California Real Estate Salesperson Cheat Sheet 2026

The night-before summary, built like the exam.

150 Scored questions	**3h** Time limit	**70%** Passing score
$100 Exam fee	**California DRE** Governing body	

California Real Estate Salesperson Exam — Fast Facts

- 150 multiple-choice questions
- Passing score: 70% — you must correctly answer at least 105 of 150 questions
- Exam fee: $100

Do the Math Before Test Day

- Target = 70% of 150 = 105 correct. You can miss up to 45 questions and still pass.
- Because it's a straight percentage of a fixed 150-question set, there's no penalty for guessing beyond a missed point — leave nothing blank.
- Pace yourself against 150 items: if you have a fixed time block, divide it by 150 to get your per-question budget and keep moving.

Must-Remember Rules

- $100 fee is the salesperson exam fee — budget for it (plus any separate license/application costs) when planning.
- Aim well above 105 correct on practice tests; a cushion above the 70% line protects you against a few tricky questions on exam day.
- Every question is multiple choice — eliminate obviously wrong options first to raise your odds on items you're unsure of.

Quick Reference Table

- Questions: 150
- Pass mark: 70% (105 correct)
- Max you can miss: 45
- Fee: $100

Official sources

- U.S. Bureau of Labor Statistics — Occupational Employment and Wage Statistics, May 2025 — Real Estate Sales Agents (SOC 41-9022): https://www.bls.gov/oes/current/oes419022.htm
- California Department of Real Estate (DRE) — Requirements to Apply for a Real Estate Salesperson License: https://www.dre.ca.gov/examinees/requirementssales.html
- California Department of Real Estate (DRE) — Fees: https://www.dre.ca.gov/licensees/fees.html

Free practice questions for this exam: www.everyexamprep.com/practice/exams/real/california-real-estate-salesperson