

Applied Measurement Professionals (AMP) Real Estate Salesperson Practice Exam (Sample)

Study Guide



Everything you need from our exam experts!

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Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 - 45 minutes). Review a handful of questions, reflect on the explanations.

3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

Questions

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- 1. Which of the following describes a nonconforming use in real estate?**
 - A. A use that is allowed despite being inconsistent with current zoning.**
 - B. A use that complies with all local zoning laws.**
 - C. A use that is restricted by a property deed.**
 - D. A temporary use permitted in a residential area.**
- 2. As the buyer's agent, if you only show properties to a client from China in areas heavily populated by Chinese residents, have you violated any fair housing laws?**
 - A. No, it's important to ensure the buyer is happy**
 - B. Yes, this is an example of steering**
 - C. No, it's based on the client's comfort**
 - D. Yes, this is an example of blockbusting**
- 3. What does "escrow" refer to in a real estate transaction?**
 - A. A legal document for property transfer**
 - B. A neutral third party holding funds and documents until all conditions of the sale are met**
 - C. An agreement on the sale price of a property**
 - D. Insurance coverage for the property**
- 4. What term describes an agreement between two parties regarding the use of a property?**
 - A. Title**
 - B. Lease**
 - C. Contract**
 - D. Grant**
- 5. If a tenant remains in a property after lease expiration without permission, how should the property manager respond?**
 - A. Call the sheriff to evict the tenant.**
 - B. Change the tenant's locks immediately.**
 - C. Increase the tenant's rent until they leave.**
 - D. File an unlawful detainer complaint.**

6. What is the form of co-ownership where there may be many owners but only one or two make decisions?

- A. A general partnership**
- B. A limited partnership**
- C. Joint tenancy**
- D. Sole proprietorship**

7. In the event of a foreclosure, which lien has the lowest priority?

- A. property taxes**
- B. a mortgage**
- C. an unsecured judgment**
- D. a special assessment**

8. What is the effect of cap rates on real estate valuations?

- A. Higher cap rates increase property value**
- B. Lower cap rates increase property value**
- C. Cap rates do not impact property value**
- D. Cap rates are only relevant to rental properties**

9. What must Broker Murphy do with the \$5,000 earnest money received for his listing?

- A. Put the check in the deal file for the closing agency**
- B. Deposit the check in his company's escrow account**
- C. Put the check in his company's operating account**
- D. Deposit the check in his personal account**

10. Before tenants can move into a new office building, which of the following is NOT a necessary consideration?

- A. Compliance with building codes.**
- B. Payment of property taxes.**
- C. Proper building permits.**
- D. Certificate of occupancy.**

Answers

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1. A
2. B
3. B
4. B
5. D
6. B
7. C
8. B
9. B
10. B

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Explanations

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1. Which of the following describes a nonconforming use in real estate?

- A. A use that is allowed despite being inconsistent with current zoning.**
- B. A use that complies with all local zoning laws.**
- C. A use that is restricted by a property deed.**
- D. A temporary use permitted in a residential area.**

A nonconforming use in real estate refers to a situation where a property is used in a way that does not comply with current zoning regulations, yet is allowed to continue operating under specific conditions. This typically occurs when zoning laws change after a property has already been developed and is in use. Initially, the use of the property may have been in line with the zoning laws, but if those laws change, the property may still be permitted to continue its existing use as a nonconforming use to avoid causing disruption to established businesses or residences. This concept is essential in understanding zoning dynamics, as it maintains a level of stability for property owners who would otherwise have to conform to new rules that could be financially burdensome or practically unfeasible. The other options do not accurately capture the essence of nonconforming use. Compliance with local zoning laws, restrictions by property deeds, or temporary uses permitted in a residential area, do not define a nonconforming use because they either align with zoning regulations or describe different types of zoning situations.

2. As the buyer's agent, if you only show properties to a client from China in areas heavily populated by Chinese residents, have you violated any fair housing laws?

- A. No, it's important to ensure the buyer is happy**
- B. Yes, this is an example of steering**
- C. No, it's based on the client's comfort**
- D. Yes, this is an example of blockbusting**

The correct answer is that this scenario exemplifies steering. Steering occurs when a real estate agent guides clients towards or away from certain neighborhoods based on their race, ethnicity, or other protected characteristics. Fair housing laws, specifically the Fair Housing Act in the United States, make it illegal to discriminate against prospective buyers in any aspect of housing sales, including where they are shown properties. By only showing properties in areas heavily populated by Chinese residents, the agent is not providing equal opportunities to their client but rather is making assumptions about where the client should live based on their nationality. This practice can limit the buyer's options and perpetuate segregation, thus violating fair housing laws aimed at promoting equal access to housing regardless of background. The other options do not accurately recognize the nature of the violation. While ensuring a client's happiness and comfort is important in real estate, it must be balanced with adherence to fair housing principles. Failing to demonstrate this balance can lead to discriminatory practices, which are not permissible under the law. Blockbusting, on the other hand, refers to a practice where agents induce homeowners to sell based on the fear of changing demographics in a neighborhood, which is a different violation than steering.

3. What does "escrow" refer to in a real estate transaction?

- A. A legal document for property transfer
- B. A neutral third party holding funds and documents until all conditions of the sale are met**
- C. An agreement on the sale price of a property
- D. Insurance coverage for the property

In a real estate transaction, "escrow" specifically refers to a neutral third party responsible for holding funds and documents until all conditions of the sale are satisfied. This process ensures that neither party has an unfair advantage during the transaction. The escrow agent acts on behalf of both the buyer and seller, facilitating the transfer of the title and funds while making sure that all contractual obligations—such as inspections, repairs, and financing—are completed before the final transfer of ownership occurs. This system protects the interests of both parties and helps to create a smooth closing process. Understanding the role of escrow is critical for successful real estate transactions, as it mitigates risks associated with property transfers, ensuring that both parties adhere to the agreed terms before ownership changes hands.

4. What term describes an agreement between two parties regarding the use of a property?

- A. Title
- B. Lease**
- C. Contract
- D. Grant

The term that describes an agreement between two parties regarding the use of a property is a lease. A lease is a legal document that outlines the terms under which one party can occupy or utilize property owned by another party for a specific period of time, usually in exchange for rent. This agreement defines the rights and responsibilities of both the landlord and the tenant, ensuring that both parties understand their obligations, such as payment terms, maintenance responsibilities, and conditions for lease termination. In contrast, a title refers to the legal ownership of a property, which does not involve agreements between parties for use. A contract is a broader term that can apply to many types of agreements, not just real estate, and it does not specifically relate to the use of property. A grant typically involves the transfer of property or rights from one party to another, rather than an agreement for use. Thus, the specificity of a lease in relation to property use makes it the correct answer.

5. If a tenant remains in a property after lease expiration without permission, how should the property manager respond?

- A. Call the sheriff to evict the tenant.**
- B. Change the tenant's locks immediately.**
- C. Increase the tenant's rent until they leave.**
- D. File an unlawful detainer complaint.**

When a tenant remains in a property after the lease has expired without the property owner's permission, the appropriate legal response is to file an unlawful detainer complaint. This action formally initiates the eviction process through the courts, providing a legal framework for addressing the situation. Filing an unlawful detainer complaint allows the landlord or property manager to seek a court order for eviction rather than taking matters into their own hands. It ensures that the rights of both parties are respected and that due process is followed. This approach protects the property owner's interests while complying with local tenancy laws, which often require legal proceedings to remove a tenant who is occupying the property without consent. Taking more immediate actions, such as changing locks or calling law enforcement directly for eviction before going through the legal process could be considered illegal self-help remedies, which are generally prohibited. Additionally, increasing rent unilaterally may not be considered a valid or legal method to incentivize the tenant to leave and may lead to further complications or legal issues. Therefore, filing an unlawful detainer complaint is the correct and lawful course of action when dealing with tenants who have overstayed their lease.

6. What is the form of co-ownership where there may be many owners but only one or two make decisions?

- A. A general partnership**
- B. A limited partnership**
- C. Joint tenancy**
- D. Sole proprietorship**

In a limited partnership, there are typically two types of partners: general partners and limited partners. The general partners manage the operations of the business and make decisions, while the limited partners contribute capital and share in profits but do not participate in day-to-day management. This structure allows for multiple owners; however, only the general partners are actively involved in decision-making, which aligns with the concept of having many owners but only one or two making decisions. The other options do not reflect this specific arrangement. A general partnership allows all partners to participate in management, joint tenancy is primarily related to property ownership where all parties have equal rights, and a sole proprietorship involves a single owner with full control over decision-making. Therefore, the structure of limited partnership clearly fits the description provided in the question.

7. In the event of a foreclosure, which lien has the lowest priority?

- A. property taxes**
- B. a mortgage**
- C. an unsecured judgment**
- D. a special assessment**

In the context of foreclosure, liens are prioritized based on their type, with certain liens having a higher claim against the property than others. The correct choice states that an unsecured judgment is the lowest priority lien. When a property is foreclosed, it first satisfies the most senior liens before addressing those of lower priority. Property taxes are typically at the top, as they have a first priority lien status. This means that any unpaid property taxes must be settled before other types of liens can be addressed. Following property taxes, mortgages come next in line since they are secured loans with a claim to the property in case of default. Special assessments are generally levied by municipalities for improvements that benefit the property, such as sidewalks or street lights, and they often hold a priority status, similar to property taxes. Therefore, both property taxes and special assessments take precedence in the event of a foreclosure. In contrast, an unsecured judgment does not attach to a specific property and lacks the same claim as those secured by the property. This type of lien is typically satisfied only after all secured liens, such as mortgages and tax liens, have been paid. As such, it holds the lowest priority, making it the correct answer in this context.

8. What is the effect of cap rates on real estate valuations?

- A. Higher cap rates increase property value**
- B. Lower cap rates increase property value**
- C. Cap rates do not impact property value**
- D. Cap rates are only relevant to rental properties**

The correct answer is that lower cap rates increase property value. The capitalization rate, or cap rate, is a key metric used in real estate valuation, particularly for income-producing properties. It is calculated by dividing the net operating income (NOI) of the property by its current market value or purchase price. When cap rates are lower, it indicates that investors are willing to pay more for the income the property generates. This can be due to various factors, including low-risk perception, high demand in the market, or a general trend towards lower interest rates. In essence, a lower cap rate suggests that the property is viewed favorably and is likely to yield a lower return on investment relative to its price, which ultimately drives the value of the property up. Conversely, higher cap rates often signal increased risk or lower demand for a property, leading to a decrease in property value. This dynamic illustrates that cap rates have a direct and significant impact on how properties are valued in the real estate market. Thus, understanding the relationship between cap rates and property values is crucial for investors and real estate professionals alike.

9. What must Broker Murphy do with the \$5,000 earnest money received for his listing?

- A. Put the check in the deal file for the closing agency**
- B. Deposit the check in his company's escrow account**
- C. Put the check in his company's operating account**
- D. Deposit the check in his personal account**

Broker Murphy is required to deposit the \$5,000 earnest money into his company's escrow account. This is because earnest money is a deposit made to demonstrate a buyer's serious intent to purchase a property. The funds must be held in a designated escrow account until the conditions of the sale are met, at which point they could be applied toward the buyer's closing costs or returned to the buyer based on the terms of the agreement. This practice not only maintains transparency in real estate transactions but also protects the funds, ensuring they are not misused or commingled with the broker's or company's operating funds. Depositing the earnest money into an account that is not specifically designated for escrow purposes, such as an operating account or a personal account, would be considered a violation of trust and professional ethics, as it can lead to legal issues and potential loss of funds. Therefore, the requirement for Broker Murphy to use the escrow account is integral to proper and ethical handling of client funds within the real estate industry.

10. Before tenants can move into a new office building, which of the following is NOT a necessary consideration?

- A. Compliance with building codes.**
- B. Payment of property taxes.**
- C. Proper building permits.**
- D. Certificate of occupancy.**

Payment of property taxes is not a direct requirement for tenants moving into a new office building. While property taxes are an ongoing financial obligation of the property owner and can affect the overall financial viability of the property, they do not impact the immediate ability of tenants to occupy the space. On the other hand, compliance with building codes, proper building permits, and the issuance of a certificate of occupancy are all essential factors that directly affect the readiness and legality of a building for occupancy. Building codes ensure safety and suitability, building permits confirm that necessary regulations were followed during construction, and a certificate of occupancy signifies that the building meets all regulatory requirements and is safe for use. These considerations must be addressed prior to tenants moving in, establishing their priority over the payment of property taxes in the context of tenant occupancy.

Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

<https://amprealestatesalesperson.examzify.com>

We wish you the very best on your exam journey. You've got this!

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