

# California DRE 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

- 1. Which method is commonly used when determining the overall value of a property?**
  - A. Appraisal by committee**
  - B. Sales comparison method**
  - C. Market analysis**
  - D. Valuation surveys**
- 2. Which term best describes the right of an owner to use the air space above their property?**
  - A. Aerial Rights**
  - B. Airspace Rights**
  - C. Vertical Rights**
  - D. Surface Rights**
- 3. What is the main purpose of the Metes and Bounds system in property description?**
  - A. To describe leasehold properties**
  - B. To establish property lines**
  - C. To convey ownership of personal property**
  - D. To simplify property taxes**
- 4. What are Riparian Rights associated with?**
  - A. Land development regulations**
  - B. Usage of water from bordering streams**
  - C. Rights concerning mineral extraction**
  - D. Ownership of water rights only**
- 5. What is a depositing institution?**
  - A. A facility that grants loans to buyers**
  - B. A bank that accepts deposits from its account holders**
  - C. A real estate brokerage**
  - D. An organization that appraises properties**

- 6. What land area is equivalent to 43,560 square feet?**
- A. Acre**
  - B. Parcel**
  - C. Lot**
  - D. Section**
- 7. What is the term for a grid made up of base lines and meridian lines in property descriptions?**
- A. Township grid**
  - B. Land grid**
  - C. Survey grid**
  - D. Ranges and township lines**
- 8. Examples of bounds for properties can include?**
- A. Only rivers**
  - B. Hills and rivers**
  - C. Natural or man-made landmarks**
  - D. Only constructed fences**
- 9. In community property laws, how do husbands and wives share property interests?**
- A. Equally**
  - B. Unequally**
  - C. Based on individual contributions**
  - D. Based on age difference**
- 10. What does the term 'appurtenant' relate to in real estate?**
- A. Land not owned by the user**
  - B. Items that are subordinate to the land**
  - C. Rights and benefits linked to land**
  - D. Independently owned structures**



## **Answers**

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

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## **Explanations**

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**1. Which method is commonly used when determining the overall value of a property?**

- A. Appraisal by committee**
- B. Sales comparison method**
- C. Market analysis**
- D. Valuation surveys**

The sales comparison method is commonly used to determine the overall value of a property because it relies on real, market-driven data. This method involves comparing the property in question to similar properties that have recently been sold in the same area. By analyzing sales prices, size, features, and location, appraisers can establish a fair market value based on actual transactions. This approach is highly effective because it directly reflects what buyers are willing to pay for comparable properties, making it a reliable indicator of value. By adjusting for differences between properties, such as upgrades or unique characteristics, professionals can arrive at a precise valuation that aligns closely with current market trends. Other methods, such as appraisal by committee or valuation surveys, are less common for determining property value. While market analysis provides useful insights into trends and pricing, it doesn't directly establish value in the same way that the sales comparison method does by focusing on actual sold data.

**2. Which term best describes the right of an owner to use the air space above their property?**

- A. Aerial Rights**
- B. Airspace Rights**
- C. Vertical Rights**
- D. Surface Rights**

The term that best describes the right of an owner to use the air space above their property is "Aerial Rights." This term specifically refers to the rights associated with the space above the land and is relevant in various legal contexts, such as zoning laws, air traffic regulations, and property development. Aerial rights are important because they allow property owners to control and make use of the space above their property, which can affect everything from the ability to construct buildings to the use of airspace for advertising or solar panels. In many cases, these rights can be bought, sold, or leased, further enhancing their value and significance within real estate transactions. Understanding aerial rights is essential for real estate professionals, as it influences decisions pertaining to property development, potential obstructions, and compliance with municipal regulations. This gives property owners a degree of autonomy over the vertical space above their land, distinguishing it from other rights like surface rights, which pertain solely to the ground-level property.

**3. What is the main purpose of the Metes and Bounds system in property description?**

- A. To describe leasehold properties**
- B. To establish property lines**
- C. To convey ownership of personal property**
- D. To simplify property taxes**

The Metes and Bounds system is primarily utilized to establish property lines. This method of land surveying focuses on using specific physical features of the land, along with distinct markers, to create a detailed description of the boundaries of a parcel of land. By using points of beginning (starting points) and measuring distances and angles, surveyors can outline the exact perimeter of a property. This system is particularly useful for irregularly shaped lots and is one of the oldest methods for property description in the United States, ensuring clarity regarding ownership and rights associated with the land. In contrast, options regarding leasehold properties, ownership of personal property, or simplifying property taxes do not directly pertain to the primary function of the Metes and Bounds system, which is centered on delineating the specific boundaries of real estate.

**4. What are Riparian Rights associated with?**

- A. Land development regulations**
- B. Usage of water from bordering streams**
- C. Rights concerning mineral extraction**
- D. Ownership of water rights only**

Riparian rights relate specifically to the entitlements of landowners whose property is adjacent to bodies of water, such as rivers and streams. These rights allow landowners to use the water for various purposes, including irrigation, domestic use, and even recreational activities, as long as these uses do not harm other riparian users downstream. This concept is rooted in water law that acknowledges that those who own land next to a water source have a natural right to the water flowing by their property. It reflects the principle that access to water is essential for land use and ownership. Thus, options discussing land development regulations, mineral extraction rights, or concerns of water ownership only do not encapsulate the fundamental essence of riparian rights, which is centered on the usage of water directly from bordering streams.

## 5. What is a depositing institution?

- A. A facility that grants loans to buyers
- B. A bank that accepts deposits from its account holders**
- C. A real estate brokerage
- D. An organization that appraises properties

A depositing institution is defined as a bank or financial institution that is authorized to accept deposits from customers. This type of institution provides a safe place for individuals and businesses to store their money, while also offering various financial services such as savings accounts, checking accounts, and certificates of deposit. The funds deposited in these accounts can earn interest over time, contributing to the growth of the depositor's savings. In the context of real estate transactions, understanding the role of depositing institutions is crucial because they often handle the financial aspects of deals, such as escrow accounts where earnest money deposits are held until the transaction is completed. This highlights the importance of a reliable depositing institution in facilitating secure and smooth real estate transactions. Other choices, while related to the financial field, do not fit the definition of a depositing institution as they serve different functions within the industry.

## 6. What land area is equivalent to 43,560 square feet?

- A. Acre**
- B. Parcel
- C. Lot
- D. Section

An acre is defined as a unit of area that measures precisely 43,560 square feet. This measurement is commonly used in real estate and land development to quantify land area. An acre can take various shapes; however, it is often visualized as a square or rectangle. In practical terms, it is important for understanding property size and for making comparisons between parcels of land. The other options represent terms that are not standardized units of area. A parcel generally refers to a specific piece of land and does not have a set area; it could be any size. Lot is also a term that describes a piece of land, typically in an urban or suburban context, but again the size can vary widely. A section, while used in certain land survey systems (like the Public Land Survey System in the U.S.) to describe parcels of land that are 1 square mile (or 640 acres), does not equate to the specific area of an acre. Thus, the only option that accurately represents the area of 43,560 square feet is an acre.

**7. What is the term for a grid made up of base lines and meridian lines in property descriptions?**

- A. Township grid**
- B. Land grid**
- C. Survey grid**
- D. Ranges and township lines**

The term for a grid made up of base lines and meridian lines in property descriptions is commonly known as "Ranges and township lines." This grid system is part of the Public Land Survey System (PLSS), which is used primarily in the western United States. In this system, meridians (which run north-south) and base lines (which run east-west) intersect to create townships and ranges, forming a structured method for identifying parcels of land. This organized approach allows for clear and consistent descriptions of land, making it easier to locate and reference specific plots. Each township is typically six miles square and is further divided into sections, each measuring one mile by one mile. Other terms may refer to different aspects of land measurement or surveying, but "Ranges and township lines" distinctly captures the essence of the grid formed by base and meridian lines.

**8. Examples of bounds for properties can include?**

- A. Only rivers**
- B. Hills and rivers**
- C. Natural or man-made landmarks**
- D. Only constructed fences**

The correct choice highlights that bounds for properties can be defined using both natural and man-made landmarks. This understanding reflects the diverse ways in which property boundaries can be determined or indicated. Natural landmarks, such as rivers, hills, trees, or lakes, often serve as traditional boundaries due to their permanence and visibility in the landscape. They are typically easier to identify and can be used in legal descriptions of land. On the other hand, man-made landmarks such as fences, walls, roads, and even buildings can also serve as definitive boundaries for properties. These features may be specifically constructed to demarcate property lines or to delineate where one person's property ends, and another's begins. By recognizing both natural and man-made landmarks as potential bounds, property owners and real estate professionals can better understand and navigate the complexities of property ownership and rights. This comprehensive approach underscores the importance of context in defining legal and physical boundaries within real estate. The other choices are more limited in scope. For instance, only considering rivers excludes many potential boundaries that do not involve bodies of water. Similarly, focusing solely on hills or constructed fences overlooks the critical role of varied landmarks in establishing property lines.

**9. In community property laws, how do husbands and wives share property interests?**

- A. Equally**
- B. Unequally**
- C. Based on individual contributions**
- D. Based on age difference**

In community property laws, which are primarily followed in certain states including California, both husbands and wives share property interests equally. This means that any property acquired during the marriage is considered jointly owned, regardless of which spouse earned the income to purchase it or whose name is on the title. The principle underlying community property is rooted in the idea that marriage creates a partnership in which both spouses contribute to the acquisition and maintenance of property. Consequently, when a couple divorces or one spouse dies, the community property is typically divided equally between them. This equal sharing applies uniformly to most assets acquired during the marriage, except for certain exceptions like gifts or inheritances received by one spouse specifically designated for them. This equal division does not take into account individual contributions, such as one partner earning more income or contributing more labor, as it is viewed through the lens of partnership rather than individual effort. Hence, assets are not divided based on factors like age differences or who contributed more financially. Instead, the law prioritizes fairness through equal ownership.

**10. What does the term 'appurtenant' relate to in real estate?**

- A. Land not owned by the user**
- B. Items that are subordinate to the land**
- C. Rights and benefits linked to land**
- D. Independently owned structures**

The term 'appurtenant' in real estate refers specifically to rights and benefits that are attached to a piece of land and are transferred with the ownership of that land. This can include easements, rights of way, or other privileges that enhance the use or utility of the property. The significance of appurtenant rights lies in their inseparability from the land; they automatically pass to new owners when the property is sold, which makes them integral to the value and usability of the property. For instance, if one property has a right of way that allows the owner access to a public road, that right is considered appurtenant to the property and would remain even if the property changes hands. This concept ensures that the benefits tied to the property are preserved through ownership changes, adding to the overall value of the real estate. The other choices do not accurately capture the essence of 'appurtenant.' Some may imply a misunderstanding of the term in relation to how property rights function within real estate. Understanding appurtenance is fundamental for real estate professionals as it impacts property value, usage rights, and buyer/seller agreements.



## 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](mailto:hello@examzify.com).**

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

**<https://cadresalesperson.examzify.com>**

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