



---

**CALIFORNIA SALESPERSON EXAM / FOCUSED REFERENCE**

# 14-day, 7-day and 48-hour review calendars

Compressed review schedules for candidates who have already studied the material.

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

---

## 14-day review plan

Use this for review when you already understand the course material. Extend the schedule if the first practice set reveals broad gaps.

### Day 1: Take a baseline and make an error log

- Answer a mixed set without notes. Mark guesses, even when you get them right.
- For each miss, write the rule or calculation, the fact you overlooked, and why your selected option fails.
- Reserve time for every area. Give additional time to gaps in the areas with larger DRE weights.

### Day 2: Review Practice and Disclosures

- Read the lesson, including examples and tables. Check the complete topic list: 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; Reports; Servicing Diverse Populations.
- Answer a short topic set without notes. Review the explanation for every alternative, not only the correct answer.
- Work one math problem and revisit one earlier mistake. If you need more time, extend the schedule rather than omitting an area.



---

## Day 3: Review Agency and Fiduciary Duties

- Read the lesson, including examples and tables. Check the complete topic list: 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.
- Answer a short topic set without notes. Review the explanation for every alternative, not only the correct answer.
- Work one math problem and revisit one earlier mistake. If you need more time, extend the schedule rather than omitting an area.

## Day 4: Review Ownership and Land Use

- Read the lesson, including examples and tables. Check the complete topic list: 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.
- Answer a short topic set without notes. Review the explanation for every alternative, not only the correct answer.
- Work one math problem and revisit one earlier mistake. If you need more time, extend the schedule rather than omitting an area.

## Day 5: Review Valuation and Analysis

- Read the lesson, including examples and tables. Check the complete topic list: Value; Methods of Estimating Value; Financial Analysis.
- Answer a short topic set without notes. Review the explanation for every alternative, not only the correct answer.
- Work one math problem and revisit one earlier mistake. If you need more time, extend the schedule rather than omitting an area.

## Day 6: Review Contracts

- Read the lesson, including examples and tables. Check the complete topic list: General; Listing Agreements; Buyer Broker Agreements; Offers/Purchase Contracts; Agreements; Promissory Notes/Securities; Purchase/Lease Options; Advanced Fee.
- Answer a short topic set without notes. Review the explanation for every alternative, not only the correct answer.



- Work one math problem and revisit one earlier mistake. If you need more time, extend the schedule rather than omitting an area.

## Day 7: Review Financing

- Read the lesson, including examples and tables. Check the complete topic list: General Concepts; Types of Loans; Sources of Financing; Government Programs; Mortgages/Deeds of Trust/Notes; Financing/Credit Laws; Loan Brokerage; Types of Loan Originators.
- Answer a short topic set without notes. Review the explanation for every alternative, not only the correct answer.
- Work one math problem and revisit one earlier mistake. If you need more time, extend the schedule rather than omitting an area.

## Day 8: Review Transfer of Property

- Read the lesson, including examples and tables. Check the complete topic list: Title Insurance; Deeds; Escrow; Tax Aspects; Special Processes; Transfer through Court Supervision; Types of Vesting.
- Answer a short topic set without notes. Review the explanation for every alternative, not only the correct answer.
- Work one math problem and revisit one earlier mistake. If you need more time, extend the schedule rather than omitting an area.

## Day 9: Apply Practice and Disclosures

- Return to Practice and Disclosures with changed facts. Choose a direct rule, an exception and a scenario from your error log; explain which fact controls each answer.
- Answer different questions without notes. For a negative stem, identify the exception; for a BEST-answer stem, explain why the closest alternative is less complete. Familiarity with an old answer is not new evidence.
- Work one math problem and revisit one earlier mistake. If you need more time, extend the schedule rather than omitting an area.

## Day 10: Apply Agency and Fiduciary Duties

- Return to Agency and Fiduciary Duties with changed facts. Choose a direct rule, an exception and a scenario from your error log; explain which fact controls each answer.
- Answer different questions without notes. For a negative stem, identify the exception; for a BEST-answer stem, explain why the closest alternative is less complete. Familiarity with an old answer is not new evidence.



- Work one math problem and revisit one earlier mistake. If you need more time, extend the schedule rather than omitting an area.

### Day 11: Repair mistakes and change the facts

- Choose two weak concepts from recent practice. Start with the one that affects the larger weighted area.
- Change one fact in an example and explain whether the result changes. Check the controlling source if the distinction is legal.
- Recall yesterday's correction before reading it. Keep gaps visible instead of treating a familiar answer as proof of understanding.

### Day 12: Check your pace with fresh mixed practice

- Choose a mixed set you have not recently repeated. Use the timer and answer without notes.
- Review misses, skips and guesses after submission. Compare your method with the worked solution.
- Short public sets build pace; use a full 150-question, three-hour simulation when you have access to one. A short-set percentage does not establish readiness.

### Day 13: Repair mistakes and change the facts

- Choose two weak concepts from recent practice. Start with the one that affects the larger weighted area.
- Change one fact in an example and explain whether the result changes. Check the controlling source if the distinction is legal.
- Recall yesterday's correction before reading it. Keep gaps visible instead of treating a familiar answer as proof of understanding.

### Day 14: Keep the last review light

- Recall a short list of corrected rules and formulas without opening your notes first.
- Check your appointment, accepted identification, arrival time and route. Follow the testing center's instructions about calculators.
- Leave room for food, rest and travel. Avoid repeating familiar questions just to raise a practice percentage.



## 7-day final review

Use this for final review. Seven days is not a promise that you can learn the whole subject from the beginning.

### Day 1: Take a baseline and make an error log

- Answer a mixed set without notes. Mark guesses, even when you get them right.
- For each miss, write the rule or calculation, the fact you overlooked, and why your selected option fails.
- Reserve time for every area. Give additional time to gaps in the areas with larger DRE weights.

### Day 2: Check Practice and Disclosures and Agency and Fiduciary Duties and Ownership and Land Use

- Use the topic checklist to check each area in this block. Give extra time to weak concepts; postpone the timetable if this is first exposure.
- Answer questions without notes, then explain the controlling rule and each wrong alternative.
- Work a calculation and revisit yesterday's errors with changed facts.

### Day 3: Check Valuation and Analysis and Contracts

- Use the topic checklist to check each area in this block. Give extra time to weak concepts; postpone the timetable if this is first exposure.
- Answer questions without notes, then explain the controlling rule and each wrong alternative.
- Work a calculation and revisit yesterday's errors with changed facts.

### Day 4: Check Financing and Transfer of Property

- Use the topic checklist to check each area in this block. Give extra time to weak concepts; postpone the timetable if this is first exposure.
- Answer questions without notes, then explain the controlling rule and each wrong alternative.
- Work a calculation and revisit yesterday's errors with changed facts.

### Day 5: Check your pace with fresh mixed practice

- Choose a mixed set you have not recently repeated. Use the timer and answer without notes.
- Review misses, skips and guesses after submission. Compare your method with the worked solution.
- Short public sets build pace; use a full 150-question, three-hour simulation when you have access to one. A short-set percentage does not establish readiness.



---

## Day 6: Check your pace with fresh mixed practice

- Choose a mixed set you have not recently repeated. Use the timer and answer without notes.
- Review misses, skips and guesses after submission. Compare your method with the worked solution.
- Short public sets build pace; use a full 150-question, three-hour simulation when you have access to one.  
A short-set percentage does not establish readiness.

## Day 7: Keep the last review light

- Recall a short list of corrected rules and formulas without opening your notes first.
- Check your appointment, accepted identification, arrival time and route. Follow the testing center's instructions about calculators.
- Leave room for food, rest and travel. Avoid repeating familiar questions just to raise a practice percentage.



## 48-hour review plan

Use this when preparation is already underway. If major concepts remain unfamiliar, consider your appointment options through DRE.

### Day 1: Take a baseline and make an error log

- Answer a mixed set without notes. Mark guesses, even when you get them right.
- For each miss, write the rule or calculation, the fact you overlooked, and why your selected option fails.
- Reserve time for every area. Give additional time to gaps in the areas with larger DRE weights.

### Day 2: Keep the last review light

- Recall a short list of corrected rules and formulas without opening your notes first.
- Check your appointment, accepted identification, arrival time and route. Follow the testing center's instructions about calculators.
- Leave room for food, rest and travel. Avoid repeating familiar questions just to raise a practice percentage.

## Continue with the full lesson or practice

### Choose the right review window

Scan to keep studying, or open the address below.

<https://www.passcaliforniarealestate.com/study-plan>



## Controlling sources and further reading

### DRE salesperson examination content

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