

DELAWARE SALESPERSON PRE- LICENSE PRACTICE EXAM (SAMPLE)

STUDY GUIDE



**SAMPLE STUDY GUIDE
WITH LIMITED QUESTIONS**

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THE FULL VERSION STUDY GUIDE**

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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. What distinguishes littoral rights from riparian rights?

- A. Littoral rights are for flowing bodies, while riparian rights are for closed bodies
- B. Littoral rights pertain to lakes, while riparian rights pertain to streams
- C. Littoral rights allow access to the ocean, while riparian rights do not
- D. Littoral rights are for landowners without property access, riparian rights are for referred owners

2. Which entity is typically the buyer of property under eminent domain?

- A. A private investor
- B. A governmental entity
- C. A real estate developer
- D. A homeowner's association

3. What is the concept of "adverse possession"?

- A. Acquiring title to property through forced sale
- B. Acquiring title to property through continuous possession over a statutory period
- C. Transferring property ownership through inheritance
- D. Claiming property that was abandoned

4. What type of agency relationship involves an agent representing a client exclusively?

- A. Open agency
- B. Exclusive agency
- C. General agency
- D. Dual agency

5. What is necessary for a valid contract in real estate?

- A. Joint ownership of the property
- B. Equality of bargaining power
- C. Competent parties and lawful purpose
- D. Government oversight of the agreement

- 6. Which act is specifically designed for the protection of manufactured home residents and communities?**
- A. Community Management Act
 - B. Manufactured Home Owners and Community Owners Act
 - C. Unit Property Act
 - D. Common Interest Ownership Act
- 7. Which of the following is NOT a requirement for obtaining a real estate license in Delaware?**
- A. Completing a background check
 - B. Being at least 18 years old
 - C. Having 99 hours of pre-licensing education
 - D. Owning real estate property
- 8. What does "REALTOR®" signify in real estate?**
- A. A real estate investor with special licenses
 - B. A non-licensed assistant in real estate
 - C. A licensed real estate professional who is a member of the National Association of REALTORS®
 - D. A type of contract used in real estate transactions
- 9. What does 'due diligence' mean in real estate transactions?**
- A. Calculating closing costs
 - B. The process of conducting thorough research before completing a deal
 - C. A fee for extending a lease
 - D. Negotiating property prices
- 10. What is generally considered prohibited in real estate inducements?**
- A. Offering gifts to potential buyers
 - B. Undisclosed inducements in purchase agreements
 - C. Promoting agency services
 - D. Providing informational brochures

Answers

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

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Explanations

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1. What distinguishes littoral rights from riparian rights?

- A. Littoral rights are for flowing bodies, while riparian rights are for closed bodies
- B. Littoral rights pertain to lakes, while riparian rights pertain to streams**
- C. Littoral rights allow access to the ocean, while riparian rights do not
- D. Littoral rights are for landowners without property access, riparian rights are for referred owners

Littoral rights pertain specifically to properties that border large bodies of water such as lakes or seas, whereas riparian rights are associated with properties adjacent to flowing bodies of water, such as rivers or streams. This distinction is crucial as it defines the type of water each set of rights concerns. When a property owner possesses littoral rights, they have the ability to use and enjoy the water and may have rights to the land between the high and low water marks of a lake. In contrast, riparian rights give landowners the right to use water from flowing bodies, ensuring they can access the water for practical uses without significantly impacting the flow to other riparian landowners upstream or downstream. Understanding this distinction is essential for real estate matters and property rights, especially in areas where water access varies widely depending on the type of waterbody alongside which a property lies.

2. Which entity is typically the buyer of property under eminent domain?

- A. A private investor
- B. A governmental entity**
- C. A real estate developer
- D. A homeowner's association

The correct choice identifies a governmental entity as the typical buyer of property under eminent domain. Eminent domain is the power of the government to take private property for public use, provided that just compensation is paid to the property owner. This process is often necessary for projects such as road construction, schools, parks, or infrastructure improvements that are deemed beneficial for the public good. In this context, the governmental entity has the legal authority to initiate eminent domain proceedings. It assesses the property's value and compensation to ensure that the property owner is fairly compensated for the loss of their property. This power is derived from the necessity to serve the greater community and enhance public welfare. Other options, while they may engage with property and development, do not possess the authority to use eminent domain in the same manner that a government does.

3. What is the concept of "adverse possession"?

- A. Acquiring title to property through forced sale
- B. Acquiring title to property through continuous possession over a statutory period**
- C. Transferring property ownership through inheritance
- D. Claiming property that was abandoned

The concept of "adverse possession" is centered around obtaining legal title to a property through continuous and exclusive physical possession over a designated statutory period, which is usually established by state law. This means that if a person occupies a property openly, without permission from the owner, and meets specific duration and other legal requirements, they may eventually claim the property as their own. This legal principle serves as a means to encourage the productive use of land and resolve disputes over unclear property ownership. The statutory period can vary from state to state, and during this time, the possessor must treat the property as their own, which includes making improvements and paying property taxes, depending on local laws. In contrast, the other options presented do not align with the legal definition of adverse possession. For example, acquiring title through a forced sale refers to legal processes such as foreclosures, inheritance deals with transferring property following someone's death, and claiming abandoned property often involves different legal standards than those governing adverse possession.

4. What type of agency relationship involves an agent representing a client exclusively?

- A. Open agency
- B. Exclusive agency**
- C. General agency
- D. Dual agency

An agency relationship in which an agent represents a client exclusively is known as exclusive agency. In this type of arrangement, the agent has a contractual agreement with the client that grants them the sole right to represent the client in a particular transaction or set of transactions. This means that the client cannot hire other agents to assist with the same matters during the duration of the agreement. Exclusive agency is beneficial for clients seeking dedicated representation as it ensures that the agent is fully committed to serving the specific interests of that client. This relationship also encourages agents to work diligently to secure the best possible outcomes since their compensation may depend on the success of the transaction. In contrast, open agency allows multiple agents to represent the same client simultaneously, which may lead to divided loyalty and competition among agents. General agency extends an agent's authority to handle various dealings on behalf of the client but does not imply exclusivity. Dual agency occurs when a single agent represents both the buyer and seller in a transaction, creating potential conflicts of interest and complicating the representation.

5. What is necessary for a valid contract in real estate?

- A. Joint ownership of the property
- B. Equality of bargaining power
- C. Competent parties and lawful purpose**
- D. Government oversight of the agreement

For a contract in real estate to be considered valid, it must include competent parties and a lawful purpose. Competent parties refer to individuals who have the legal capacity to enter into a contract, meaning they are of legal age and mentally capable of understanding the terms and implications of the agreement. A lawful purpose means that the contract's objective must be legal and not against public policy. In real estate, this principle is crucial because contracts that involve illegal activities or parties who cannot consent would not hold up in a court of law. This requirement ensures that all parties involved are protected and that the agreement is executed in a manner that is socially and legally acceptable. The other options present considerations that might impact negotiations or outcomes but do not meet the primary criteria for a legally binding real estate contract. Joint ownership, for instance, might be important for ownership arrangements but does not affect the validity of the contract itself. Similarly, while equality of bargaining power can influence negotiations, it does not negate the necessity for competent parties and a lawful purpose, which are essential for validating any contract. Lastly, government oversight is not a requirement for a contract's validity; rather, it pertains to regulatory compliance and not the contract formation itself.

6. Which act is specifically designed for the protection of manufactured home residents and communities?

- A. Community Management Act
- B. Manufactured Home Owners and Community Owners Act**
- C. Unit Property Act
- D. Common Interest Ownership Act

The answer is the Manufactured Home Owners and Community Owners Act. This act specifically addresses the rights and responsibilities of both manufactured home residents and the owners of manufactured home communities. Its primary aim is to provide protections to residents, ensuring they can live in a safe, fair, and secure environment. This includes regulations on rental agreements, community rules, and guidelines for eviction processes, which help to safeguard the interests of manufactured home owners. The Community Management Act, while related to the management of communities, does not focus exclusively on the unique needs of manufactured home residents. The Unit Property Act pertains more to condominiums and similar properties, outlining ownership structures and rights involving unit owners rather than specifically addressing manufactured home communities. Similarly, the Common Interest Ownership Act is designed for planned communities, which may include various forms of ownership, but again, it doesn't address the specific aspects related to manufactured homes. Thus, the Manufactured Home Owners and Community Owners Act serves as the tailored legislative framework to protect those living in manufactured home communities.

7. Which of the following is NOT a requirement for obtaining a real estate license in Delaware?

- A. Completing a background check
- B. Being at least 18 years old
- C. Having 99 hours of pre-licensing education
- D. Owning real estate property**

Owning real estate property is not a requirement for obtaining a real estate license in Delaware. The state focuses on ensuring that all applicants meet certain educational and legal standards in order to ensure professionalism and competence within the real estate field. Requirements for obtaining a real estate license in Delaware typically include completing a specific number of instructional hours in real estate education, passing a background check to verify the applicant's suitability for the profession, and being at least 18 years old to ensure that candidates have reached legal adulthood. However, there is no stipulation that applicants must own property themselves, as the skill set and knowledge required for being a real estate professional can be acquired through education and training without personal property ownership. This differentiates the professional qualifications from personal investment, emphasizing the importance of training over personal asset status.

8. What does "REALTOR®" signify in real estate?

- A. A real estate investor with special licenses
- B. A non-licensed assistant in real estate
- C. A licensed real estate professional who is a member of the National Association of REALTORS®**
- D. A type of contract used in real estate transactions

The term "REALTOR®" specifically refers to a licensed real estate professional who is a member of the National Association of REALTORS® (NAR). This designation signifies that the individual adheres to NAR's strict code of ethics and standards of practice in their real estate business. Being a REALTOR® not only implies that the professional is qualified and licensed to engage in real estate transactions, but also indicates a commitment to respectable practices within the industry, which can enhance their credibility and professionalism in the eyes of clients and the public. This distinction is important because it sets REALTORS® apart from other real estate practitioners who may not be members of the association and thus may not be bound to the same ethical guidelines. It also allows clients to identify individuals who are dedicated to ongoing education and professional development in the field of real estate.

9. What does 'due diligence' mean in real estate transactions?

- A. Calculating closing costs
- B. The process of conducting thorough research before completing a deal**
- C. A fee for extending a lease
- D. Negotiating property prices

The term 'due diligence' in real estate transactions refers to the process of conducting thorough research and investigation before finalizing a deal. This crucial phase involves gathering information about the property, including its legal status, financial obligations, physical condition, zoning regulations, and any potential issues that could affect the transaction. This practice helps buyers understand what they are purchasing and identifies risks that could impact their investment. Proper due diligence can reveal hidden problems such as title issues, outstanding liens, environmental concerns, or necessary repairs, allowing parties to make informed decisions and negotiate terms appropriately. In the context of the other options, while calculating closing costs, negotiating property prices, and lease extension fees are important aspects of real estate transactions, they do not encompass the comprehensive investigation and research that 'due diligence' entails. The focus of due diligence is on risk mitigation and ensuring that all critical information is considered before proceeding with a real estate deal.

10. What is generally considered prohibited in real estate inducements?

- A. Offering gifts to potential buyers
- B. Undisclosed inducements in purchase agreements**
- C. Promoting agency services
- D. Providing informational brochures

The correct understanding revolves around the concept of transparency and legality in real estate transactions. Undisclosed inducements in purchase agreements are generally prohibited because they undermine the integrity of the negotiation process and can lead to conflicts of interest. When all parties involved in a transaction are not fully informed of incentives or inducements that could affect their decisions, it can create an unfair advantage and result in legal and ethical violations. In real estate, full disclosure is a fundamental principle. Buyers must be aware of any external factors or benefits that could influence their purchasing decisions. By failing to disclose such inducements, a real estate professional may be misleading or manipulating the buyer's choice, which can lead to serious repercussions, including disciplinary action from real estate boards or legal penalties. In contrast, the other choices often fall within acceptable practices when conducted correctly and transparently. For instance, offering gifts to potential buyers can be considered acceptable as long as it's disclosed and not excessive or coercive. Promoting agency services and providing informational brochures are also standard practices in real estate that help educate and inform clients, as long as they adhere to regulations set forth by real estate authorities.

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://delawaresalespersonprelicense.examzify.com>

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

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