

Hawaii 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. Don't worry about getting everything right, 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, and take breaks to retain information better.

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.

7. Use Other Tools

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 is the minimum shoreline setback line for development in Hawaii?
 - A. 50 feet, with exceptions of 25 feet
 - B. 40 feet, with exceptions of 25 feet
 - C. 30 feet, with exceptions of 25 feet
 - D. 40 feet, with exceptions of 20 feet
2. Which of the following rights are NOT included in the Public Access to Shorelines in Hawaii (PASH) for native Hawaiians?
 - A. Have access to undeveloped lands privately owned for traditional cultural purposes
 - B. Have access to developed privately owned lands for religious needs
 - C. Have access to undeveloped lands privately owned for access to the shoreline for fishing purposes
 - D. Have access to undeveloped lands privately owned for traditional gathering rights
3. What is an acquisition agent allowed to do under Hawaii time share rules?
 - A. Quote prices of a time share unit
 - B. Solicit attendance at a time share sales presentation
 - C. Offer to sell a time share unit
 - D. Disclose financing terms
4. Which of the following is NOT a contingency that allows a buyer to terminate a Purchase Contract?
 - A. Association Docs
 - B. Home Inspection
 - C. Seller's Disclosure Statement
 - D. Seller's Credit History

5. What is a significant difference between the Federal Fair Housing Law and the Hawaii Fair Housing Law?
- A. They are identical
 - B. The Federal law applies only to housing discrimination
 - C. The Hawaii law applies only to housing discrimination
 - D. Both laws prohibit all forms of discrimination
6. Which of the following legal descriptions is not utilized in Hawaii?
- A. Metes and bounds
 - B. Recorded plats and parcels
 - C. Government rectangular survey system
 - D. Subdivision and lot numbers
7. When is a consumer entitled to receive their gift or prize according to Hawaii time share rules?
- A. When the Outside Public Contact (OPC) person signs him or her up for the presentation
 - B. Only after the consumer agrees to purchase a time share unit
 - C. After attending the time share sales presentation, but before signing a contract to purchase
 - D. Prior to the timeshare sales presentation
8. What should a broker do with a buyer's earnest money check received during a transaction?
- A. Cash the check immediately for personal use
 - B. Deposit it in a special bank account for clients
 - C. Hold it in their personal account
 - D. Use it to cover closing costs

9. In what scenario can a seller charge a buyer a fee for maintaining utilities during a walk-through?
- A. When the property is left in pristine condition
 - B. When specifically outlined in the purchase contract
 - C. When the utilities are required for inspection
 - D. Under no circumstances
10. What was the total sale amount of property if a deed states the purchase price as "\$20 and other good and valuable consideration" and \$192.50 was paid for state conveyance tax?
- A. \$96,250
 - B. \$145,000
 - C. \$20
 - D. \$192,500

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Answers

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

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Explanations

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1. What is the minimum shoreline setback line for development in Hawaii?

- A. 50 feet, with exceptions of 25 feet
- B. 40 feet, with exceptions of 25 feet
- C. 30 feet, with exceptions of 25 feet
- D. 40 feet, with exceptions of 20 feet

The appropriate minimum shoreline setback line for development in Hawaii is indeed 40 feet, with exceptions allowing for a reduction to 25 feet under certain circumstances. This regulation is in place to protect the coastline and to ensure that developments do not pose a risk to both natural resources and human habitation. The 40-foot guideline is a standard aimed at minimizing the environmental impact of construction and ensuring safety from erosion and the effects of rising sea levels. The exceptions provide flexibility, allowing for closer development in specific cases where it can be done safely and in consideration of localized geographical conditions. Understanding this standard helps illustrate the balance between property development and environmental stewardship in Hawaii, where the unique coastal ecosystem plays a vital role in both ecology and tourism.

2. Which of the following rights are NOT included in the Public Access to Shorelines in Hawaii (PASH) for native Hawaiians?

- A. Have access to undeveloped lands privately owned for traditional cultural purposes
- B. Have access to developed privately owned lands for religious needs
- C. Have access to undeveloped lands privately owned for access to the shoreline for fishing purposes
- D. Have access to undeveloped lands privately owned for traditional gathering rights

The correct response highlights that access to developed privately owned lands for religious needs is not included in the rights recognized under the Public Access to Shorelines in Hawaii (PASH) framework for Native Hawaiians. PASH primarily emphasizes the protection and preservation of traditional cultural practices, such as fishing and gathering, associated with the shoreline and undeveloped lands. The framework was established to support the traditional land use of Native Hawaiians by ensuring they have access to certain areas critical for their cultural and subsistence practices. Access to undeveloped lands for traditional gathering rights and fishing purposes is explicitly supported because these activities are vital to maintaining the culture and heritage of Native Hawaiians. In contrast, access to developed privately owned lands is constrained because such areas may be subject to different regulations, property rights, and commercial interests that limit the type of practices that can occur there. Specifically, while religious needs are significantly important, they do not fall under the purview of shoreline access in the same way that fishing and gathering do. Thus, option B correctly identifies an access right that is not included in the PASH rights framework.

3. What is an acquisition agent allowed to do under Hawaii time share rules?

- A. Quote prices of a time share unit
- B. Solicit attendance at a time share sales presentation
- C. Offer to sell a time share unit
- D. Disclose financing terms

An acquisition agent under Hawaii time share rules is specifically empowered to solicit attendance at time share sales presentations. This role is critical because it serves as a preliminary step in the marketing of time shares, encouraging potential buyers to explore the offers available. The agent's ability to invite individuals to learn more about time shares plays a vital part in the sales process, as it allows for face-to-face interactions where potential buyers can gain insight into the benefits and arrangements associated with purchasing a time share. While other activities related to selling time shares are essential, they typically fall outside the specific scope of what an acquisition agent is authorized to do. Quoting prices, offering to sell, or disclosing financing terms are functions generally reserved for licensed real estate brokers or salespersons who have a more authoritative role in the actual transaction process. An acquisition agent primarily focuses on drawing interest and attendance, making their role distinctive within the time share industry.

4. Which of the following is NOT a contingency that allows a buyer to terminate a Purchase Contract?

- A. Association Docs
- B. Home Inspection
- C. Seller's Disclosure Statement
- D. Seller's Credit History

In the context of a Purchase Contract, contingencies are conditions that must be satisfied for the contract to remain valid, allowing buyers the option to terminate if these conditions are not met. The correct answer identifies an item that is not typically recognized as a contingency for termination in a real estate transaction. The other options—Association Documents, Home Inspection, and Seller's Disclosure Statement—play critical roles as contingencies. For instance, the Home Inspection allows buyers to request repairs or negotiate terms based on the condition of the property after a professional assessment. Association Documents ensure that buyers understand the rules and obligations within a condominium or homeowners association, which can materially affect their decision to proceed with the purchase. The Seller's Disclosure Statement provides necessary information about the property's condition, enabling buyers to make informed decisions. In contrast, Seller's Credit History does not function as a contingency for terminating a Purchase Contract. While a seller's financial background may influence the buyer's decision, it is not a formal contingency that offers an exit from the contract. Thus, recognizing the distinct roles of each option clarifies why Seller's Credit History stands apart as not being a contingency for contract termination.

5. What is a significant difference between the Federal Fair Housing Law and the Hawaii Fair Housing Law?

A. They are identical

B. The Federal law applies only to housing discrimination

C. The Hawaii law applies only to housing discrimination

D. Both laws prohibit all forms of discrimination

The significant difference between the Federal Fair Housing Law and the Hawaii Fair Housing Law lies in the scope of discrimination they address. The Federal Fair Housing Law primarily focuses on preventing discrimination in housing based on specific protected classes, including race, color, national origin, religion, sex, familial status, and disability. While it does address housing discrimination in these areas, it does not explicitly cover other forms of discrimination that may occur outside of housing contexts. In contrast, the Hawaii Fair Housing Law expands protections and may encompass additional categories beyond those defined by federal law. This means that while both laws deal with housing, the Hawaii Fair Housing Law may provide a broader range of protections against various forms of discrimination. Therefore, it's correct to state that the Federal law applies primarily to housing discrimination, while the Hawaii law has a broader scope that can include other types of discriminatory practices. Understanding these differences is important for recognizing how state laws can enhance federal protections and adapt to the specific needs of residents in Hawaii.

6. Which of the following legal descriptions is not utilized in Hawaii?

A. Metes and bounds

B. Recorded plats and parcels

C. Government rectangular survey system

D. Subdivision and lot numbers

The government rectangular survey system is not utilized in Hawaii. This system, also known as the Public Land Survey System (PLSS), is commonly used in many parts of the United States to divide and describe land using a grid system based on meridians and parallels. However, Hawaii does not follow this method due to its unique land division history and legal framework, which are influenced by native Hawaiian land practices and the state's own real estate laws. In contrast, metes and bounds, recorded plats and parcels, and subdivision and lot numbers are all legal descriptions that are utilized in Hawaii. Metes and bounds provide a way to describe property lines by using physical landmarks and directions, which is useful in a state with diverse geography. Recorded plats and parcels give detailed maps and descriptions of subdivided land that is officially recorded with the county, while subdivision and lot numbers are often used for identifying specific lots in developed areas. These systems are vital for property transactions, providing clarity and legal standing in real estate dealings within the state.

7. When is a consumer entitled to receive their gift or prize according to Hawaii time share rules?

- A. When the Outside Public Contact (OPC) person signs him or her up for the presentation
- B. Only after the consumer agrees to purchase a time share unit
- C. After attending the time share sales presentation, but before signing a contract to purchase

D. Prior to the timeshare sales presentation

Under Hawaii time share rules, a consumer is entitled to receive their gift or prize prior to the timeshare sales presentation. This policy is in place to ensure that consumers are not coerced into making a decision about time share purchases while under the influence of an immediate reward or incentive. By providing the gift before the presentation, it creates a more transparent and ethical environment for the consumer, allowing them to assess the time share opportunity without the pressure of having just received a gift. This approach promotes fair practices and mitigates any potential conflict of interest that could arise if consumers were to receive gifts or prizes after the sales presentation or contingent upon making a purchase decision. As a result, timing of the gift distribution is crucial to maintain ethical standards in the sales process.

8. What should a broker do with a buyer's earnest money check received during a transaction?

- A. Cash the check immediately for personal use
- B. Deposit it in a special bank account for clients
- C. Hold it in their personal account
- D. Use it to cover closing costs

When a broker receives a buyer's earnest money check during a real estate transaction, the appropriate action is to deposit it in a special bank account designated for clients. This is often referred to as an escrow or trust account. Such an account ensures that the funds are kept separate from the broker's personal or general operating accounts, maintaining accountability and protecting the buyer's funds until they are either applied toward the purchase or returned in accordance with the terms of the purchase agreement. By using a special bank account, brokers adhere to legal and ethical standards that govern the handling of client funds, providing transparency and security during the transaction process. This practice also helps prevent any potential conflicts of interest or misuse of funds, which could arise if the money were mixed with the broker's personal finances. Proper handling of earnest money fosters trust between buyers and brokers, ensuring a smooth transaction process.

9. In what scenario can a seller charge a buyer a fee for maintaining utilities during a walk-through?

- A. When the property is left in pristine condition
- B. When specifically outlined in the purchase contract
- C. When the utilities are required for inspection
- D. Under no circumstances

The situation regarding a seller charging a buyer a fee for maintaining utilities during a walk-through is generally governed by the terms of the sales agreement and standard real estate practices. In most cases, sellers do not have the right to charge buyers a fee for utility maintenance during the walk-through process. This is considered an unreasonable practice since utility costs are typically regarded as part of the seller's responsibility until the sale is completed and ownership is transferred. When homes are shown or inspected prior to closing, it is customary for the seller to ensure the utilities are operational to facilitate any necessary inspections conducted by the buyer. Charging a fee could deter potential buyers or be seen as an unusual and unfair requirement, thus it is typically avoided in standard real estate transactions. The other options hint at scenarios that can sometimes apply in contractual agreements, but they all fall short in justifying the act of charging a fee for utilities during this period. For example, while maintaining utilities for inspections is standard, it does not equate to charging fees. In summary, charging a buyer for utility maintenance during a walk-through is not customary and is usually prohibited.

10. What was the total sale amount of property if a deed states the purchase price as "\$20 and other good and valuable consideration" and \$192.50 was paid for state conveyance tax?

- A. \$96,250
- B. \$145,000
- C. \$20
- D. \$192,500

The total sale amount of the property can be best understood by interpreting what is typically recorded in transactions for property sales. In real estate, the phrase "\$20 and other good and valuable consideration" is a legal way to state that the buyer has agreed to a nominal amount, which in this case is \$20, but it does not reflect the true value of the property being sold. The significant factor to focus on in this scenario is the payment of \$192.50 for state conveyance tax. This tax is based on the actual sale price of the property, rather than the nominal amount stated in the deed. In Hawaii, the conveyance tax is calculated on the full sale price of the real estate, and this tax gives a clearer indication of the property's value in the context of the transaction. Therefore, while the deed lists \$20, the true sale amount of the property aligns with the calculation of the conveyance tax. Under typical conditions, if the conveyance tax of \$192.50 is based on an established rate per thousand dollars of property value, this amount corresponds to a total sale price, leading to a sale amount of \$192,500. Thus, understanding the implications of the conveyance tax in relation to the recorded sale price

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://hirealestatesalesperson.examzify.com>

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

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