

CALIFORNIA DRE SALESPERSON PRACTICE EXAM (SAMPLE)

STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

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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. Each section of a township represents how many square miles?**
 - A. 2 square miles
 - B. 4 square miles
 - C. 1 square mile
 - D. 3 square miles
- 2. What is the definition of supply and demand in real estate?**
 - A. The amount of property for sale combined with the amount of property buyers want to purchase at that price
 - B. An estimate of future property values based on historical data
 - C. The legal requirements for selling property in California
 - D. The total square footage of properties available in a market
- 3. Which of the following is NOT true regarding estates for life?**
 - A. They terminate upon the death of the holder
 - B. They can be inherited
 - C. They can be sold
 - D. They grant possession of a property for a lifetime
- 4. Which type of roof design is characterized by four sloped sides converging at the top?**
 - A. Flat Roof
 - B. Gable Roof
 - C. Hip Roof
 - D. Bow Roof
- 5. How many square miles are contained within a township?**
 - A. 36 square miles
 - B. 24 square miles
 - C. 64 square miles
 - D. 12 square miles

- 6. What organization is concerned with the education, testing, and experience requirements for appraisers?**
- A. Appraisal Institute
 - B. Appraisal Standards Board
 - C. Appraisal Qualifications Board
 - D. National Association of Realtors
- 7. In a life estate, what occurs when the owner dies?**
- A. The property is sold
 - B. The property reverts to the original owner
 - C. The property is divided among heirs
 - D. The property is donated to charity
- 8. What are the four "unities" required for joint tenancy to exist?**
- A. Time, Title, Interest, Possession
 - B. Equity, Time, Title, Contribution
 - C. Interest, Joint, Possession, Common
 - D. Title, Possession, Joint, Property
- 9. Which of the following best describes an estate that is inheritable?**
- A. Life estate
 - B. Less-than-freehold estate
 - C. Estate in fee simple absolute
 - D. Leasehold estate
- 10. What does a point estimate in appraisal refer to?**
- A. A range of values given for a property
 - B. A written description of a property
 - C. The final value estimate stated in a single dollar amount
 - D. A comparative analysis of similar properties

Answers

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

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Explanations

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1. Each section of a township represents how many square miles?

- A. 2 square miles
- B. 4 square miles
- C. 1 square mile**
- D. 3 square miles

A township is a land measurement unit used in the United States, particularly in the context of the Public Land Survey System (PLSS). Each township is typically divided into 36 sections, and each section is commonly defined as one square mile. Therefore, since there are 36 sections in a standard township, the total area of a township is 36 square miles. Understanding this measurement is essential for real estate professionals, as it influences how land is surveyed, marketed, and developed. Recognizing that each section is one square mile helps in calculating land areas and understanding property sizes within the context of larger land surveys.

2. What is the definition of supply and demand in real estate?

- A. The amount of property for sale combined with the amount of property buyers want to purchase at that price**
- B. An estimate of future property values based on historical data
- C. The legal requirements for selling property in California
- D. The total square footage of properties available in a market

The definition of supply and demand in real estate is articulated as the amount of property for sale combined with the amount of property buyers want to purchase at that price. This concept is fundamental to understanding how real estate prices fluctuate in response to market conditions. When supply is high and demand is low, property prices typically decrease. Conversely, when demand is high and supply is low, prices tend to rise. This interaction is critical for real estate professionals to grasp, as it influences pricing strategies, marketing approaches, and overall market conditions. Understanding the balance of supply and demand helps to forecast trends in property values and informs decisions for both buyers and sellers. In contrast, the other options reflect distinct aspects of real estate but do not capture the essence of supply and demand. For instance, estimating future property values based on historical data relates more to market analysis rather than the immediate interaction of supply and demand. Legal requirements pertain to the regulations governing property transactions, while the total square footage of properties available focuses on the physical size of inventory rather than the dynamic interplay of market forces that defines supply and demand.

3. Which of the following is NOT true regarding estates for life?

- A. They terminate upon the death of the holder
- B. They can be inherited**
- C. They can be sold
- D. They grant possession of a property for a lifetime

Estates for life, also known as life estates, are legal arrangements that give an individual rights to use and occupy a property during their lifetime. Understanding this concept is essential for anyone studying real estate law and property rights. The assertion that life estates can be inherited is not true. When a person who holds a life estate passes away, the interest in the property does not go to the holder's heirs. Instead, the property usually reverts to the original grantor or passes on to another designated individual, commonly referred to as the remainderman. This characteristic ensures that the life estate exists solely for the duration of the life of the holder, which is a key aspect of its legal definition. On the other hand, life estates do indeed terminate upon the death of the holder, grant possession of a property for the duration of a lifetime, and can be sold. However, while the holder can sell their interest, the rights of the buyer will also end upon the death of the original holder. This limited duration of interest is crucial in understanding the nature and limitations of life estates.

4. Which type of roof design is characterized by four sloped sides converging at the top?

- A. Flat Roof
- B. Gable Roof
- C. Hip Roof
- D. Bow Roof

The roof design characterized by four sloped sides converging at the top is known as a hip roof. A hip roof has slopes on all four sides, which meet at a single ridge or peak. This design not only provides a stable structure but also allows for better water drainage and is effective in handling wind resistance, making it a popular choice in various climates. The sloped sides reduce the overall height of the building while offering more interior space under the roof compared to some other roof types. In contrast, a flat roof is characterized by a level surface that has little to no pitch, which can lead to pooling water. A gable roof features two sloped sides forming a triangular shape at the ends, which provides less stability against high winds. The bow roof, often seen in agricultural buildings, has a rounded form rather than the angular lines of a hip roof. Each of these roof types serves different architectural and functional purposes, but in terms of the four slopes converging at the top, the hip roof is the correct identification.

5. How many square miles are contained within a township?

- A. 36 square miles
- B. 24 square miles
- C. 64 square miles
- D. 12 square miles

A township, as it is defined in the context of land measurement, encompasses an area of 36 square miles. This measurement is derived from the layout of townships within the Public Land Survey System (PLSS), which divides land into a grid. Each township measures 6 miles by 6 miles, resulting in a total area of 36 square miles when calculated ($6 \text{ miles} \times 6 \text{ miles} = 36 \text{ square miles}$). This structure is essential for understanding land descriptions and divisions in real estate, making it a specific and fundamental concept in property law and transactions.

6. What organization is concerned with the education, testing, and experience requirements for appraisers?

- A. Appraisal Institute
- B. Appraisal Standards Board
- C. Appraisal Qualifications Board
- D. National Association of Realtors

The organization responsible for the education, testing, and experience requirements for appraisers is the Appraisal Qualifications Board (AQB). The AQB sets the minimum education and training requirements needed for appraisers to earn their certifications and licenses across the various states. This includes establishing the criteria for appraisal coursework and testing standards that ensure appraisers possess the necessary skills and knowledge to perform their duties effectively. In contrast, the Appraisal Institute primarily focuses on professional development and providing education and resources for appraisers rather than directly setting qualification standards. The Appraisal Standards Board is more concerned with the creation and enforcement of appraisal standards rather than the qualifications to become an appraiser. The National Association of Realtors serves a different purpose in representing real estate professionals and is not directly involved in appraiser qualification. Therefore, the Appraisal Qualifications Board is the correct answer as it specifically deals with the qualifications necessary for appraisers.

7. In a life estate, what occurs when the owner dies?

- A. The property is sold
- B. The property reverts to the original owner**
- C. The property is divided among heirs
- D. The property is donated to charity

In a life estate, when the owner, also known as the life tenant, dies, the property typically reverts back to the original owner or their heirs. This is known as the "reversionary interest." The life estate grants the life tenant the right to use and enjoy the property during their lifetime, but does not allow them to pass ownership of the property to their heirs. Instead, upon the death of the life tenant, the property automatically returns to the original grantor, or to a designated party if a remainder interest was established at the outset of the life estate. This feature ensures that the property does not become part of the decedent's estate for distribution, but rather goes back to its original intended party. Other alternatives, such as selling the property, dividing it among heirs, or donating it to charity, do not apply in the case of a life estate because of the legal nature of the arrangement, which specifies that ownership and usage rights are temporarily granted and revert upon death.

8. What are the four "unities" required for joint tenancy to exist?

- A. Time, Title, Interest, Possession**
- B. Equity, Time, Title, Contribution
- C. Interest, Joint, Possession, Common
- D. Title, Possession, Joint, Property

*In order for a joint tenancy to exist, all four "unities" must be present: Time, Title, Interest, and Possession. Each of these elements plays a crucial role in establishing the specific nature of the joint tenancy: 1. ****Time****: All joint tenants must acquire their interest in the property at the same time. This means that their ownership interests must originate simultaneously. 2. ****Title****: All joint tenants must hold title to the property under the same legal document. This document typically names all joint tenants, indicating that they share ownership. 3. ****Interest****: The interests that each joint tenant holds in the property must be equal. For instance, if there are two joint tenants, each would have a 50% interest in the property. 4. ****Possession****: All joint tenants must have equal right to possess and use the entire property. This means that no joint tenant can exclude another from using any part of the property. These four criteria must be satisfied for a joint tenancy to be valid. If any one of these unities is missing, the joint tenancy is not established. This concept is fundamental in real estate law and highlights the nature of ownership in joint tenancy situations. The other options do not*

9. Which of the following best describes an estate that is inheritable?

- A. Life estate
- B. Less-than-freehold estate
- C. Estate in fee simple absolute**
- D. Leasehold estate

An estate that is inheritable is best described as an estate in fee simple absolute. This type of estate represents the highest interest in real property and includes full ownership rights, meaning the owner can control the property completely, sell it, give it away, or pass it on to heirs upon death. This transferability to heirs is a key characteristic that qualifies it as inheritable. In contrast, a life estate is not inheritable; it lasts for the duration of a person's life and terminates upon their death, at which point ownership is transferred to another party. Less-than-freehold estates, such as leasehold estates, involve possessory interests for a limited time but do not confer ownership rights that can be inherited. Hence, they cannot be passed on to heirs in the same way as a fee simple absolute can.

10. What does a point estimate in appraisal refer to?

- A. A range of values given for a property
- B. A written description of a property
- C. The final value estimate stated in a single dollar amount**
- D. A comparative analysis of similar properties

A point estimate in appraisal specifically refers to the final value estimate presented as a single dollar amount. This is the most precise and definitive valuation that an appraiser assigns to a property, reflecting the appraiser's professional judgment based on the data, analysis, and methodologies they have employed. By stating a single dollar amount, it offers a clear, concise understanding of the property's worth at a given point in time. In the context of real estate appraisals, this singular valuation is contrasted with other approaches, such as providing a range of values or comparing to similar properties. A range of values, for instance, indicates uncertainty or variability based on different factors, which is not the case with a point estimate. Similarly, written descriptions and comparative analyses serve different purposes in the appraisal process, providing context or supporting documentation but not representing the final valuation in a simple dollar amount. Therefore, the emphasis on a single dollar figure makes the point estimate a crucial concept in real estate appraisal.

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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://cadresalesperson.examzify.com>

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

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