



CALIFORNIA SALESPERSON EXAM / FOCUSED REFERENCE

Seven-area DRE topic wallchart

The published area weights and all 65 named topics in one checklist.

Original exam-preparation material. DRE controls the examination. Review the linked full lesson for context; these sheets do not guarantee a passing result.

Use the weights carefully

The salesperson exam has 150 questions, 180 minutes and a 70% passing threshold. DRE describes its weights as approximate and its topic list as nonexhaustive. A checked topic records review, not mastery.

Practice of Real Estate and Disclosures: approximately 25%

- Trust Account Management
- Fair Housing Laws
- Truth in Advertising
- Record Keeping Requirements
- Agency Supervision
- Permitted Activities of Unlicensed Sales Assistants
- DRE Jurisdiction and Disciplinary Actions
- Licensing, and Continuing Education Requirements and Procedures
- California Real Estate Recovery Fund
- General Ethics
- Technology
- Property Management
- Commercial/Industrial/Income Properties
- Specialty Areas
- Transfer Disclosure Statement
- Natural Hazard Disclosure Statements
- Disclosure of Material Facts Affecting Property Value
- Need for Inspection and Obtaining/Verifying Information



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- Reports
 - Servicing Diverse Populations

Laws of Agency and Fiduciary Duties: approximately 17%

- Law, Definition and Nature of Agency Relationships, Types of Agencies, and Agents
- Creation of Agency and Agency Agreements
- Responsibilities of Agent to Seller/Buyer as Principal
- Disclosure of Agency
- Disclosure of Acting as Principal or Other Interest
- Termination of Agency
- Commission and Fees
- Responsibilities of Agent to Non-Client Third Parties

Property Ownership and Land Use Controls and Regulations: approximately 15%

- Classes of Property
- Property Characteristics
- Encumbrances
- Types of Ownership
- Descriptions of Property
- Government Rights in Land
- Public Controls
- Environmental Hazards and Regulations
- Private Controls
- Water Rights
- Special Categories of Land

Property Valuation and Financial Analysis: approximately 14%

- Value
- Methods of Estimating Value
- Financial Analysis



Contracts: approximately 12%

- General
- Listing Agreements
- Buyer Broker Agreements
- Offers/Purchase Contracts
- Agreements
- Promissory Notes/Securities
- Purchase/Lease Options
- Advanced Fee

Financing: approximately 9%

- General Concepts
- Types of Loans
- Sources of Financing
- Government Programs
- Mortgages/Deeds of Trust/Notes
- Financing/Credit Laws
- Loan Brokerage
- Types of Loan Originators

Transfer of Property: approximately 8%

- Title Insurance
- Deeds
- Escrow
- Tax Aspects
- Special Processes
- Transfer through Court Supervision
- Types of Vesting



Continue with the full lesson or practice

Allocate your study hours

Scan to keep studying, or open the address below.

<https://www.passcaliforniarealestate.com/tools/study-planner>



Controlling sources and further reading

DRE salesperson examination content

<https://www.dre.ca.gov/examinees/SalesExamContent.html>

DRE taking the exam

<https://www.dre.ca.gov/Examinees/TakingExam.html>