



PSI Services LLC

3210 E Tropicana
Las Vegas, NV 89121
Phone: (855) 340-3710
Fax: (702) 932-2666

E-mail: examschedule@psionline.com
<https://www.psiexams.com/tnre>



TENNESSEE REAL ESTATE COMMISSION



**TENNESSEE REAL ESTATE
CANDIDATE INFORMATION BULLETIN**

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Please refer to our website to check for the most updated information at <https://www.psiexams.com/tnre>

EXAMINATIONS BY PSI EXAMINATION SERVICES

This Candidate Information Bulletin provides you with information about the examination and application process for a real estate license in the State of Tennessee.

Tennessee state laws stipulate that a person may not act as a real estate broker, affiliate broker, timeshare salesperson, or acquisition agent without first obtaining a license issued by the Tennessee Real Estate Commission (TREC). To be licensed, you must pass an examination to confirm that you have attained at least a minimum level of knowledge regarding the principles, practices, statutes, and regulations relating to real estate.

TREC contracted with PSI Examination Services (PSI) to conduct the examination program. PSI provides examinations through a network of computer examination centers in Tennessee. PSI works closely with TREC to be certain that examinations meet local as well as national requirements in basic principles and examination development standards.

The following are the Tennessee real estate licensing examinations offered by PSI Examination Services:

- Broker
- Affiliate Broker
- Timeshare Salesperson
- Acquisition Agent

CONTACT INFORMATION

All questions and requests for information pertaining to the **EXAMINATION** should be directed to PSI.

PSI Examination Services
3210 E Tropicana
Las Vegas, NV 89121
(855) 340-3710 Fax (702) 932-2666
<https://www.psiexams.com/tnre>

All questions and requests for information pertaining to **LICENSURE** should be directed to TREC.

Tennessee Real Estate Commission (TREC)
500 James Robertson Parkway
Nashville, TN 37243-1151
(615) 741-2273 or (800) 342-4031

<https://www.tn.gov/commerce/section/real-estate-commission>
Email: trec.info@tn.gov

EXAMINATION ELIGIBILITY AND APPROVAL PROCESS

The Tennessee Real Estate Broker License Act of 1973 & Rules of the Commission, along with the Tennessee Timeshare Act of 1987 govern whether or not a candidate will be issued a license. **Successful completion of the examination does not guarantee the issuance of any license.**

On the examination day candidates must answer a series of qualifying questions, listed below. A “yes” answer to questions 1 through 5 may decrease a candidate’s ability to become licensed in Tennessee.

After candidates have completed the pre-licensing requirements, TREC will review the information provided and make a decision based on the applicant’s qualifications.

QUALIFYING QUESTIONS

1. Have you ever held a license for any profession?
2. Have you held a Real Estate license in TN?
3. Are you at least 18 years of age?
4. Have you ever pled guilty, pled nolo contendere, or been convicted of any criminal offense?
5. If you answered yes to question 4, are you at least two years past the end of your

PER RULE 1260-01-.01(4) NO PERSON SHALL BE ELIGIBLE FOR EXAMINATION OR BE CONSIDERED FOR LICENSURE UNLESS TWO (2) YEARS HAVE PASSED FROM THE DATE OF EXPIRATION OF PROBATION, PAROLE OR CONVICTION, OR FROM THE DATE OF RELEASE FROM INCARCERATION, WHICHEVER IS LATER IN TIME. THIS RESTRICTION SHALL APPLY TO ALL FELONIES, AND MISDEMEANORS WHICH INVOLVE THE THEFT OF MONEY, SERVICES, OR PROPERTY.

6. Have you ever had any disciplinary sanctions imposed by any local, state, or federal occupational licensing body?

The documentation described in each case above will be required by TREC at the time a candidate passes the examination and wishes to apply for a license. *The information should NOT be sent to PSI, nor should it be brought to the examination center.*

AFFILIATE BROKER CANDIDATES

Your education provider will provide your eligibility electronically to PSI.

Individuals seeking an affiliate broker license must complete a total of 90 hours of real estate education. Sixty (60) of those hours must cover the topic of real estate principles/fundamentals and must be completed in order to qualify to take the licensing exam with PSI. The remaining 30-hour “Course for New Affiliates” must be completed before a license will be issued. (T.C.A. § 62-13.303(b)(2); Rule 1260-05-.03)

Upon passing ALL portions of the examination, you must apply for your license at <https://core.tn.gov> within six (6) months of passing the examinations.

BROKER CANDIDATES

Broker candidates must submit the completed *Broker Examination Application* (found in the back of this bulletin) to TREC at the address listed on page 2. Approval is necessary before the broker candidate may make an examination appointment.

To be eligible for the examination, broker candidates must meet one of following criteria:

- If licensed as an affiliate broker ON OR BEFORE May 12, 1988:



- Engaged as a real estate licensee for at least twenty-four (24) months, or
- Holds a baccalaureate degree with a major in real estate for at least twelve (12) months.
- If licensed as an affiliate broker **AFTER** May 12, 1988:
 - Held active real estate license for at least thirty-six (36) months, or
 - Holds a baccalaureate degree with a major in real estate, for at least twenty-four (24) months.

In addition to experience, broker candidates must have successfully completed one hundred twenty (120) classroom hours of approved real estate education, thirty (30) hours of which must be an "Office/Broker Management" approved by TREC.

After completing a review of education and experience documentation, TREC will inform candidates of eligibility for examination. The approval process takes approximately four (4) weeks to complete. Candidates may make an examination reservation **after they have been approved.**

BROKER POST-LICENSING EDUCATION REQUIREMENT

Brokers **MUST** complete an additional one hundred-twenty (120) hours of Commission approved education within three (3) years from the date of issuance of an original broker's license, as a requisite for reissuance of the broker's license.

Brokers licensed after January 1, 2005 must complete sixteen (16) hours of continuing education requirements each renewal cycle after completing the 120-hour post license requirement (T.C.A. § 62-13-303(h)).

REAL ESTATE CANDIDATES CURRENTLY LICENSED IN ANOTHER JURISDICTION SEEKING A TENNESSEE RESIDENT LICENSE

*Candidates who are currently licensed in another jurisdiction and who wish to obtain a Tennessee license **MUST** meet the same educational criteria as residents of Tennessee. Nonresident candidates must be affiliated with a firm that is licensed to operate in Tennessee with a principal broker who is licensed in TN.*

All candidates must send the following documentation to TREC before they make an examination reservation.

- Course completion certificates or transcripts documenting required real estate education
- If you hold or have held a license in another state(s), you must obtain a license certification from each state in which you are or were licensed. This application will not be processed until the certification(s) is received.
- Proof of passing a written examination administered by a national testing company (PSI, ACT, ETS, NAI, Promissor, AMP, all ARELLO certified examinations) if they are requesting a waiver of the general (national, uniform) section of the Tennessee examination. (The examination must be for the same level of licensure for which they are currently applying.)
- Completed Worksheet A.

Broker candidates must submit the following documents, in addition to those listed above:

- Broker Examination Application (found in the back of this bulletin)
- Certificate or evidence of course completion of Office Broker Management Education

Please submit ALL documents to TREC at trec.info@tn.gov.

Upon review of this material, TREC will notify candidates of examination eligibility.

TIMESHARE & ACQUISITION AGENT CANDIDATES

Upon passing the examination, candidates should visit www.core.tn.gov to apply for licensure. For more information and a list of required documents visit: <http://www.tn.gov/commerce/article/rec-how-to-get-a-license>

FINGERPRINT REQUIREMENT (T.C.A. § 62-13-303(l))

TREC requires fingerprints for all initial applications. Note: It isn't a requirement for testing, but it is a requirement for applicants pursuing an initial real estate license.

Fingerprints are NOT required of affiliate brokers who test and upgrade to broker.

For instructions, please visit:

http://www.tn.gov/regboards/trec/documents/FingerprintApplicantInstructions_000.pdf

EXAMINATION PAYMENT AND SCHEDULING PROCEDURES

Your education provider will provide your eligibility electronically to PSI.

After your school has submitted your file to PSI, please log onto <https://www.psiexams.com/tnre> or call 1-855-340-3710 to pay and schedule for your examination. Note, if PSI does not have your record, please contact your education provider.

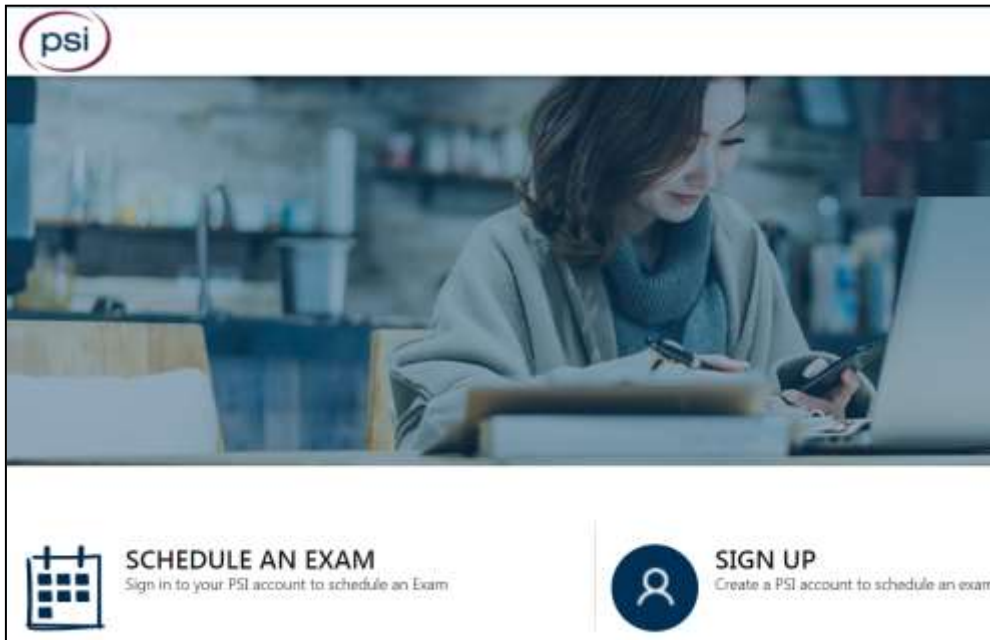
EXAMINATION FEE	
Examination One Portion	\$39
Examination Both Portions	\$39
The fee is \$39 for 1 or both examination portions. Examination retakes are \$39 for 1 or both examination portions.	
NOTE: REGISTRATION FEES ARE NOT REFUNDABLE OR TRANSFERABLE. THE EXAM FEE IS VALID FOR 6 MONTHS.	



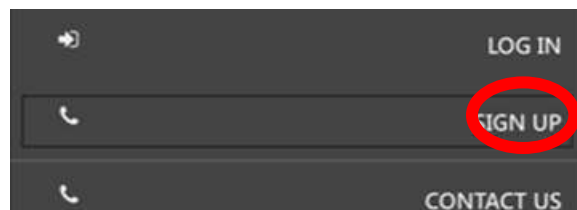
ON-LINE SCHEDULING

For the fastest and most convenient examination scheduling process, register for your examinations online by accessing PSI's registration Website: [Click Here \(https://www.psiexams.com/tnre\)](https://www.psiexams.com/tnre).

1. Select "SIGN UP" to create an account.



2. On a mobile phone, you need to select the icon on the top left corner. Then select "SIGN UP" to create an account.



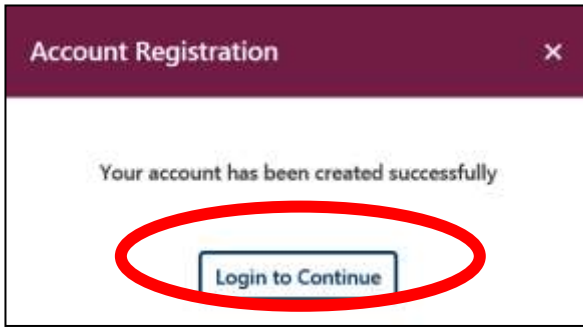
3. You will be prompted to create an account with PSI.

Personal Details	
Candidate Id (Please enter your Social Security Number without dashes)	
<input type="text" value="544466655"/>	
First Name *	Last Name *
<input type="text" value="Cathy"/>	<input type="text" value="Miller"/>
Middle Name	Generation
<input type="text" value="Enter Middle Name"/>	<input type="text" value="Enter Generation"/>
Email *	

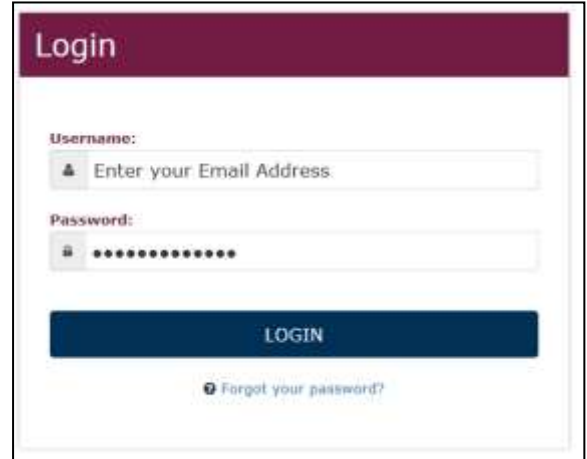
IMPORTANT

You must enter your First and Last name exactly as it is displayed on your government issued ID.

4. After you submit the form, you will get a message that your account was created successfully. Click on “Login to Continue”.



Note: The username is the email address you entered when creating the account.



5. Select the Examination.



6. You will enter your personal information

Primary Contact Address

Street Address1 (required)

Address2

City (required)

State (required)

7. You will now enter payment.

Payment

Credit Card
** Please provide credit card holder name, street details in English.
Please enter a valid Visa, MasterCard, American Express, Discover or JCB card number. Diner 's Club card is currently not accepted.

Credit Card Number *
Credit Card Number

Expiration Date * **CVV ***
MM / YYYY [] [] []

Card Holder Name *
Name on Card

Billing Street Address *
Enter Address

Payment Summary	
Total Amount Due	USD

8. You will now select if you want to test at a PSI test center or from a computer at a remote location.

Please select a delivery mode for scheduling

Delivery mode

Test Center

Remote Online Proctored Exam

Cancel Continue

DELIVERY MODE TEST CENTER

Enter the “City or Postal Code” and select “Preferred Month” to take the Exam. Then select “Search Exam Center”.

Find Test Location

[I have a Test Center Code](#)

Country / Location:
United States of America

Enter City / Postal Code
Nashville, TN, USA

Preferred Month
February 2021

Search Exam Center

Map showing Tennessee and surrounding areas with exam center markers (1, 4).

Click on the preferred test site.

NASHVILLE (1102 KERMIT DRIVE) The Oaks 1102 Kermit Drive, Suite 101 Nashville TN US 37217
CHATTANOOGA 6918 Shallowford Road Suite 314 Chattanooga TN US 37421

Then click on the date and time to make an appointment to take the Exam.

The screenshot shows a scheduling interface. On the left is a calendar for September 2020. The days of the week are labeled Su, Mo, Tu, We, Th, Fr, Sa. The dates 10, 11, 14, 15, 16, 17, 18, 21, 22, 23, 24, 25, 28, 29, and 30 are highlighted in green, indicating available dates. The dates 9 and 10 are highlighted in blue, indicating the selected date. On the right, under the heading "Available Start Time(s) for", there are two buttons: "09:00 AM" and "01:30 PM".

You are now scheduled and will receive an email confirmation.

DELIVERY MODE REMOTE ONLINE PROCTORED EXAM

Before you select the date and time you will be taking the exam, **YOU MUST FIRST CHECK THE COMPATIBILITY OF YOUR COMPUTER** to include Audio/Video Check, Webcam Check and System Check. You must use Google Chrome Browser. Please note that if your computer performs any system update (i.e. software, server, firewall, webcam, etc.) from the time you schedule your exam to when you attempt to launch your exam, you may experience issues with your compatibility. It is best to conduct another compatibility check on the machine that you will be taking your exam at least 24 hours prior to your scheduled exam. You may also check your compatibility before or after registering for your exam by [clicking here](#).

The screenshot shows a registration form titled "Proctored Exam". There is a checkbox labeled "TN Broker – Ready to Register" which is checked. Below this are two dropdown menus: "Country" with "United States of America" selected, and "Timezone" with "America/Chicago" selected.

The screenshot shows the scheduling interface. The calendar for September 2020 is shown with available dates (14, 15, 16, 17, 18, 21, 22, 23, 24, 25, 28, 29, 30) in green and the selected date (9) in blue. The available start times are "Afternoon (from 12 PM to 5:45 PM)" and "Evening (from 6 PM to 11:45 PM)". A legend at the bottom indicates "Available Dates" (green square) and "Selected Date" (blue square). A red circle highlights a link that says "click HERE" with an arrow pointing to it.

If you have any questions regarding your compatibility check, or if you experience issues launching your exam, you may contact our remote proctoring technical support team at (844) 267-1017. You may also initiate a chat after you close the Secure Browser Software by [clicking here](#).



TELEPHONE SCHEDULING

For telephone registration, you will need a valid VISA or MasterCard. Call (855) 340-3710 and speak to a PSI registrar Monday through Friday between 6:30 am and 9:00 pm, or Saturday-Sunday between 8:00 am and 4:30 pm, Central Time.

REREGISTERING FOR AN EXAMINATION

It is not possible to make a new examination appointment on the same day you have taken an examination; this is due to processing and reporting scores. A candidate who tests unsuccessfully on a Monday can call the next day, Tuesday, and retest as soon as Friday, depending upon space availability. You may access a registration form at <https://www.psiexams.com/tnre>. You may also call PSI at (855) 340-3710.

CANCELING AND RESCHEDULING AN EXAMINATION APPOINTMENT

You may cancel and reschedule an examination appointment without forfeiting your fee if your *cancellation notice is received 2 days before the scheduled examination date*. You may call PSI at (855) 340-3710 (a representative is available Monday through Friday between 6:30 am and 9:00 pm, or Saturday-Sunday between 8:00 am and 4:30 pm, Central Time).

Note: A voicemail or email message is NOT an acceptable form of cancellation. Please use the PSI Website or call PSI to speak directly to a Customer Service Representative.

MISSED APPOINTMENT OR LATE CANCELLATION

Your registration will be invalid, you will not be able to take the examination as scheduled, and you will forfeit your examination fee, if you:

- Do not cancel your appointment 2 days before the scheduled examination date;
- Do not appear for your examination appointment;
- Arrive after examination start time;
- Do not present proper identification when you arrive for the examination.

EXAMINATION ACCOMMODATIONS

All PSI examination centers are equipped to provide access in accordance with the Americans with Disabilities Act (ADA) of 1990, and exam accommodations will be made in meeting a candidate's needs. A candidate with a disability or a candidate who would otherwise have difficulty taking the examination must follow the instructions on the Exam Accommodations Request Form at the end of this Candidate Information Bulletin.

EXAMINATION SITE CLOSING FOR AN EMERGENCY

In the event that severe weather or another emergency forces the closure of an examination site on a scheduled examination date, your examination will be rescheduled. PSI personnel will attempt to contact you in this situation. However, you may check the status of your examination schedule by calling (855)

340-3710. Every effort will be made to reschedule your examination at a convenient time as soon as possible.

SOCIAL SECURITY NUMBER CONFIDENTIALITY

PSI will use your social security number only as an identification number in maintaining your records and reporting your examination scores to the state. If you elect not to disclose your social security number to PSI, please enclose a separate letter explaining this with your Examination Registration Form.

EXAMINATION SITE LOCATIONS

The examinations are administered at the examination centers listed below:

Chattanooga

6918 Shallowford Rd, Suite 314
Chattanooga, TN 37421

Take I-24 thru Chattanooga. Merge onto I-75 N (toward Knoxville). Take Exit #5 - Shallowford Rd. Turn Left onto Shallowford. The office is on the left.

Dyersburg

Dyersburg State Community College
1510 Lake Road, Room 126 Student Center
Dyersburg, TN 38024

From Memphis: North on Hwy 51 to Dyersburg, continue on Hwy 51 Bypass thru town to 6th traffic light, immediately past Lowes. Next light is Hwy 51 Bypass and Lake Road 78 Hwy intersection with CVS, Shell to your left. Right on Lake Road and go 2 blocks. Look for Okeena Park or blue sign marked Dyersburg State Comm College Security Bank Comm Learning Center - SBCLC. Left on Country Club Rd which runs alongside Okeena Park. Past the park there is a residential area on left. On right the first building on the hill is the SBCLC. It is next to the Moose Lodge.

Jackson

368 North Parkway, #3
Jackson, TN 38305

From I-40, Exit 80A onto South 45 Bypass. Third Signal light is North Parkway. Go left onto North Parkway and then go right into the first driveway on your right.

From the South, take Bypass 45 North to North Parkway and go right onto North Parkway and right into first driveway on the right.

North Parkway is also known as Business Route 412. Coming from the east on 412, turn left into last driveway on the left. Coming from the West on North Parkway, turn right into the first driveway on the right, after crossing the 45 Bypass. PSI is directly across the street (North Parkway) from the China Palace Buffet.

Johnson City

904 Sunset Drive, Ste 7A
Johnson City, TN 37604

Take I-26 to Exit 19 (Old number 36). Go South on Highway 381 (North State of Franklin Road) approximately 2.2 miles. At the 4th light turn left (this is Sunset Drive), go approximately .7 tenths of a mile. There is a large building



on the left hand side of the road. This is 904 Sunset Drive. Suite 7A is in the row of office spaces behind this building.

Knoxville

301 South Gallaher View Rd, Suite 114
Knoxville, TN 37919

Traveling I-40/I-75 East Bound, take exit #379 (Bridgewater Rd.) Turn right onto Bridgewater Rd. Turn left onto Kingston Pike. Turn right onto South Gallaher View Rd.

Traveling I-40 W/I75 S West Bound, take Gallaher View exit #379. Turn left at lights, go through Kingston Pike, pass Bearden High School, and down slight hill on right.

Arrive at Suburban Office Plaza and go to back of building to Suite 114.

Memphis

Apple Tree Center
6099 Mt. Moriah Extended, Suite 17
Memphis, TN 38115

Coming North from Mississippi on Interstate Hwy 55, take Interstate Hwy 240 East. Proceed 8.5 miles to Mt. Moriah Rd. Exit. Go South on Mt. Moriah Road 2.2 miles. Apple Tree Center is on the right (just past the intersection with Hickory Hill and Ridgeway roads).

Coming West on Interstate Hwy 40 from Nashville, exit on Interstate Hwy 240 West (the ring road). Proceed approx. 6.5 miles. Pass Poplar Ave. exit and then take Mt. Moriah Road Exit. Turn left (South) on Mt. Moriah and proceed 2.2 miles to Apple Tree Center on the right.

Coming East on Interstate Hwy 40, exit onto Interstate Hwy 240 South. Go approx. 6 miles to the junction with Interstate Hwy 55. Then proceed another 8.5 miles on Interstate Hwy 240 East, passing Airways Blvd., Lamar Ave., Getwell and Perkins Road exits, before exiting on Mt. Moriah Road.

For all going South on Mt. Moriah Rd., take the second entrance into Apple Tree Center. Turn left between the two buildings on the left. Then, proceed to Suite 17, which is the last suite on the left (in Bldg. 6099).

Nashville

The Oaks
1102 Kermit Drive, Suite 101
Nashville, TN 37217

From I-40 East: take exit onto I-24 (Exit 213-A). Take Murfreesboro Road at the first exit (Exit 52). Stay in the right lane on the ramp, as the exit appears while you are still in the curve. On Murfreesboro, stay in the left lane. You will pass Days Inn and Super Gigante grocery on your right. Turn left onto Kermit Drive when there is a McDonalds on your right. PSI is in the second building on your left. Suite 101 is on the northwest side of building 1102.

From I-40 West: take exit onto Briley Parkway, turn left onto Briley. Exit onto Murfreesboro Rd. Stay in the right lane. Turn right onto Kermit Drive. PSI is in the second building on your left. Suite 101 is on the northwest side of building 1102.

Additionally, PSI has examination centers in many other regions across the United States. You may take this examination at any of these locations. Once you have paid for the examination, enter your zip code and a list of the testing sites closest to you will appear.

REPORTING TO THE EXAMINATION SITE

On the day of the examination, you should arrive at least 30 minutes prior to your scheduled appointment time. This allows time for the sign-in and identification verification procedure as well as providing time to familiarize yourself with the examination process. *If you arrive late, you may not be admitted to the examination site and you will forfeit your examination registration fee.*

REQUIRED IDENTIFICATION AT EXAMINATION SITE

Candidates must register for the exam with their LEGAL first and last name as it appears on their government issued identification. All required identification below must match the first and last name under which the candidate is registered. Candidates are required to bring two (2) forms of valid (non-expired) signature bearing identification to the test site. If the candidate fails to bring proper identification or the candidate names do not match, the candidate will not be allowed to test and their examination fee will not be refunded.

PRIMARY IDENTIFICATION - Choose One

NOTE: ID must contain candidate's signature, photo, be valid and unexpired. Temporary Identifications are not acceptable as VALID.

- State issued driver's license
- State issued identification card
- US Government Issued Passport
- US Government Issued Military Identification Card
- US Government Issued Alien Registration Card
- Canadian Government Issued ID

SECONDARY IDENTIFICATION - Choose One

- Credit Card (must be signed)
- Social Security Card

NOTE: Student ID and employment ID are **NOT** acceptable forms of identification.

SECURITY PROCEDURES

The following security procedures will apply during the examination:

- Only non-programmable calculators that are silent, battery-operated, do not have paper tape printing capabilities, and do not have a keyboard containing the alphabet will be allowed in the examination site.
- All personal belongings of candidates should be placed in the secure storage provided at each site prior to entering the examination room. Personal belongings include, but are not limited to, the following items:
 - Electronic devices of any type, including cellular / mobile phones, recording devices, electronic watches, cameras, pagers, laptop computers, tablet computers (e.g., iPads), music players (e.g., iPods), smart watches, radios, or electronic games.
 - Bulky or loose clothing or coats that could be used to conceal recording devices or notes. For security purposes outerwear such as, but not limited to: open sweaters, cardigans, shawls, scarves, vests, jackets and coats are not permitted in the testing room. In the event you are asked to remove the outerwear,



appropriate attire, such as a shirt or blouse should be worn underneath.

- **Hats or headgear not worn for religious reasons** or as religious apparel, including hats, baseball caps, or visors.
- **Other personal items**, including purses, notebooks, reference or reading material, briefcases, backpacks, wallets, pens, pencils, other writing devices, food, drinks, and good luck items.
- Although secure storage for personal items is provided at the examination site for your convenience, PSI is not responsible for any damage, loss, or theft of any personal belongings or prohibited items brought to, stored at, or left behind at the examination site. PSI assumes no duty of care with respect to such items and makes no representation that the secure storage provided will be effective in protecting such items. If you leave any items at the examination site after your examination and do not claim them within 30 days, they will be disposed of or donated, at PSI's sole discretion.
- Person(s) accompanying an examination candidate may not wait in the examination center, inside the building or on the building's property. This applies to guests of any nature, including drivers, children, friends, family, colleagues or instructors.
- No smoking, eating, or drinking is allowed in the examination center.
- During the check in process, all candidates will be asked if they possess any prohibited items. Candidates may also be asked to empty their pockets and turn them out for the proctor to ensure they are empty. The proctor may also ask candidates to lift up the ends of their sleeves and the bottoms of their pant legs to ensure that notes or recording devices are not being hidden there.
- Proctors will also carefully inspect eyeglass frames, tie tacks, or any other apparel that could be used to harbor a recording device. Proctors will ask to inspect any such items in candidates' pockets.
- If prohibited items are found during check-in, candidates shall put them in the provided secure storage or return these items to their vehicle. PSI will not be responsible for the security of any personal belongings or prohibited items.
- Any candidate possessing prohibited items in the examination room shall immediately have his or her test results invalidated, and PSI shall notify the examination sponsor of the occurrence.
- Any candidate seen giving or receiving assistance on an examination, found with unauthorized materials, or who violates any security regulations will be asked to surrender all examination materials and to leave the examination center. All such instances will be reported to the examination sponsor.
- Copying or communicating examination content is violation of a candidate's contract with PSI, and federal and state law. Either may result in the disqualification of examination results and may lead to legal action.
- Once candidates have been seated and the examination begins, they may leave the examination room only to use the restroom, and only after obtaining permission from the proctor. Candidate will not receive extra time to complete the examination.

TAKING THE EXAMINATION BY COMPUTER

The examination will be administered via computer. You will be using a mouse and computer keyboard.

IDENTIFICATION SCREEN

You will be directed to a semi-/private testing station to take the examination. When you are seated at the testing station, you will be prompted to confirm your name, identification number, and the examination for which you are registered.

TUTORIAL

Before you start your examination, an introductory tutorial is provided on the computer screen. The time you spend on this tutorial, up to 15 minutes, DOES NOT count as part of your examination time. Sample questions are included following the tutorial so that you may practice answering questions and reviewing your answers.

TEST QUESTION SCREEN

The "function bar" at the top of the test question screen provides mouse-click access to the features available while taking the examination. One question appears on the screen at a time. During the examination, minutes remaining will be displayed at the top of the screen and updated as you record your answers.

The screenshot shows a web-based examination interface. At the top, there is a navigation bar with icons for 'Mark', 'Comments', 'Goto', 'Help', and 'End'. Below this is a status bar displaying 'Question: 3 of 40', 'Answered: 2', 'Unanswered: 1', 'Marked: 0', 'View: All', and 'Time Left(Min): 359'. The main content area shows question 3: 'What do the stars on the United States of America's flag represent?'. Below the question is a text input field and a prompt '(Choose from the following options)'. There are four radio button options: '1. Presidents', '2. Colonies', '3. States', and '4. Wars'. At the bottom of the question area, there are '<< Back' and 'Next >>' navigation buttons.

IMPORTANT: After you have entered your responses, you will later be able to return to any question(s) and change your response, provided the examination time has not run out or you have ended your examination.

EXAMINATION REVIEW

PSI, in cooperation with TREC, will be consistently evaluating the examinations being administered to ensure that the examinations accurately measure competency in the required knowledge areas. While taking the examination, examinees will have the opportunity to provide comments on any questions, by clicking on the comments button. Your comments regarding the questions and the examinations are welcomed. These comments will be analyzed by PSI examination development staff. While PSI does not respond to individuals regarding these comments, all substantive comments are reviewed. If a discrepancy is found during the comment review, PSI and the Commission may re-evaluate candidates' results and adjust them accordingly. **This is the only review of examination materials available to candidates.**

REMOTE ONLINE PROCTORED EXAMINATION

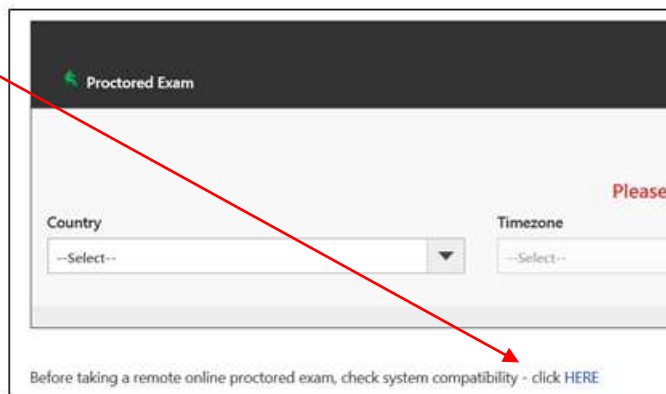
Proctors for online testing will communicate with candidates on-screen during the test and pause the exam whenever unauthorized persons or activity appear on video monitors or in audio recordings. The proctor will pause the exam whenever a candidate leaves the testing station, or an interruption occurs. The proctor may end the test if an interruption is not corrected appropriately. Immediate on-screen results will be displayed on your screen once you complete your exam AND the survey following the exam. Paper score reports will not be available upon completion of the exam for this remotely proctored location.

Before your exam begins, please be aware of the following testing rules:

- ✓ You will be required to show a 360 view of the room you are testing in via the camera on your computer.
- ✓ Please be reminded that earbuds, earphones, hats, caps, hood, shades or anything that can be placed on the head or face is NOT allowed.
- ✓ Food, Drinks, or Breaks are not allowed. All personal items must be removed from the work area.
- ✓ Candidates are allowed to have a piece of scratch paper and a pencil. You will be asked to tear up the scratch at the conclusion of the exam.
- ✓ You are not allowed to leave the station during the exam.
- ✓ Please do your best to avoid covering your mouth for the whole duration of exam. Be aware that talking/whispering/mouthing is not allowed during exam.
- ✓ You must keep both of your hands on or above the desktop during the exam.
- ✓ Also note that under no circumstances are you allowed to take a screenshot or photo of the exam or the exam results at any time during or after the session.

Violating any of these rules will result in a warning and may result in exam termination and loss of exam fee.

BE SURE TO CHECK THE COMPATIBILITY OF YOUR COMPUTER to include Audio/Video Check, Webcam Check and System Check. Prior to scheduling, [click here](#). You must use Google Chrome Browser.



Proctored Exam

Please S

Country: --Select--

Timezone: --Select--

Before taking a remote online proctored exam, check system compatibility - [click HERE](#)

Please note that if your computer performs any system update (i.e. software, server, firewall, webcam, etc.) from the time you schedule your exam to when you attempt to launch your exam, you may experience issues with your compatibility. It is best to conduct another compatibility check on the machine that you will be taking your exam at least 24 hours prior to your scheduled exam. You may also check your compatibility before or after registering for your exam by [clicking here](#).

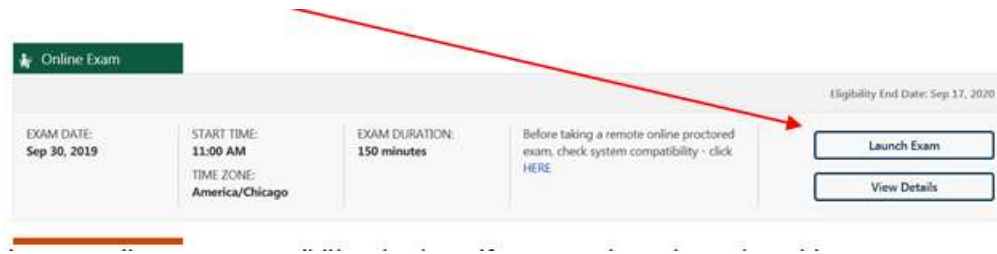
REQUIREMENTS	STATUS	YOUR SYSTEM
Webcam	✓	Integrated Camera (04F2:15B6)
Microphones	✓	Default - Microphone Array (Realtek High Definition Audio)
PST Communication Protocol	✓	Connected
Testing System Access	✓	Allowed
PST System Storage	✓	Allowed
PST Video Streaming	✓	Allowed

System Check

REQUIREMENTS	STATUS	YOUR SYSTEM
Browser and Version - Chrome 58.0 and above.	✓	Chrome 75.0
Platform - Windows 7, Windows 8, Windows 8.1, Windows 10 or later and Mac OS X 10.10 or later	✓	Windows 10
Javascript - Enabled.	✓	Enabled
Cookies - Enabled.	✓	Enabled
Upload and Download Minimum Bandwidth - At least 250 Kbps.	✓	1448262

LAUNCHING THE EXAMINATION

You can launch the examination up to 30 minutes before the scheduled start time.



If you have any questions regarding your compatibility check, or if you experience issues launching your exam, you may contact our remote proctoring technical support at (844) 267-1017. You may also initiate a chat after you close the Secure Browser Software by [clicking here](#)

SCORE REPORTING

In order to receive a passing score on each examination, you must correctly answer the score listed below.

Examination	Portion	# of Items	Minimum Passing Score (Percent Correct Required)
Affiliate Broker	National	80 (80 points)	56 (70%)
	State	40 (40 points)	28 (70%)
Broker	National	75 (80 points)	60 (75%)
	State	50 (50 points)	38 (75%)
Timeshare Salesperson	State	35	25 (70%)
Acquisition Agent	State	35	25 (70%)

Note: National broker exams include questions that are scored up to two points.

Your score will be displayed on screen at the end of the examination and a score report will be emailed to you. If you fail, the emailed score report will include the diagnostic report indicating your strengths and weaknesses by examination type. If you do not receive your emailed score report, you may print it from your online account.

Candidates taking a remotely proctored exam: you must select to end both the exam portion and survey portion of your test in order to receive your on-screen results and emailed score report.

TIPS FOR PREPARING FOR YOUR LICENSE EXAMINATION

The following suggestions will help you prepare for your examination.

- Planned preparation increases your likelihood of passing.
- Start with a current copy of this Candidate Information Bulletin and use the examination content outline as the basis of your study.
- Read study materials that cover all the topics in the content outline.
- Take notes on what you study. Putting information in writing helps you commit it to memory and it is also an excellent business practice. Underline or highlight key ideas that will help with a later review.
- Discuss new terms or concepts as frequently as you can with colleagues. This will test your understanding and reinforce ideas.
- Your studies will be most effective if you study frequently, for periods of about 45 to 60 minutes. Concentration tends to wander when you study for longer periods of time.

Now you can take the practice exam online at
[National Real Estate Salesperson Practice Examination](#)
[National Real Estate Broker Practice Exam](#)
 to prepare for your Tennessee Broker Examinations.

Please note that practice exams are intended only to help testing candidates become familiar with the general types of questions that will appear on a licensing examination. They ARE NOT a substitute for proper education and study. Furthermore, scoring well on the practice exam does not guarantee a positive outcome on an actual licensing examination.

Note: You may take the practice exams an unlimited number of times. However, you will need to pay each time.

EXAMINATION STUDY MATERIALS

The following is a list of possible study materials for the real estate examinations. The list is given to identify resources and does not constitute an endorsement by PSI or by TREC. Use the latest edition available.

NATIONAL PORTION OF THE EXAMINATION

- *Real Estate Fundamentals*, 9th Edition, 2015, Gaddy and Hart, Dearborn Real Estate Education, (800) 972-2220, www.dearborn.com
- *Modern Real Estate Practice*, 19th Edition, Galaty, Allaway, and Kyle, Dearborn Real Estate Education, (800) 972-2220, www.dearborn.com
- *Real Estate Law*, 9th Edition, 2016, Elliot Klayman, Dearborn Real Estate Education, (800) 972-2220, www.dearborn.com
- *The Language of Real Estate*, 7th Edition, 2013, John Reilly, Dearborn Real Estate Education, (800) 972-2220, www.dearborn.com
- *Real Estate Principles & Practices*, 9th Edition, 2014, Arlyne Geschwender, OnCourse Publishing, N19W24075 Riverwood Drive, Suite 200, Waukesha, WI 53188, 855-733-7239, www.oncoursepublishing.com
- *Real Estate Principles*, 12th Edition, Charles Jacobus, OnCourse Publishing, N19W24075 Riverwood Drive, Suite 200, Waukesha, WI 53188, 855-733-7239, www.oncoursepublishing.com
- *Real Estate Math*, 7th Edition, 2014, Linda L. Crawford, Dearborn Real Estate Education, (800) 972-2220, www.dearborn.com
- *Property Management*, 10th edition, 2016, Kyle, Robert C., Baird, Floyd M. and Kyle, C. Donald, Chicago: Dearborn Real Estate Education
- *Principles of Real Estate Practice*, 6th edition, 2019, Mettling, Stephen and Cusic, David, Performance Programs Company, www.performanceprogramscompnay.com

STATE PORTION OF THE EXAMINATION

- *Tennessee Real Estate Broker's Licensing Act of 1973*, T.C.A. 62-13-312(B)1-21, 1973, Tennessee Legislature, https://www.lawserver.com/law/state/tennessee/tn-code/tennessee_code_title_62_chapter_13

TIMESHARE SALESPERSON EXAMINATION

- *Official Manual of the Real Estate Commission*, Sections 62-13 and 66-32
- *Rules of the Tennessee Real Estate Commission*, Section 1260-1
- *Tennessee Human Rights Act*, Section 4-21
- *Modern Real Estate Practice*, 18th Edition (pages 173-187 & 256-257), Galaty, Allaway, and Kyle, Dearborn Real Estate Education, (800) 972-2220, www.dearborn.com

DESCRIPTION OF EXAMINATIONS

The affiliate broker and broker examinations are divided into two sections: national and state. Candidates who pass one section but fail the other need retake only the section they failed. The passing score for one section of an examination is valid for two (2) retakes of the failed section or six (6) months, whichever comes first. The timeshare salesperson and acquisition agent exams are one-part.

Affiliate broker and broker examinations candidates who fail the first attempt at the examination may retake it as soon as they want (however you cannot schedule until the day after you took the examination). After the second attempt, an examination candidate must wait thirty (30) days between any subsequent failed exams to retake the examination.

Note: These retake rules do not apply to the timeshare salesperson and acquisition agent exams.

EXAMINATION SUMMARY TABLE

Examination	Portion	# of Items	Time Allowed
Affiliate Broker	National	80 (80 points)	160 minutes
	State	40 (40 points)	80 minutes
Broker	National	75 (80 points)	150 minutes
	State	50 (50 points)	90 minutes
Time-share Salesperson	State	35	90 minutes
Acquisition Agent	State	35	90 minutes

Note: National broker exams include questions that are scored up to two points.

EXPERIMENTAL QUESTIONS

In addition to the number of examination items specified in the "Examination Content Outlines", a small number (5 to 10) of "experimental" questions may be administered to candidates during the examinations. These questions will not be scored. However, these questions will count against examination time. The administration of such unscored, experimental questions is an essential step in developing future licensing examinations.

CONTENT OUTLINES

The examination content outlines have been prepared and are periodically updated by committees of professionals who are subject matter experts in real estate practice, real estate instruction, and regulatory issues. The examination content outlines these professionals have prepared identify areas of importance to licensees in order for them to perform their duties to the public in a competent and legally responsible manner.

Use the outline as a guide for pre-examination review of course material. The outlines list the topics that are on the examination and the number of questions for each topic. Do not schedule your examination until you are familiar with the topics in the outline.



NATIONAL PORTION CONTENT OUTLINE

(REAL ESTATE PRINCIPLES AND PRACTICES)

I. Property ownership (Affiliate Broker 8%; Broker 10%)

- A. Real versus personal property; conveyances
- B. Land characteristics and legal descriptions
 - 1. Types of legal descriptions; Metes and bounds, Lot and block, government survey
 - 2. Measuring structures
 - 3. Livable, rentable, and usable area
 - 4. Land Measurement
 - 5. Mineral, air, and water rights
- C. Encumbrances and effects on property ownership
 - 1. Liens
 - 2. Easements and licenses
 - 3. Encroachments
 - 4. Other potential encumbrances of title
- D. Types of ownership
 - 1. Tenants in common
 - 2. Joint tenancy
 - 3. Common- interest ownership
Timeshares
 - 4. Condominiums
Co-ops
 - 5. Ownership in severalty/sole ownership
Life Estate ownership
 - 6. Property ownership held in trust
(BROKER ONLY)

II. Land use controls and regulations (Affiliate Broker 5%; Broker 5%)

- A. Government rights in land
 - 1. Property taxes and special assessments
 - 2. Eminent domain, condemnation, escheat
- B. Government controls
 - 1. Zoning and master plans
 - 2. Building codes
 - 3. Regulation of special land types
 - a) Flood zones
 - b) Wet lands
 - 4. Regulation of environmental hazards
 - a) Types of hazards
 - b) Abatement and mitigation
 - c) Restrictions on contaminated property
- C. Private controls
 - 1. Deed conditions or restrictions
 - 2. Covenants, conditions, and restrictions (CC&Rs)
 - 3. Homeowners association regulations

III. Valuation and market analysis (Affiliate Broker 7%; Broker 7%)

- A. Appraisals
 - 1. Purpose and use of appraisals for valuation
 - 2. General steps in appraisal process
 - 3. Situations requiring appraisal by certified appraiser
- B. Estimating Value
 - 1. Effect of economic principles and property characteristics
 - 2. Sales or market comparison approach

- 3. Cost approach
- 4. Income analysis approach
- C. Competitive/Comparative Market Analysis
 - 1. Selecting comparables
 - 2. Adjusting comparables

IV. Financing (Affiliate Broker 10%; Broker 8%)

- A. Basic concepts and terminology
 - 1. Points
 - 2. LTV
 - 3. PMI
 - 4. Interest
 - 5. PITI
 - 6. Financing instruments (mortgage, promissory note, etc.)
- B. Types of loans
 - 1. Conventional loans
 - 2. FHA Insured loans
 - 3. VA guaranteed loans
 - 4. USDA/rural loan programs
 - 5. Amortized loans
 - 6. Adjustable-rate mortgage loans
 - 7. Bridge loans
 - 8. Owner financing (installment and land contract/contract for deed)
- C. Financing and lending
 - 1. Lending process application through closing
 - 2. Financing and credit laws and rules
 - a) Truth in lending
 - b) RESPA
 - c) Equal Credit Opportunity
 - d) CFPB/TRID rules on financing and risky loan features
 - 3. Underwriting
 - a) Debt ratios
 - b) Credit scoring
 - c) Credit history

V. General principles of agency (Affiliate Broker 13%; Broker 11%)

- A. Agency and non-agency relationships
 - 1. Types of agents and agencies
 - 2. Other brokerage relationships (non-agents)
 - a) Transactional
 - b) Facilitators
- B. Agent's duties to clients
 - 1. Fiduciary responsibilities
 - 2. Traditional agency duties (COALD)
 - 3. Powers of attorney and other delegation of authority
- C. Creation of agency and non-agency agreements; disclosure of conflict of interest
 - 1. Agency and agency agreements
 - a) Key elements of different types of listing contracts
 - b) Key elements of buyer brokerage/tenant representation contracts
 - 2. Disclosure when acting as principal or other conflict of interest
- D. Responsibilities of agent to customers and third parties, including disclosure, honesty, integrity, accounting for money
- E. Termination of agency
 - 1. Expiration

2. Completion/performance
3. Termination by force of law
4. Destruction of property/death of principal
5. Mutual agreement

VI. Property disclosures (Affiliate Broker 6%; Broker 7%)

- A. Property condition
 1. Property condition that may warrant inspections and surveys
 2. Proposed uses or changes in uses that should trigger inquiry about public or private land use controls
- B. Environmental issues requiring disclosure
- C. Government disclosure requirements (LEAD)
- D. Material facts and defect disclosure

VII. Contracts (Affiliate Broker 17%; Broker 18%)

- A. General knowledge of contract law
 1. Requirements for validity
 2. Factors affecting enforceability of contracts
 3. Void, voidable, unenforceable contracts
 4. Rights and obligations of parties to a contract
 5. Executory and executed contracts
 6. Notice, delivery and acceptance of contracts
 7. Breach of contract and remedies for breach
 8. Termination, rescission and cancellation of contracts
 9. Electronic signature and paperless transactions
 10. Bilateral vs. unilateral contracts (option agreements)
- B. Contract Clauses, including amendments and addenda
- C. Offers/purchase agreements
 1. General requirements
 2. When offer becomes binding
 3. Contingencies
 4. Time is of the essence
- D. Counteroffers/multiple offers
 1. Counteroffers
 2. Multiple offers

VIII. Leasing and Property Management (Affiliate Broker 3%; Broker 5%)

- A. Basic concepts/duties of property management
- B. Lease Agreements
 1. Types of leases, e.g., percentage, gross, net, ground
 2. Key elements and provisions of lease agreements
- C. Landlord and tenant rights and obligations
- D. Property manager's fiduciary responsibilities
- E. ADA and Fair Housing compliance in property management
- F. Setting rents and lease rates (*BROKER ONLY*)

IX. Transfer of Title (Affiliate Broker 8%; Broker 7%)

- A. Title Insurance
 1. What is insured against

2. Title searches, title abstracts, chain of title
3. Marketable vs insurable title
4. Potential title problems and resolution
5. Cloud on title, suit to quiet title (*BROKER ONLY*)

B. Deeds

1. Purpose of deed, when title passes
2. Types of deeds and when used
3. Essential elements of deeds
4. Importance of recording

C. Escrow or closing; tax aspects of transferring title to real property

1. Responsibilities of escrow agent
2. Prorated items
3. Closing statements/TRID disclosures
4. Estimating closing costs
5. Property and income taxes

D. Special processes

1. Foreclosure
2. Short sale

E. Warranties

1. Purpose of home or construction warranty programs
2. Scope of home or construction warranty programs

X. Practice of real estate (Affiliate Broker 13%; Broker 14%)

A. Trust/escrow accounts

1. Purpose and definition of trust accounts, including monies held in trust accounts
2. Responsibility for trust monies, including commingling/conversion

B. Federal fair housing laws and the ADA

1. Protected classes
2. Prohibited conduct (red-lining, blockbusting, steering)
3. Americans with Disabilities (ADA)
4. Exemptions

C. Advertising and technology

1. Advertising practices
 - a) Truth in advertising
 - b) Fair housing issues in advertising
2. Use of technology
 - a) Requirements for confidential information
 - b) Do-Not-Call List

D. Licensee and responsibilities

1. Employee
2. Independent Contractor
3. Due diligence for real estate transactions
4. Supervisory responsibilities (*BROKER ONLY*)
 - a) Licensees
 - b) Unlicensed personnel

E. Antitrust laws

1. Antitrust laws and purpose
2. Antitrust violations in real estate

XI. Real estate calculations (Affiliate Broker 10%; Broker 8%)

A. Basic math concepts

1. Loan-to-value ratios
2. Discount points
3. Equity

4. Down payment/amount to be financed
- B. Calculations for transactions
 1. Property tax calculations
 2. Prorations
 3. Commission and commission splits
 4. Seller's proceeds of sale
 5. Buyer funds needed at closing
 6. Transfer fee/conveyance tax/revenue stamps
 7. PITI (Principal, Interest, Taxes and Insurance) payments
- C. Calculations for valuation, rate of return
(BROKER ONLY)
 1. Net operating income
 2. Depreciation
 3. Capitalization rate
 4. Gross Rent and gross income multipliers

- b. Length of Time to Keep Records
- c. What Information/Documents Must Be Kept
- d. Handling Offers and other Transaction Documents/Leave Copies
- e. Commission Access to Records

Handling of Trust/Escrow Funds (Affiliate Broker - 4 Items, Broker - 7 Items)

- a. Permissible Disbursements of Trust/Escrow Funds
- b. General Requirements of Trust/Escrow Accounts
- c. Commingling; Improper Use of Trust/Escrow Funds
- d. Depository and Account Requirements
- e. Interest; Non-liquid Valuables as Earnest Money
- f. Time Requirements for Deposit of Funds

Other Improper Activities and Consumer Protection (Affiliate Broker - 3 Items, Broker - 3 Items)

- a. Improper Listing Agreements
- b. Discrimination
- c. Other Misconduct

Agency and Disclosure Issues (Affiliate Broker - 6 Items, Broker - 7 Items)

- a. General Agency Duties and Creation of Agency Relationship
- b. Disclosure of Agency Relationships
- c. Disclosure of Material Facts and Misrepresentation
- d. Disclosure of Agent's Interest
- e. Handling of Offers
- f. Designated Agents
- g. Facilitators
- h. Dual Agency

Special Areas of Practice (Affiliate Broker - 3 Items, Broker - 3 Items)

- a. Timeshare
- b. Property Management
- c. Commercial/Industrial Real Estate

TIME-SHARE SALESPERSON AND ACQUISITION AGENT EXAMINATION

STATE CONTENT OUTLINE

Fundamentals of the Time-Share Business

I. Statutory Requirements (20 Items)

- A. Definitions
- B. Time-Share Units
- C. Public Offering Statement-General Provisions
- D. Escrow of Deposits
- E. Mutual Rights of Cancellation
- F. Misleading Advertisement Unlawful
- G. Advertising-Specific Prohibitions
- H. Prize or Gift Promotional Offers

STATE PORTION CONTENT OUTLINE

Duties and Powers of Real Estate Commission (Affiliate Broker - 4 Items, Broker - 6 Items)

- a. Purpose of Commission
- b. Persons and Disputes Not Within Commission Jurisdiction
- c. Complaints, Notifications, Hearings
- d. Disciplinary Actions

Licensing Requirements (Affiliate Broker - 4 Items, Broker - 5 Items)

- a. Licensing Examinations
- b. Educational Requirements
- c. Other Qualifications
- d. Change of Status, Name or Address
- e. Firm Licenses; License Display
- f. Renewal of License
- g. Errors and Omissions Insurance

Advertising and Marketing (Affiliate Broker - 7 Items, Broker - 7 Items)

- a. Requirements for Owner/Agent Advertising
- b. "For Sale" Signs
- c. Brokerage Company and Team Advertising
- d. Internet Advertising
- e. Information Required in Advertised Listings
- f. Gifts and Prizes
- g. Advertising on Social Media

Broker/Affiliate Relationships (Affiliate Broker - 5 Items, Broker - 6 Items)

- a. How Compensation May Be Paid
- b. Permitted Affiliations
- c. Broker's Supervisory Responsibility
- d. Change of Affiliation
- e. Ownership of Affiliates' Listings

Handling of Documents and Record Keeping (Affiliate Broker - 4 Items, Broker - 6 Items)

- a. Responsibility for Keeping Records



Other Tennessee Time-Share Act Information

II. Powers of the Real Estate Commission (5 Items)

- A. Powers and Duties of the Commission
- B. Errors and Omissions Insurance Coverage

Related Topics

III. License Requirements (5 Items)

- A. Prerequisites for Licensing
- B. Expiration and Renewal of Licenses & Discipline
- C. Licenses

IV. Discrimination & Fair Housing (2 Items)

- A. Complaints & Discriminatory Housing Practices

V. Contracts & Agreements (2 Items)

- A. Definitions & General Information

VI. Truth-in-Lending (1 Item)

- A. Definitions & General Information

SAMPLE QUESTIONS

The following questions are offered as examples of the types of questions you will be asked during the course of the National Real Estate Broker and Salesperson examinations. They are intended primarily to familiarize you with the style and format of questions you can expect to find in the examinations. The examples do NOT represent the full range of content or difficulty levels found in the actual examinations.

SAMPLE QUESTIONS

- A. Which of the following interests in property is held by a person who is granted a lifetime use of a property that will be transferred to a third party upon the death of the lifetime user?
- 1. A life estate.
 - 2. A remainder estate.
 - 3. An estate for years.
 - 4. A reversionary estate.
- B. Which of the following statements BEST identifies the meaning of the term, "rescission of a contract"?
- 1. A ratification of a contract by all parties.
 - 2. A return of all parties to their condition before the contract was executed.
 - 3. A transfer or assignment of a particular responsibility from one of the parties to another.
 - 4. A review of the contract by the legal counsel of either party that may result in a cancellation without penalty or further obligation.
- C. Which of the following clauses in a mortgage allows the lender to demand loan repayment if a borrower sells the property?
- 1. Defeasance
 - 2. Prepayment
 - 3. Acceleration
 - 4. Alienation

- D. How much cash MUST a buyer furnish in addition to a \$2,500 deposit if the lending institution grants a 90% loan on an \$80,000 property?
- 1. \$5,500.
 - 2. \$6,975.
 - 3. \$7,450.
 - 4. None of the above.
- E. Which of the following single-family residences would get the MOST accurate appraisal by applying the reproduction cost approach to value?
- 1. A rental property.
 - 2. A vacant property.
 - 3. A new property.
 - 4. An historic property.

Answers to Sample Broker Questions:

A: 1; B: 2; C: 4; D: 1; E: 4

SAMPLE BROKER QUESTIONS (SCENARIO-BASED)

PSI National Real Estate Broker Examination Instruction

IMPORTANT

Test questions appear on the screen **ONE AT A TIME**. A question may have an associated graphic displayed on the screen, or it may direct the candidate to reference material, such as a chart or diagram.

Each question may contain up to **EIGHT** options and **ONLY ONE BEST** option shall be selected to answer the question. Some options are appropriate but **NOT** the **BEST ANSWER**. Please select the option that best answers the question in the exam. A **BEST ANSWER** reflects the optimal solution or most complete resolution to the scenario presented in the question.

Scenario:

You are hosting an open house. Mr. and Mrs. Charles Martin come into the house. You greet them and show them the house. The Martins tell you the house is exactly what they are looking for and they are very interested in purchasing it. You then give them information showing the various types of financing available with down payment options and projected payments.

Mr. Martin tells you they have been working with Mary Hempstead of XX Realty, a competing real estate company. Before leaving, you thank them for coming and give them your business card.

- A. The first thing on Monday morning, Mrs. Martin calls and indicates they have tried to reach Mary and cannot. They indicate they have a written buyer's agent agreement with Mary's broker. They are afraid someone else is going to buy the house. Which of the following should you do? Select the best answer.
- 1. Seek advice from your supervising broker.
 - 2. Tell them to come to your office.
 - 3. Ask them to bring the buyer's agency agreement to you for your interpretation.
 - 4. Tell them to be patient and continue trying to reach Mary.



5. Tell them to call Mary’s supervising broker or branch manager.
 6. Tell them you are really sorry, but there is nothing you can do.
- B. The Martins come to your office and explain that neither Mary nor her supervising broker are available. They insist you immediately write an offer for the house. How should you proceed? Select the best answer.
1. Write the offer after entering into a buyer’s broker agreement with them.
 2. Write the offer after explaining they may owe Mary’s broker a commission.
 3. Write the offer after trying to contact Mary’s broker yourself.
 4. Refuse to write an offer and explain that doing so would be unethical.
 5. Refuse to write and offer since it would be illegal.
 6. Refuse to write the offer and tell the Martins to contact another Broker in Mary’s office.

Answers (Points) to Sample Principal Broker Questions:

- A. 1 (2 points), 2 (1 point), 3 (0 point)
 4 (0 point), 5 (1 point) , 6 (0 point)
- B. 1 (1 point), 2 (2 points), 3 (1 point)
 4 (0 point), 5 (0 point) , 6 (0 point)

Following are the sessions scheduled for each site. These sessions are subject to change.

Site	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Chattanooga	9am/1pm	9am/1pm/5pm	9am/1pm	9am/1pm	9am/1pm	9am
Dyersburg	8am/12n	8am/12n				
Jackson	9am/1:30pm	9am/1:30pm	9am/1:30pm	9am/1:30pm	9am	9am
Johnson City	9am/1pm/4pm	9am/1pm/4pm	9am/1pm/4pm	9am/12n	9am/12n	9am
Knoxville	9am/2:30pm/7pm	9am/1:30pm/6pm	9am/1:30pm/6pm	9am/1:30pm/6pm	9am/2:30pm	9am
Memphis	9am/1:00pm	9am/1:00pm	9am/1:00pm	9am/1:00pm	9am	9am
Nashville	9am/4pm	9am/1pm/6pm	9am/1pm/6pm	9am/1pm/6pm	9am/4pm	9am

TENNESSEE BROKER EXAMINATION APPLICATION

Directions: All broker candidates must complete this application and send it to the Tennessee Real Estate Commission. PLEASE PRINT ALL INFORMATION.

Tennessee File Identification Number: _____

Legal Name: _____
Last Name First Name Middle Name

Street Address: _____
Number, Street County

_____ - _____
City State Zip Code

Social Security: [] [] [] - [] [] - [] [] [] [] Date of Birth: [] [] - [] [] [] [] - [] [] [] []
Month Date Year

CURRENT REAL ESTATE FIRM AFFILIATION: FIRM NAME: _____

Street Address: _____ Daytime Telephone: _____
Number, Street

_____ - _____
City State Zip Code

_____ - _____
Email Address

LICENSE INFORMATION:
 Date of issuance of initial Tennessee license (mo/yr) [] [] [] [] [] [] Has this license been kept current since that date? Yes No

If "No," explain: _____

Number of years and months of active licensure: _____ Education: Circle highest grade completed: 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16

If not already on file with the Tennessee Real Estate Commission, attach to this form certification of completion of 120 classroom hours of Commission-approved real estate instruction. Mail this application and all other required documents to the address below. If approved by the Commission, you will receive a certificate of examination eligibility. This certificate will be required for admission to the test center on the day of the examination.

Mail to:
Tennessee Real Estate Commission
Broker Approval
 Suite 180
 500 James Robertson Parkway
 Nashville, TN 37243-1151

Directions: All broker candidates must answer all questions and provide the necessary documentation that may be required. Incomplete applications will be returned without Commission evaluation. Please check the appropriate answer.

1. Have you ever held a license for any profession? If you hold or have held a license in another state(s), you must obtain a license certification from each state in which you are or were licensed. This application will not be processed until the certification(s) is received.	<input type="checkbox"/> Yes <input type="checkbox"/> No	4. Have you ever pled guilty, pled nolo contendere, or been convicted of any criminal offense?	<input type="checkbox"/> Yes <input type="checkbox"/> No
2. Have you held a Real Estate license in TN?	<input type="checkbox"/> Yes <input type="checkbox"/> No	If you answered yes to question 4, are you at least two years past the end of your probationary period?	<input type="checkbox"/> Yes <input type="checkbox"/> No
3. Are you at least 18 years of age?	<input type="checkbox"/> Yes <input type="checkbox"/> No	6. Have you ever had any disciplinary sanctions imposed by any local, state, or federal occupational licensing body?	<input type="checkbox"/> Yes <input type="checkbox"/> No

I hereby certify that all information in this application is true and correct and that the Tennessee Real Estate Commission may rely on its truthfulness in considering this application.

 Applicant Signature Date

TENNESSEE NONRESIDENT APPLICANT CONSENT TO SUITS

I do hereby irrevocably consent that suits and actions may be commenced against me in the proper court of the state of Tennessee, as required by the Official Manual of the Tennessee Real Estate Commission, 62-13-314 (4)(b)(1).

Applicant's Name (Please Print)

Applicant's Signature

Date

Street Address

City

State

Zip

Nonresident affiliate broker candidates only:

Name of Firm and Principal Broker with whom you are currently affiliated:

Firm Name

File I.D.

Principal Broker Name

Principal Broker's Tennessee File I.D.

If the above-named broker is not licensed by the Tennessee Real Estate Commission, you are not eligible for a nonresident license.

Mail ALL of the following to the address below:

- This form
- Course completion certificate or transcripts documenting education
- Copy of license from current jurisdiction _____
- Application For License

Tennessee Real Estate Commission
Broker Approval
Suite 180
500 James Robertson Parkway
Nashville, TN 37243-1151



All examination centers are equipped to provide access in accordance with the Americans with Disabilities Act (ADA) of 1990.

Applicants with disabilities or those who would otherwise have difficulty taking the examination should request for alternative arrangements by [Clicking Here](#).

Requirements for exam accommodation requests:

You are required to submit documentation from the medical authority or learning institution that rendered a diagnosis. Verification must be uploaded to PSI on the letterhead stationery of the authority or specialist and include the following:

- Description of the disability and limitations related to testing
- Recommended accommodation/modification
- Name, title and telephone number of the medical authority or specialist
- Original signature of the medical authority or specialist

MAKE SURE YOU ARE REGISTERED FOR THE EXAMINATION BEFORE REQUESTING EXAMINATION ACCOMMODATIONS

PSI
3210 E Tropicana
Las Vegas, NV 89121