a buyer and seller, written consent from both parties is essential. This requirement is in place to ensure that all parties involved understand the broker's role and the nature of the intermediary relationship. The written consent serves as a formal agreement that acknowledges the broker's responsibility to facilitate communication and negotiations between the buyer and seller while maintaining impartiality. This consent protects the interests of both the buyer and the seller by clearly outlining the expectations and duties of the broker, thus helping to prevent any potential conflicts of interest. It also helps to ensure compliance with Texas real estate regulations, which mandate that the intermediary relationship be disclosed and agreed upon in writing to promote transparency in the transaction process.

3. What is the typical licensing period for a real estate agent in Texas?

A. One year

B. Two years

C. Three years

D. Five years

In Texas, the typical licensing period for a real estate agent is indeed two years. This means that once a real estate agent obtains their license, it remains valid for a total of 24 months before it must be renewed. During this period, the agent is expected to complete a specific number of continuing education courses to maintain their knowledge of real estate laws, practices, and ethics. This requirement ensures that agents stay current with industry changes and can provide the best service to their clients. The two-year renewal cycle is a standard practice across many states, reflecting the need to ensure that agents remain informed and competent. An understanding of the renewal process and the importance of ongoing education is crucial for any real estate professional in Texas.

SAMPLE

4. Who is NOT exempt from the provisions of the Texas Real Estate License Act?

A. An individual selling their own property

B. An onsite apartment manager

C. A person receiving compensation for procuring buyers or renters

D. A property owner leasing their own property

The correct answer highlights that a person receiving compensation for procuring buyers or renters is indeed not exempt from the Texas Real Estate License Act. This law requires individuals or entities that engage in the business of real estate for others and receive compensation for their services to hold a valid real estate license. This includes those who act as intermediaries, whether directly facilitating sales or rentals, as they are providing a service that falls under the licensing requirements of the Act. In contrast, individuals selling their own property, onsite apartment managers, and property owners leasing their own property typically do not require a real estate license if they are acting in their own interest or managing properties on behalf of their employer. These exemptions are designed to allow individuals to manage their own interests without the added burden of licensing, provided they are not operating in a capacity where they are handling transactions for others in exchange for payment. This clarifies why the other choices present scenarios that are generally exempt from licensing requirements under the Texas Real Estate License Act.

5. Which of the following individuals is exempt from the Texas Real Estate License Act?

A. A licensed real estate agent

B. A public official acting in their official capacity

C. A sales agent working under a broker

D. A tenant interested in a rental agreement

The Texas Real Estate License Act outlines various exemptions to the requirement of obtaining a real estate license, and one significant exemption pertains to public officials. When a public official performs their official duties, they are acting within the scope of their governmental responsibilities and are not required to hold a real estate license for those activities. This exemption is important to ensure that public officials can effectively carry out their roles without the additional burden of licensing laws. In contrast, individuals such as licensed real estate agents and sales agents who are working under a broker are specifically included in the requirements of the Texas Real Estate License Act. They must possess a valid real estate license to engage in the sale, leasing, or management of real property. Similarly, while a tenant may be interested in a rental agreement, this does not automatically exempt them from the licensing requirement for real estate transactions. Thus, the correct answer highlights a recognized exemption within the legal framework governing real estate activities in Texas.

SAMPLE

6. What does the "Closing Disclosure Report" outline?

A. The final terms of a mortgage, including costs and fees

B. The estimated home value post-renovation

C. The seller's disclosure of property defects

D. The initial loan application details

The "Closing Disclosure Report" outlines the final terms of a mortgage, including all associated costs and fees. This critical document is provided to borrowers at least three days before closing, allowing them to review the terms of the loan they are about to finalize. It includes details such as the loan amount, interest rate, monthly payments, and an itemized list of closing costs, which can help the borrower understand the full financial commitment they are making. The report ensures transparency and gives buyers the opportunity to compare the final terms with the estimates they received earlier in the process, typically through the Loan Estimate. This comparison helps ensure that borrowers are fully informed of what they will be responsible for financially as they proceed to close on their property.

7. What does "material fact" refer to in a real estate context?

A. Legal responsibilities of the agent

B. Information influencing a party's decision

C. Market trends affecting property pricing

D. Financing options available to buyers

In a real estate context, "material fact" refers to information that has the potential to significantly influence a party's decision regarding a property transaction. This includes any details that might affect the value of the property or the desirability of the offer, such as the condition of the property, its legal status (e.g., liens or easements), or issues affecting its occupancy or use. Disclosing such facts is crucial because they directly impact the decision-making process; if one party possesses knowledge of a material fact that the other party lacks, it could lead to an unfair negotiating position, and potentially even legal consequences for nondisclosure. Understanding the importance of material facts in real estate transactions underscores the responsibility of agents to fully inform their clients of anything that might affect their interests or decisions. This concept reinforces the trust and transparency necessary in professional real estate practice.

8. Under the Texas Deceptive Trade Practices Act, a person acquiring goods or services is classified as a?

A. Consumer.

B. Customer.

C. Principal.

D. Client.

Under the Texas Deceptive Trade Practices Act (DTPA), the term used to describe an individual or entity that acquires goods or services is "Consumer." This classification is essential because the DTPA is designed to protect consumers from false, misleading, or deceptive business practices. By defining a "Consumer" in this context, the legislation ensures that individuals or entities that purchase goods or services for personal, family, or household use are granted certain rights and protections. This designation helps establish the legal framework within which consumers can seek remedies for deceptive practices, making it a cornerstone of consumer protection law in Texas. The other terms like "Customer," "Principal," and "Client" do not carry the same specific legal implications under the DTPA and thus aren't relevant in the context of defining who is protected by the act.

SAMPLE

9. What role does the Texas Real Estate Commission (TREC) play in the real estate profession?

A. It oversees competition among agents

B. It licenses and regulates real estate professionals

C. It provides financial support to agencies

D. It enforces federal real estate laws

The Texas Real Estate Commission (TREC) is primarily responsible for licensing and regulating real estate professionals in Texas. This encompasses a variety of important functions such as establishing the requirements for obtaining and maintaining a real estate license, overseeing the continuing education of license holders, and enforcing the Real Estate License Act. TREC's regulatory authority ensures that real estate agents adhere to ethical practices and standards, which helps protect consumers in real estate transactions. This central focus on regulation and licensing differentiates TREC from other entities that may have roles in the competitive landscape or financial aspects of real estate. Thus, understanding TREC's core mission enhances the knowledge regarding the governance of the real estate profession in Texas.

10. What occurs when an application fee is paid and the application is rejected?

A. The application fee is refunded.

B. The application fee is non-refundable.

C. The application fee is credited to first month's rent.

D. The application fee is donated to charity.

When an application fee is paid and the application is rejected, the appropriate outcome is that the application fee is non-refundable. This means that the fee is retained by the landlord or property management company regardless of the application's outcome. Application fees are typically used to cover the costs associated with processing the application, such as background checks, credit checks, and administrative expenses. Real estate practices often establish these fees as non-refundable to ensure that applicants are serious and committed to pursuing the rental property. This approach also helps landlords manage the expense of processing multiple applications, as re-evaluating applications can be costly in time and resources. Consequently, even if a candidate does not secure the rental, the applicant fee is retained to compensate for the incurred costs, solidifying the position that this type of fee is generally non-refundable.

SAMPLE

Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

https://trecsalesagent.examzify.com

We wish you the very best on your exam journey. You've got this!

SAMPLE