

# Texas SAE Real Estate Investment Practice Exam (Sample)

## Study Guide



**Everything you need from our exam experts!**

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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

- 1. What does the permanence of land imply for real estate investments?**
  - A. Land can quickly be destroyed**
  - B. Land can be significantly altered every year**
  - C. Land remains regardless of improvements**
  - D. Land changes ownership often**
- 2. What does a property's cash-on-cash return measure?**
  - A. The total profit from selling a property**
  - B. The annual pre-tax cash flow divided by total cash invested**
  - C. The amount of rent collected each month**
  - D. The market price of similar properties**
- 3. In real estate, what does a property's cap rate indicate?**
  - A. The rate of growth in property value**
  - B. The potential cash flow from an investment**
  - C. The ratio of net operating income to property value**
  - D. The amount of total rental income generated**
- 4. What does the term "highest and best use" refer to regarding a property?**
  - A. The most visually appealing use**
  - B. The use with the most legal permissions**
  - C. The most profitable use that is legal and economically feasible**
  - D. The least expensive use available**
- 5. What is the primary purpose of an inspection in real estate?**
  - A. To increase the property value**
  - B. To ensure all renovations are completed**
  - C. To evaluate the condition of the property and identify any necessary repairs**
  - D. To assist the buyer in negotiating a lower price**

- 6. What is a risk of the buy and hold real estate strategy?**
- A. Difficulty in finding buyers**
  - B. Vacancies and cash flow shortages**
  - C. High renovation costs**
  - D. Slow market sale times**
- 7. What must a new construction project receive before proceeding?**
- A. Approval from local businesses**
  - B. Community vote**
  - C. Environmental review and approval**
  - D. Insurance clearance**
- 8. Which of the following is a way rental income contributes to an investor's profit?**
- A. It always covers all operating expenses**
  - B. It is guaranteed up front**
  - C. It provides additional financial security**
  - D. It may help cover operating expenses**
- 9. What is the primary effect of a decrease in buyer demand?**
- A. Increased prices**
  - B. Lower inventory**
  - C. Cool market conditions**
  - D. High competition**
- 10. Which of the following is a requirement for wholesaling?**
- A. The ability to find property at a deep discount**
  - B. Ownership of the property**
  - C. Advanced renovation skills**
  - D. Long-term investment commitment**



## **Answers**

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

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## **Explanations**

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**1. What does the permanence of land imply for real estate investments?**

- A. Land can quickly be destroyed
- B. Land can be significantly altered every year
- C. Land remains regardless of improvements**
- D. Land changes ownership often

The concept of the permanence of land refers to its enduring nature; once land is created, it exists indefinitely and is not subject to destruction in the same way that structures or improvements can be. This permanence implies that regardless of the physical changes or enhancements that might occur, such as the construction of buildings or other improvements, the underlying land itself will remain. This aspect of land is crucial for real estate investors as it signifies stability and long-term value. Even if the property's structures are modified, replaced, or even demolished, the land itself retains its value and utility. This feature can be an important consideration for an investor when assessing the potential of a property, as it allows for the possibility of redevelopment or diversification of use over time without losing the foundational asset, which is the land. The other options do not accurately capture the essence of land's permanence and its implications for real estate investment.

**2. What does a property's cash-on-cash return measure?**

- A. The total profit from selling a property
- B. The annual pre-tax cash flow divided by total cash invested**
- C. The amount of rent collected each month
- D. The market price of similar properties

A property's cash-on-cash return is a financial metric that calculates the annual pre-tax cash flow generated by an investment property relative to the total cash invested in it. This measurement is critical for investors as it provides insight into the property's profitability and efficiency in generating cash income concerning the capital invested. When calculating cash-on-cash return, the formula used is:  $\text{Cash-on-Cash Return} = (\text{Annual Pre-tax Cash Flow}) / (\text{Total Cash Invested})$ . This allows investors to evaluate how well their cash investment is performing on an annual basis. For example, if an investor puts down \$100,000 on a property and generates \$10,000 in cash flow each year, the cash-on-cash return would be 10%. This metric is particularly useful for comparing different investment opportunities and helps investors make informed decisions regarding their real estate investments. The other options do not accurately define cash-on-cash return. The total profit from selling a property considers capital gains but doesn't measure the operational cash flow relative to the initial investment. The amount of rent collected reflects income but doesn't account for expenses or the investment amount. Lastly, the market price of similar properties is related to valuation and market conditions, not the performance of a specific cash investment.

**3. In real estate, what does a property's cap rate indicate?**

- A. The rate of growth in property value
- B. The potential cash flow from an investment
- C. The ratio of net operating income to property value**
- D. The amount of total rental income generated

The cap rate, or capitalization rate, is a key metric in real estate investment that indicates the relationship between a property's net operating income (NOI) and its current market value. This ratio is calculated by dividing the net operating income by the property's value or purchase price. A higher cap rate suggests that the property generates more income relative to its value, which can indicate a potentially better return on investment. Understanding the cap rate is crucial for investors as it helps in assessing the profitability and risk associated with a particular property. It can also assist in comparing different investment properties, as it provides a standardized way to evaluate income potential relative to property price. By focusing on the net operating income, which accounts for operating expenses but excludes financing costs, investors gain a clearer picture of the property's performance and overall investment appeal.

**4. What does the term "highest and best use" refer to regarding a property?**

- A. The most visually appealing use
- B. The use with the most legal permissions
- C. The most profitable use that is legal and economically feasible**
- D. The least expensive use available

The term "highest and best use" refers to the most profitable use of a property that is both legally permissible and economically feasible. This concept is fundamental in real estate valuation and investment analysis because it helps determine the potential value of a property based on its optimal use. When a property is assessed for its highest and best use, several factors are considered, including location, market demand, and zoning regulations. By focusing on the most profitable legal and feasible use, property investors and appraisers can maximize returns and ensure that resources are allocated effectively. This analysis often leads to strategic decisions about whether to develop, hold, or sell a property, as the determination of highest and best use can significantly influence a property's market value. Other definitions may capture some aspects of property use, but they do not encompass all critical components. For instance, while visual appeal or legal permissions are important, they do not directly address profitability, which is the core focus in determining highest and best use. Therefore, option C accurately captures the essence of this real estate principle.

5. What is the primary purpose of an inspection in real estate?
- A. To increase the property value
  - B. To ensure all renovations are completed
  - C. To evaluate the condition of the property and identify any necessary repairs**
  - D. To assist the buyer in negotiating a lower price

An inspection in real estate primarily aims to evaluate the condition of a property and identify any necessary repairs. This process is essential for providing a thorough assessment of the home's structural integrity, systems, and overall condition. Inspectors check for issues such as water damage, structural problems, safety hazards, and the condition of major appliances and systems like plumbing and electrical. Identifying these issues allows potential buyers to make informed decisions about whether to proceed with the purchase, negotiate repairs, or adjust their offer based on the findings. This evaluation serves as a critical tool in the home buying process, ensuring that buyers understand the property's condition before finalizing their investment. Understanding this aspect underscores the importance of inspections in protecting buyer interests and facilitating smoother transactions in the real estate market.

6. What is a risk of the buy and hold real estate strategy?
- A. Difficulty in finding buyers
  - B. Vacancies and cash flow shortages**
  - C. High renovation costs
  - D. Slow market sale times

The buy and hold real estate strategy involves purchasing properties with the intent of holding them long-term for rental income and potential appreciation in value. One of the significant risks associated with this approach is the possibility of vacancies and cash flow shortages. When a property is vacant, the owner is not generating any rental income, which can lead to financial strain, especially if there are ongoing expenses such as mortgage payments, property taxes, and maintenance costs. If the property remains unoccupied for extended periods, it can result in cash flow deficits, impacting the investor's overall financial stability. Furthermore, even if the property is occupied, fluctuations in rental market demand can affect the ability to consistently attract tenants, leading to gaps in income. This uncertainty can be particularly challenging in economic downturns or less desirable locations, where tenants may be scarce. The other options present risks that, while relevant to real estate investing, are not as inherently tied to the buy and hold strategy's specific vulnerabilities as vacancies and cash flow issues. High renovation costs and slow market sale times relate more to flip strategies or specific property conditions, while difficulty in finding buyers pertains primarily to the selling aspect of real estate, not the holding phase. Therefore, the risk of vacancies and resulting cash flow shortages is a crucial

**7. What must a new construction project receive before proceeding?**

- A. Approval from local businesses**
- B. Community vote**
- C. Environmental review and approval**
- D. Insurance clearance**

For a new construction project to proceed, it is mandatory to undergo an environmental review and receive the necessary approval. This review assesses the potential environmental impacts of the development, ensuring compliance with local, state, and federal regulations designed to protect the environment and public health. Environmental reviews can involve various assessments, including studies on wildlife, vegetation, water quality, and air quality. These evaluations help identify any adverse effects the construction may have on the surrounding ecosystem, allowing developers to mitigate those impacts through changes in the project plan or through protective measures. In addition to regulatory compliance, obtaining an environmental review approval plays a crucial role in fostering community trust and ensuring that the project aligns with sustainable development practices. This process can also help avoid costly legal issues that may arise if environmental concerns are not properly addressed before the project commences.

**8. Which of the following is a way rental income contributes to an investor's profit?**

- A. It always covers all operating expenses**
- B. It is guaranteed up front**
- C. It provides additional financial security**
- D. It may help cover operating expenses**

Rental income is a significant component of an investor's profit, as it is the primary source of revenue generated from investment properties. One of the key aspects of rental income is that it can contribute to covering operating expenses associated with the property, such as maintenance, repairs, property management fees, and utilities. When tenants pay rent, a portion of that income can be allocated to ensure that the property remains financially sustainable. This means that even if rental income does not completely cover all expenses—since some unexpected costs might arise—the fact that it can assist in meeting these costs is valuable to the overall financial health of the investment. The potential for rental income to offset operating expenses underscores the importance of properly managing properties and selecting suitable tenants to maintain steady cash flow. This aspect helps in building equity and attaining a positive cash flow scenario over time, thus enhancing the profitability of the real estate investment.

**9. What is the primary effect of a decrease in buyer demand?**

- A. Increased prices**
- B. Lower inventory**
- C. Cool market conditions**
- D. High competition**

A decrease in buyer demand primarily leads to cooler market conditions. When fewer buyers are actively seeking to purchase properties, the competitive dynamics of the real estate market shift. Sellers may find it more challenging to attract buyers, leading to longer listing times and potentially fewer offers. This cooling effect can also cause sellers to reconsider their pricing strategies, as they may need to lower prices or make their properties more attractive to stimulate interest. This response to diminished demand is a natural market reaction, where supply outpaces demand. It influences not only market behavior but also the overall sentiment among buyers and sellers, which can have widespread implications for real estate transactions and investment strategies. In contrast, an increase in inventory and reduced competition may also occur in such a scenario, but it is the overall market temperature or conditions that are most significantly impacted by reduced buyer interest.

**10. Which of the following is a requirement for wholesaling?**

- A. The ability to find property at a deep discount**
- B. Ownership of the property**
- C. Advanced renovation skills**
- D. Long-term investment commitment**

Finding property at a deep discount is a fundamental requirement for wholesaling. In the wholesaling process, the investor enters into a contract to purchase a property, typically at a price that is significantly lower than its market value. This discounted price is critical because it allows the wholesaler to assign the purchase contract to another buyer—often a retailer or investor—at a higher price, thus enabling the wholesaler to earn a profit without ever owning the property themselves. Wholesalers rely on their ability to identify undervalued properties, negotiate with sellers, and quickly find buyers who are willing to pay more, making the acquisition of properties at deep discounts a crucial skill in their success. The other choices, such as ownership of the property, advanced renovation skills, and a long-term investment commitment, are not required for wholesaling since the wholesaling model does not involve property ownership or extensive renovations, nor does it typically entail a long-term investment strategy.



## 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](mailto:hello@examzify.com).**

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

**<https://txsaerealestateinvestment.examzify.com>**

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