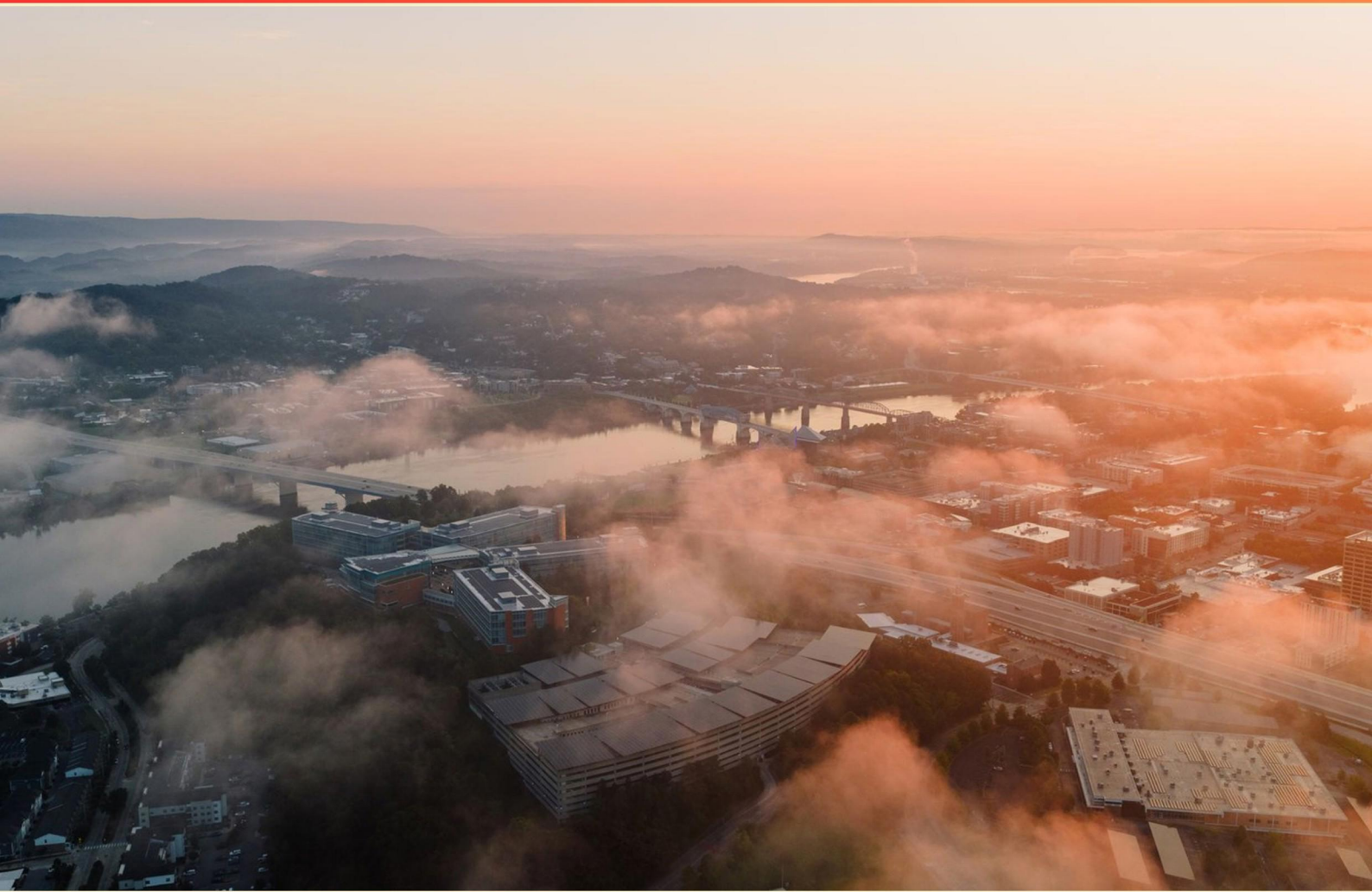


TENNESSEE REAL ESTATE PRACTICE EXAM (SAMPLE)

STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

VISIT US ONLINE FOR
THE FULL VERSION STUDY GUIDE

<https://tennesseerealexam.examzify.com>



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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.

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!

Questions

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- 1. Does the Tennessee Real Estate Commission get involved in commission disputes?**
 - A. Yes, always
 - B. No, never
 - C. Yes, but only for major disputes
 - D. It depends on the dispute
- 2. What does a zoning variance allow a property owner to do?**
 - A. Completely ignore all zoning laws
 - B. Use property in a manner consistent with previous usage
 - C. Utilize property in a way that may not comply with current zoning restrictions
 - D. Convert residential property into commercial property with ease
- 3. How many classroom hours are required to become a Time Share Salesperson?**
 - A. 15 hours
 - B. 30 hours
 - C. 45 hours
 - D. 60 hours
- 4. What type of ownership means two or more people share ownership of a property?**
 - A. Joint ownership
 - B. Concurrent ownership
 - C. Sole ownership
 - D. Fractional ownership
- 5. How is education in recovery account money primarily utilized?**
 - A. Pays for marketing materials
 - B. Pays for real estate manual/paperwork
 - C. Pays for team-building activities
 - D. Pays for accommodation during events

- 6. Which government body is usually responsible for reviewing and approving zoning variances?**
- A. The city council
 - B. The zoning board of appeals
 - C. The local planning department
 - D. The county assessor's office
- 7. How long must a real estate broker maintain transaction records in Tennessee?**
- A. One year
 - B. Three years
 - C. Five years
 - D. Indefinitely
- 8. What is the purpose of the Tennessee Real Estate Commission?**
- A. To provide financial aid to home buyers
 - B. To regulate the practice of real estate in the state
 - C. To oversee property tax assessments
 - D. To enforce zoning laws
- 9. Who administers the real estate license law in Tennessee?**
- A. Board of Real Estate Examiners
 - B. Tennessee Real Estate Commission
 - C. State Department of Licensing
 - D. Tennessee Board of Realtors
- 10. Which entity is typically NOT involved in a mortgage transaction?**
- A. The borrower
 - B. The mortgage company
 - C. The appraiser
 - D. The lender

Answers

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

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Explanations

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1. Does the Tennessee Real Estate Commission get involved in commission disputes?

- A. Yes, always
- B. No, never**
- C. Yes, but only for major disputes
- D. It depends on the dispute

The Tennessee Real Estate Commission (TREC) is primarily a regulatory body responsible for overseeing real estate practices, including licensing agents and brokers, enforcing laws, and ensuring ethical behavior within the industry. However, it does not get involved in individual commission disputes between agents and brokers or between brokers and their clients. Commission disputes are often considered contractual issues between the involved parties based on their agreements. It is the responsibility of the agents and brokers to resolve these matters, typically through negotiation or legal action if necessary. This framework indicates that option B is accurate as it emphasizes TREC's lack of involvement in these disputes. The other options suggest varying levels of involvement, but none reflect the commission's actual policy regarding disputes related to commissions, which consistently maintains a hands-off approach in those areas.

2. What does a zoning variance allow a property owner to do?

- A. Completely ignore all zoning laws
- B. Use property in a manner consistent with previous usage
- C. Utilize property in a way that may not comply with current zoning restrictions**
- D. Convert residential property into commercial property with ease

A zoning variance is a legal exception granted by a local government that allows a property owner to deviate from the set zoning laws or regulations that apply to their property. This is typically sought when the property owner's request is reasonable and when strict compliance with the zoning law would create an unnecessary hardship. The correct answer highlights that a zoning variance permits the utilization of property in a way that may not comply with the current zoning restrictions. For example, if a residentially zoned property owner wishes to open a small business on their property, they may request a variance that allows them to use the land for commercial purposes, even if the zoning laws do not typically permit such use. This ensures that property owners can make use of their land in a manner that may better suit their needs while adhering to the overall planning and zoning objectives of the community. In contrast, completely ignoring all zoning laws would defeat the purpose of zoning regulations, which are designed to ensure orderly development and land use. Similarly, using property in a manner consistent with previous usage does not reflect a variance; instead, it often describes licensed nonconforming uses. Lastly, converting residential property into commercial property would typically require a more significant process than just a variance and may involve rezoning rather than simply obtaining a

3. How many classroom hours are required to become a Time Share Salesperson?

- A. 15 hours
- B. 30 hours**
- C. 45 hours
- D. 60 hours

To become a Time Share Salesperson in Tennessee, the requirement is 30 hours of classroom training. This training program is designed to provide individuals with essential knowledge and skills related to time share sales, including legal aspects, property management, sales techniques, and consumer protection laws. Completing these 30 hours ensures that prospective salespersons are adequately prepared to operate effectively and ethically within the time share market. The focus of this coursework is to align with the state's regulations governing time share transactions and to equip candidates with the expertise necessary to serve clients effectively in this specialized area of real estate. This requirement is an essential step for achieving licensure and ensuring compliance with the legal standards set by the Tennessee real estate authorities.

4. What type of ownership means two or more people share ownership of a property?

- A. Joint ownership
- B. Concurrent ownership**
- C. Sole ownership
- D. Fractional ownership

The term that accurately describes a situation in which two or more people share ownership of a property is concurrent ownership. This concept encompasses various forms of ownership arrangements among multiple parties, including joint tenancy and tenancy in common. In these arrangements, each owner has an undivided interest in the property, meaning they can use and benefit from the property as a whole, regardless of their individual shares. Concurrent ownership is essential in real estate as it allows for shared investments and the benefits of property ownership among multiple individuals. This is particularly useful for families, friends, or business partners looking to co-invest in property. Understanding this concept is vital for navigating various ownership structures in real estate transactions. While other terms like joint ownership or fractional ownership may imply shared interests, they represent more specific forms or scenarios within the broader category of concurrent ownership. Sole ownership, on the other hand, denotes a single individual's exclusive ownership of the property, which does not fit the context of the question.

5. How is education in recovery account money primarily utilized?

- A. Pays for marketing materials
- B. Pays for real estate manual/paperwork**
- C. Pays for team-building activities
- D. Pays for accommodation during events

Education in recovery account money is primarily utilized to pay for real estate manuals and paperwork. This is critical because educational resources such as manuals provide essential information and guidelines that help real estate professionals understand the laws, regulations, and best practices in the industry. This support ensures that real estate agents stay informed and compliant, which is crucial for maintaining high standards of practice within the community. Moreover, when agents have access to up-to-date materials, they can better serve their clients and protect themselves against misunderstandings and legal challenges. By focusing funds on these educational resources, the industry reinforces the importance of continuing education and proficiency among its professionals, thereby enhancing the overall quality of service in Tennessee's real estate market.

6. Which government body is usually responsible for reviewing and approving zoning variances?

- A. The city council
- B. The zoning board of appeals**
- C. The local planning department
- D. The county assessor's office

The zoning board of appeals is typically the government body responsible for reviewing and approving zoning variances. This board is specifically established to handle requests for exceptions to existing zoning regulations when property owners seek to make modifications that are not allowed under current zoning laws. Their role is to evaluate the merits of individual cases, ensuring that the variances granted do not negatively impact the surrounding community or violate public interest. This body operates under specific criteria such as demonstrating that hardship is present, ensuring that the request does not alter the essential character of the neighborhood, and confirming that the variance will not be detrimental to public welfare. By doing so, the zoning board of appeals serves as a check on the zoning laws, allowing for flexibility when justified while still maintaining the intent of the zoning regulations. The other entities mentioned typically have different responsibilities. For example, the city council may be involved in establishing zoning laws but is not exclusively focused on variances. The local planning department handles comprehensive land use planning and may provide recommendations to the zoning board but does not make variance decisions. The county assessor's office is primarily concerned with property assessments for taxation purposes and is not involved in the zoning process.

7. How long must a real estate broker maintain transaction records in Tennessee?

- A. One year
- B. Three years**
- C. Five years
- D. Indefinitely

In Tennessee, real estate brokers are required to maintain transaction records for a minimum of three years. This requirement is in place to ensure that records are available for audit, regulatory compliance, and to provide a reference in case of any disputes or legal issues that may arise after a transaction has closed. The three-year period allows enough time for issues to potentially surface and provides a safeguard for both brokers and their clients. Maintaining such records includes documentation of property transactions, communications, and any pertinent agreements or contracts. While some states may have different requirements, Tennessee's three-year rule strikes a balance between thorough documentation practices and the practical aspects of record-keeping. It is also important to note that certain records might need to be kept longer if they pertain to specific legal matters or if there are ongoing legal disputes, but the general standard for transaction records is the three-year duration. This is why the selected answer reflects the correct understanding of record retention for real estate brokers in Tennessee.

8. What is the purpose of the Tennessee Real Estate Commission?

- A. To provide financial aid to home buyers
- B. To regulate the practice of real estate in the state**
- C. To oversee property tax assessments
- D. To enforce zoning laws

The Tennessee Real Estate Commission plays a vital role in ensuring that the practice of real estate within the state is conducted in a fair, ethical, and legal manner. Its primary purpose is to regulate real estate professionals, which includes licensing real estate agents and brokers, establishing rules and regulations for their conduct, and ensuring compliance with state real estate laws. This oversight helps to protect consumers and maintain the integrity of the real estate market in Tennessee. This regulatory function is crucial because it establishes standards of practice that professionals must adhere to, promoting trust and safety for buyers and sellers in real estate transactions. The commission also investigates complaints, enforces laws, and can impose disciplinary actions against those who violate regulations, further ensuring that real estate practices are in line with the law. While options regarding financial aid for home buyers, property tax assessments, and zoning laws are important aspects of real estate, they fall under different governmental or organizational jurisdictions and do not pertain directly to the commission's regulatory focus.

9. Who administers the real estate license law in Tennessee?

- A. Board of Real Estate Examiners
- B. Tennessee Real Estate Commission**
- C. State Department of Licensing
- D. Tennessee Board of Realtors

The Tennessee Real Estate Commission is the authority responsible for administering the real estate license law in Tennessee. This commission oversees the regulation of real estate professionals within the state, ensuring compliance with laws and ethical standards that govern the practice of real estate. It is tasked with licensing agents, brokers, and other real estate professionals, as well as handling disciplinary matters related to real estate practices. The commission is composed of appointed members, including individuals who have experience in real estate as well as public representatives, which helps ensure a balanced approach to regulation that considers both industry perspectives and consumer protection. This structure is essential for maintaining professional standards and safeguarding the public interest in real estate transactions. In contrast, the other options mentioned do not have the same role. The Board of Real Estate Examiners may deal with the examination process but does not administer the overall licensing law. The State Department of Licensing may oversee various professional licenses but is not specifically focused on real estate law. Similarly, the Tennessee Board of Realtors is a trade organization that supports real estate professionals but does not provide regulatory oversight.

10. Which entity is typically NOT involved in a mortgage transaction?

- A. The borrower
- B. The mortgage company
- C. The appraiser
- D. The lender

In a typical mortgage transaction, the key participants include the borrower, the lender, and the mortgage company, as each plays a crucial role in the process of obtaining and servicing the mortgage. The borrower seeks funds to purchase property, the lender provides the mortgage loan, and the mortgage company may handle the administration of the loan. The appraiser, while important in determining the value of the property being mortgaged, is not a direct participant in the transaction itself. The appraiser performs an independent evaluation to ensure that the property's value aligns with the loan amount, but they do not engage in the contractual obligations or financial exchange that characterize the core elements of a mortgage transaction. Therefore, it is accurate to state that the appraiser is typically not directly involved in the mortgage process when considering the main entities that execute the loan agreement.

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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://tennesseerealexam.examzify.com>

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

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