**Step by Step instructions and HELPFUL HINTS for taking the Texas state real estate exam**

This info is from a recent student who successfully took and passed the courses and exam in a relatively short time.If you have further questions, you can Email Us at ***Mike\_Stotts@hotmail.com*** and we will forward your questions to that agent to respond.

THE INFO BELOW IS JUST A ROUGH DRAFT OF THE STEPS TO TAKE AFTER COMPLETING THE CLASSES.

That is the email address you send your proof of education requirement/completion/certificates to immediately upon

Go to the TREC website to fill out the application- it should be around $150 application fee- . Before or after you do the application, email your certificates of each class to education@trec.texas.gov. Include the receipt/certificate of the whole course, too just to be safe, if you have that.

You will have to wait to fill out a sponsorship form until after you pass the test because they issue you a new TREC IDnumber. You will contact your sponsoring broker to coordinate your efforts, because action is required of both of you. It is now done totally online using TREC's My Online License Service

https://candidate.psiexams.com/ is the website you go to to schedule your exam. make sure you choose Real Estate Salesperson. There is also a downloable PDF study guide/brochure to help guide you through the exam studying process.

I downloaded Real Estate Licensing Exams for Dummies, and it actually really helped, it covered a lot that was on the test. I downloaded the e-book in PDF format. http://www.dummies.com/how-to/content/real-estate-license-exams-for-dummies-cheat-sheet.html

The test is broken up into 2 parts- state and national. There are around 70 or 80 national questions and about 30 state questions. You basically have to get 2/3 to 3/4 of each portion correct.

**HELPFUL HINTS**

For the most part, I remember the test covering

* Law of agency and the laws surrounding becoming and being a real estate agent. (Laws, definitions, and nature of agency relationships)
* Creation,Disclosure, and Termination of Agency and Agency agreements
* There were some on the differences and definitions of actual property, real estate, fixtures, (legal property descriptions, real v. personal property)
* There were some on Liens, easements, and encroachments. They are basically definition based but may describe a situation and ask you which one it is.
* Forms of Ownership
* Types of Estates
* Deeds and Restrictions
* Different types of appraising and valuation (Sales Comparison, Replacement Cost, Summation approach, Income Approach) and basic appraisal terminology
* Types of Loans
* IMPORTANT-LTV ratios, mortgage insurance (PMI), Lender requirements, equity, qualifying borrowers, loan application procedures...

Contract law-validity, types of invalid contracts, requirements for validity, assignment, novation, etc....KEY terms....the test is largely definition based.

Also, law of contracts and promulgated contracts. Mainly the standard one to four family, and the HUD-1 form

* A couple questions about protected classes and the Civil Rights Act, Fair Housing Act...
* Lien Theory v. Title Theory
* Important to know about FHA and VA government loans
* Financing and credit laws (Truth in Lending, RESPA, Equal Credit Opp. act...
* Primary market v. secondary market
* I remember a question or two about hazardous waste, toxic mold, and environmental hazards and the laws regarding them

Memorize the calculations for valuation:

* Comparitive Market Analysis (CMA)
* Net Operating Income
* Depreciation
* Capitalization rate
* Gross Rent and Gross Income Multipliers (GIM, GRM)
* There will be an amortization chart on you desk, just know how to read it/use it
* Study the 1-4 family contract, I remember a lot about does the buyer pay for this or that? Does the seller pay for this or that, or is it decided in the contract? Closing costs and procedures....

It is a lot to cover but as long as you study and get confident about it, you'll be fine-.