

# California Real Estate Salesperson Cheat Sheet 2026

The night-before summary, built like the exam.

|                          |                                         |                             |
|--------------------------|-----------------------------------------|-----------------------------|
| <b>150</b><br>Questions  | <b>3h</b><br>Time limit                 | <b>70%</b><br>Passing score |
| <b>\$100</b><br>Exam fee | <b>California DRE</b><br>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

- O\*NET / U.S. Department of Labor — 2025 real estate sales agent wages by location: <https://www.onetonline.org/link/localwages/41-9022.00?st=CA>
- 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>

Free practice questions for this exam: [www.everyexamprep.com/exams/california-real-estate-salesperson/practice-test](http://www.everyexamprep.com/exams/california-real-estate-salesperson/practice-test)