

Tennessee Real Estate Cheat Sheet 2026

The night-before summary, built like the exam.

— Scored questions	— Time limit	70% on each portion (nat... Passing score
\$63 Exam fee	Tennessee Real Estate C... Governing body	— Pass rate

The numbers to remember

- Full exam fee: \$63.00 (both sections in one sitting).
- National-only retake: \$37.00 (160 minutes).
- State-only retake: \$26.00 (80 minutes).
- National passing score: 56 of 80 (70%).
- State passing score: 28 of 40 (70%).
- Minimum age: 18. High school graduation proof required.
- Pre-license education: 90 total hours — 60 hours of principles/fundamentals plus a 30-hour Course for New Affiliates.
- Initial application fee: \$91. License renewal: \$75 every 2 years. Affiliate-to-broker upgrade fee: \$91.
- A passing section score stays valid for 2 retakes or 1 year, whichever comes first; after a second fail, wait 30 days to retake; reschedule notice needed 2 days ahead.
- Exam administered by PSI; the Tennessee Real Estate Commission was created in 1951.

Content domains and weights

- Advertising and Marketing — 7 items
- Agency and Disclosure Issues — 6 items
- Broker/Affiliate Relationships — 5 items
- Handling of Documents and Record Keeping — 4 items
- Duties and Powers of the Real Estate Commission — 4 items
- Licensing Requirements — 4 items
- Handling of Trust/Escrow Funds — 4 items

High-yield review areas

- Advertising and marketing rules carry the single largest item count — review disclosure language and prohibited claims closely.
- Agency and disclosure issues are the second-heaviest domain; know the duties owed to clients versus customers.
- Broker/affiliate relationships questions test supervision boundaries between a broker and an affiliate broker.
- Trust/escrow handling and document record-keeping are lower-count but high-consequence topics — a single procedural error here is easy to miss under time pressure.

Top traps

- Forgetting the exam is graded as two independent sections — a strong national score does not offset a weak state score, and vice versa.
- Confusing the 60-hour principles requirement (finished before the exam) with the separate 30-hour New Affiliates course (tied to the application).
- Losing track of retake timing — missing the 2-retakes-or-1-year window on a passed section means retaking it from

scratch.

- Skipping the 2-day advance notice rule when trying to reschedule an exam date.
- Treating the affiliate broker and broker blueprints as identical — the domain names match, but the broker exam allocates more items to several of the same topics, reflecting its added supervisory scope.
- Overlooking that the national section runs 160 minutes while the state section runs only 80 minutes — pace each section on its own clock rather than splitting time evenly.

Official sources

- Tennessee Real Estate Commission (TREC) — Tennessee Real Estate Candidate Information Bulletin (PSI Services LLC, updated 7/1/2025): <https://test-takers.psiexams.com/api/content/bulletin/511>
- Tennessee Real Estate Commission (TREC) — Affiliate Broker | Tennessee Real Estate Commission: <https://www.tn.gov/commerce/regboards/trec/license/license-how-to/affiliate-broker.html>
- Tennessee Real Estate Commission (TREC) — PSI & Exam Information | Tennessee Real Estate Commission: <https://www.tn.gov/commerce/regboards/trec/license/psi.html>

Free practice questions for this exam: www.everyexamprep.com/practice/exams/real/tennessee-real-estate-affiliate-broker