

TEXAS REAL ESTATE BROKERAGE SALES APPRENTICE EDUCATION (SAE) PRACTICE EXAM (SAMPLE)

STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

VISIT US ONLINE FOR
THE FULL VERSION STUDY GUIDE

<https://texas-salesapprenticeeducation.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.

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

SAMPLE

- 1. What is the primary economic influence on location preference?**
 - A. Accessibility
 - B. Geographic desirability
 - C. Proximity to services
 - D. Economic factors
- 2. Which of the following is NOT included in the fiduciary duties owed by a broker?**
 - A. Disclosure of information affecting the client's decisions
 - B. Loyalty to the client's interests
 - C. Advising clients to take risks
 - D. Fair and honest dealing
- 3. What does 'non-homogeneity' refer to in real estate?**
 - A. Properties of the same type
 - B. Properties that are not identical
 - C. Financially similar properties
 - D. Properties of equal value
- 4. Which designation suggests that a broker has advanced education in real estate?**
 - A. ABR
 - B. CRS
 - C. SRS
 - D. All of the above
- 5. For what purpose must a licensed agent inform others about their license when acting for a relative?**
 - A. To gain credibility
 - B. To maintain transparency
 - C. To avoid legal repercussions
 - D. To secure future transactions

- 6. How frequently is the Texas Real Estate License Act (TRELA) reviewed and updated?**
- A. Every year
 - B. Every two years
 - C. Every five years
 - D. Every three years
- 7. Can a buyer withdraw from a contract if the seller has accepted their offer?**
- A. Yes, with a three-day grace period
 - B. Yes, without any conditions
 - C. No, it depends on the contract terms
 - D. No, they must wait for an option period
- 8. What is the maximum recommended duration for meetings to show respect to participants?**
- A. 30 minutes
 - B. 1 hour
 - C. 2 hours
 - D. 90 minutes
- 9. What is one characteristic of businesses owned by developers and landlords regarding SBA loans?**
- A. They must actively occupy the assets
 - B. They qualify for unlimited funding
 - C. They do not actively use or occupy the assets
 - D. They must retain a certain amount of assets
- 10. What does RESPA primarily aim to eliminate in real estate transactions?**
- A. Property inspections
 - B. Misleading advertising
 - C. Kickbacks
 - D. Unequal pricing

Answers

SAMPLE

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

SAMPLE

Explanations

SAMPLE

1. What is the primary economic influence on location preference?

- A. Accessibility
- B. Geographic desirability
- C. Proximity to services
- D. Economic factors**

The primary economic influence on location preference is rooted in economic factors. This includes elements such as employment opportunities, income levels, and overall economic growth in the area. When individuals or businesses consider a location, they are often drawn to areas where they believe they will have access to jobs, markets, or resources that will enhance their financial stability and success. For instance, a thriving economy attracts more people because it suggests better job prospects and potential for business. This tendency reflects a broader understanding of how economic conditions shape consumer behavior and community development. Economically prosperous areas typically offer more amenities and services, reinforcing the idea that economic incentives are a major driver for individuals when choosing their location. Other options like accessibility, geographic desirability, and proximity to services do play important roles in location preference, but they are often secondary to the underlying economic conditions that make a location viable or attractive in the first place. For example, an area with great accessibility would still be less desirable if it didn't offer economic opportunities, while geographic desirability might not hold much weight in economically depressed regions. Therefore, understanding how economic factors drive location preference aligns closely with real estate principles and market dynamics.

2. Which of the following is NOT included in the fiduciary duties owed by a broker?

- A. Disclosure of information affecting the client's decisions
- B. Loyalty to the client's interests
- C. Advising clients to take risks**
- D. Fair and honest dealing

The answer regarding which choice is not included in the fiduciary duties owed by a broker is correct. Advising clients to take risks does not align with the core principles of fiduciary duty, which focuses on acting in the best interests of the client and providing guidance that safeguards their interests. Fiduciary duties include several essential responsibilities that a broker must uphold to maintain trust and protect their clients. One of these duties is the disclosure of information affecting the client's decisions. Brokers are expected to provide all relevant information that could influence a client's choice, ensuring clients can make informed decisions based on the complete picture. Another key duty is loyalty to the client's interests. This means that brokers must prioritize their client's needs over their own or any third parties. This loyalty ensures that recommendations made by the broker truly reflect what is best for the client, rather than being influenced by conflicts of interest. Additionally, fair and honest dealing is crucial in a broker's fiduciary relationship. Brokers must engage with their clients in a transparent manner, ensuring that their actions are ethical and that clients are treated fairly throughout the transaction process. In contrast, advising clients to take risks is not a fiduciary duty. While clients may want to explore risky ventures, it is not the broker's role to

3. What does 'non-homogeneity' refer to in real estate?

- A. Properties of the same type
- B. Properties that are not identical**
- C. Financially similar properties
- D. Properties of equal value

Non-homogeneity in real estate refers to the concept that properties are unique or distinct and that no two properties are exactly the same. This uniqueness can stem from various factors, including location, design, age, condition, and the specific features or characteristics of each property. Therefore, non-homogeneity highlights the diversity in properties, making it central to real estate appraisal and market value determination. Considering these nuances, appraisers and agents recognize that each property must be evaluated on its own merits rather than assumed to have the same value or desirability as similar properties in the area. This understanding is crucial for effective pricing, marketing, and negotiation in real estate transactions.

4. Which designation suggests that a broker has advanced education in real estate?

- A. ABR
- B. CRS
- C. SRS
- D. All of the above**

The designation indicating that a broker has advanced education in real estate encompasses multiple options, reflecting a commitment to continued learning and professional development within the field. The Accredited Buyer's Representative (ABR) designation, the Council of Residential Specialists (CRS), and the Seller Representative Specialist (SRS) each represent specialized training that enhances a broker's understanding of particular aspects of real estate. Holding these designations signifies that the broker has completed specific educational requirements and has gained knowledge that allows them to serve clients more effectively. Each designation focuses on different facets of real estate transactions: ABR emphasizes buyer representation, CRS centers on residential sales proficiency, and SRS is devoted to seller representation. By achieving any or all of these designations, brokers demonstrate their dedication to mastering the complexities of real estate, positioning themselves as experts in the industry. Thus, the appropriate choice captures the essence of advanced education achieved through various specialized designations, all of which contribute to a broker's professional stature and service capabilities in the real estate market.

5. For what purpose must a licensed agent inform others about their license when acting for a relative?

- A. To gain credibility
- B. To maintain transparency**
- C. To avoid legal repercussions
- D. To secure future transactions

When a licensed agent is acting for a relative, it is crucial to maintain transparency in all professional dealings. This transparency helps ensure that all parties involved are aware of the agent's relationship with the client, which can mitigate any potential conflicts of interest. By informing others about their license, the agent demonstrates honesty and integrity, fostering trust in the transaction process. In the context of real estate, transparency also complies with ethical standards and regulatory requirements. If an agent does not disclose their license status, it could lead to misunderstandings or perceptions of favoritism, which may undermine the professionalism expected in real estate transactions. Thus, maintaining transparency is fundamental to upholding the standards of conduct within the industry.

6. How frequently is the Texas Real Estate License Act (TRELA) reviewed and updated?

- A. Every year
- B. Every two years**
- C. Every five years
- D. Every three years

The Texas Real Estate License Act (TRELA) is reviewed and updated every two years. This biennial review ensures that the regulations governing the real estate industry in Texas remain current and relevant to changing market conditions, legal standards, and industry practices. Regular updates facilitate the incorporation of new laws or amendments that reflect the evolving needs of consumers, real estate professionals, and the overall market. By having this set schedule for review, the Texas Real Estate Commission can respond effectively to issues that arise and implement necessary changes to enhance the integrity and professionalism of the real estate sector. This process is not too frequent, allowing for thorough consideration of any proposed changes while also ensuring that the regulations do not become outdated.

7. Can a buyer withdraw from a contract if the seller has accepted their offer?

- A. Yes, with a three-day grace period
- B. Yes, without any conditions
- C. No, it depends on the contract terms**
- D. No, they must wait for an option period

In real estate transactions, the ability for a buyer to withdraw from a contract after the seller has accepted their offer largely depends on the specific terms outlined in that contract. Once a seller accepts an offer, a legally binding agreement is formed, and both parties are expected to adhere to its conditions. If the contract includes a provision allowing the buyer to back out under certain circumstances—such as a financing contingency or an inspection contingency—the buyer may withdraw based on those agreed-upon terms. If there is no such provision that permits withdrawal at will, then the buyer may not be able to terminate the contract without facing potential legal consequences or forfeiting their earnest money deposit. Thus, understanding the explicit terms of a contract is crucial for both buyers and sellers, as these terms dictate the rights and responsibilities of each party. In situations where there are no stated contingencies or provisions for cancellation, the buyer is generally bound to proceed with the transaction.

8. What is the maximum recommended duration for meetings to show respect to participants?

- A. 30 minutes
- B. 1 hour**
- C. 2 hours
- D. 90 minutes

The recommended maximum duration for meetings to show respect to participants is 1 hour. This guideline is grounded in the understanding that people's attention spans can wane over time, and lengthy meetings may lead to disengagement or reduced productivity. Limiting the duration to one hour helps maintain focus, efficiency, and respect for everyone's time, allowing enough opportunity to discuss key topics without overwhelming attendees. Longer meetings, such as those that extend to 90 minutes or more, can lead to fatigue and decrease the effectiveness of the discussion. Similarly, excessively short meetings might not provide adequate time for comprehensive discussions, which could result in important issues being overlooked. Therefore, a 1-hour time frame strikes a balance, fostering a productive environment while respecting the participants' time and energy.

9. What is one characteristic of businesses owned by developers and landlords regarding SBA loans?

- A. They must actively occupy the assets
- B. They qualify for unlimited funding
- C. They do not actively use or occupy the assets**
- D. They must retain a certain amount of assets

Businesses owned by developers and landlords typically do not actively use or occupy the assets for which they seek financing, particularly in the context of SBA loans. Instead, these businesses often own properties that are leased out to tenants or developed for commercial use. Because these developers and landlords are primarily focused on investment and income generation through leasing, the assets themselves—such as commercial buildings or residential complexes—may not be utilized by the owners, which aligns with the characteristics of their business activities. In the context of SBA loans, lenders often evaluate the way the business uses its assets. Since developers and landlords might not occupy the properties they own, this characteristic is important as it reflects their business model of generating revenue through property management and development rather than through direct occupancy. This distinction helps lenders assess risk and understand the operational nature of the businesses applying for funding. The other options address different aspects of asset ownership and utilization that do not align with the typical operations of developer and landlord businesses. For instance, the requirement to actively occupy assets is more aligned with businesses that provide services directly from a location, not those focused on leasing to tenants. Qualifying for unlimited funding is not generally feasible, as funding limits and loan amounts are determined by various assessments and guidelines. Lastly, while retention of

10. What does RESPA primarily aim to eliminate in real estate transactions?

- A. Property inspections
- B. Misleading advertising
- C. Kickbacks**
- D. Unequal pricing

RESPA, which stands for the Real Estate Settlement Procedures Act, primarily aims to eliminate kickbacks and referral fees that can lead to increased costs for consumers in real estate transactions. The law was enacted to promote transparency and ensure that buyers and sellers receive a fair presentation of the costs associated with purchasing a home. By focusing on eliminating these types of financial incentives, RESPA seeks to reduce instances where referral fees can influence the choices of real estate service providers, ultimately protecting consumers from inflated costs that do not reflect fair market values or genuine service rendered. The other options, while relevant to the broader discussion of real estate practices, do not align with the core purpose of RESPA. Property inspections are important for ensuring the condition of a property but are not the focus of RESPA. Misleading advertising is governed by other regulations aimed at truth in advertising rather than specifically addressed by RESPA. Unequal pricing could fall under the broader umbrella of fair housing laws but does not represent the primary focus of RESPA legislation.

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://texas-salesapprenticeeducation.examzify.com>

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

SAMPLE