

NATIONAL SALESPERSON PRACTICE EXAM (SAMPLE)

STUDY GUIDE



**SAMPLE STUDY GUIDE
WITH LIMITED QUESTIONS**

**VISIT US ONLINE FOR
THE FULL VERSION STUDY GUIDE**

<https://natlsalesperson.examzify.com>



Copyright © 2026 by Examzify - A Kaluba Technologies Inc. product.

ALL RIGHTS RESERVED.

No part of this book may be reproduced or transferred in any form or by any means, graphic, electronic, or mechanical, including photocopying, recording, web distribution, taping, or by any information storage retrieval system, without the written permission of the author.

Notice: Examzify makes every reasonable effort to obtain accurate, complete, and timely information about this product from reliable sources.

SAMPLE

Table of Contents

Copyright	1
Table of Contents	2
Introduction	3
How to Use This Guide	4
Questions	5
Answers	8
Explanations	10
Next Steps	16

SAMPLE

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

SAMPLE

- 1. Which of the following events does NOT terminate a listing agreement?**
 - A. Death of the listing salesperson
 - B. Death of the owner
 - C. Death of the broker
 - D. Bankruptcy of the broker

- 2. Which factor would NOT be considered by an appraiser in a neighborhood analysis?**
 - A. Relation to the rest of the community
 - B. Rent levels
 - C. Zoning
 - D. Racial characteristics of the residents

- 3. What is the purpose of a property deed?**
 - A. To provide a history of property ownership
 - B. To transfer ownership of real property
 - C. To outline zoning regulations for the property
 - D. To list the property's market value

- 4. What is the role of a broker in a real estate transaction?**
 - A. To act only as a sales agent
 - B. To oversee agents and handle all aspects of real estate transactions
 - C. To represent buyers exclusively
 - D. To assist clients with legal documents only

- 5. Joseph's land has a portion protected from judgment for unsecured debts. What is this protection called?**
 - A. Riparian rights
 - B. Dower rights
 - C. Littoral rights
 - D. Homestead rights

- 6. What is the primary role of a real estate appraiser?**
- A. To conduct property sales
 - B. To estimate the market value of a property
 - C. To provide property tax assessments
 - D. To negotiate sales contracts
- 7. Which of the following duties is typically NOT associated with a selling agent?**
- A. Conducting property showings
 - B. Representing the buyer's interests
 - C. Preparing the property for sale
 - D. Assisting in negotiations for purchase
- 8. What is the maximum prison term for brokers who violate the Sherman Antitrust Act?**
- A. one year
 - B. two years
 - C. ten years
 - D. five years
- 9. An enforceable contract may contain any of the following as consideration EXCEPT?**
- A. Money
 - B. Love
 - C. Affection
 - D. Duress
- 10. What is the significance of a 'pre-approval' letter?**
- A. It guarantees a loan regardless of financial standing
 - B. It shows a buyer's eligibility for a mortgage and strengthens their offer
 - C. It lists properties available for sale
 - D. It serves as a contract between buyer and seller

Answers

SAMPLE

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

SAMPLE

Explanations

SAMPLE

1. Which of the following events does NOT terminate a listing agreement?

A. Death of the listing salesperson

B. Death of the owner

C. Death of the broker

D. Bankruptcy of the broker

The correct answer is that the death of the listing salesperson does not terminate a listing agreement. This is because a listing agreement is a contract between the property owner and the brokerage firm, not solely between the owner and an individual salesperson. If the salesperson dies, the listing agreement continues in effect since the brokerage company will likely assign another salesperson to handle the property without needing to create a new agreement with the owner. On the other hand, the death of the owner, the death of the broker, and the bankruptcy of the broker can all lead to the termination of a listing agreement. The death of the owner directly affects the agreement because the property rights transfer upon their passing. Similarly, if the broker dies or becomes bankrupt, it impacts the agency relationship and the ability of the brokerage to represent the property owner, resulting in the termination of the listing. Thus, the nature of the relationship established in a listing agreement is significant in understanding why the death of the listing salesperson does not bring about termination, while the other scenarios do.

2. Which factor would NOT be considered by an appraiser in a neighborhood analysis?

A. Relation to the rest of the community

B. Rent levels

C. Zoning

D. Racial characteristics of the residents

In a neighborhood analysis, appraisers focus on factors that impact property values and the overall marketability of real estate. The choice that would not be considered during this analysis is the racial characteristics of the residents. This is fundamentally due to fair housing laws and practices which prohibit discrimination based on race, color, religion, sex, national origin, familial status, or disability. Appraisers concentrate on elements such as the relationship of a neighborhood to the broader community, which includes factors like accessibility to amenities and services. Rent levels are also considered because they influence demand and property values within the area. Zoning laws are essential as they govern land use and can significantly affect how properties are valued and utilized. However, racial characteristics are irrelevant from an appraisal standpoint and would not be factored into the property's valuation, thereby underscoring the principle of equality in housing practices.

3. What is the purpose of a property deed?

- A. To provide a history of property ownership
- B. To transfer ownership of real property**
- C. To outline zoning regulations for the property
- D. To list the property's market value

The purpose of a property deed is primarily to transfer ownership of real property. When a property deed is executed, it serves as a legal document that conveys the rights of ownership from the seller (grantor) to the buyer (grantee). The deed includes important information such as the names of the parties involved, a description of the property, and the signature of the grantor. This transfer is an essential step in real estate transactions, establishing the legal ownership of the property for the new owner. While the other options may relate to property in various ways, they do not capture the central function of a property deed. Providing a history of ownership may be relevant during a property's examination or title search process, but this falls outside the deed's primary purpose. Zoning regulations pertain to land use and local government policies, not the deed itself. Additionally, a property's market value is determined by market conditions and assessments, rather than being specified in a deed, making the function unrelated to the deed's role in ownership transfer. Hence, the correct answer highlights the core function of the property deed in real estate transactions.

4. What is the role of a broker in a real estate transaction?

- A. To act only as a sales agent
- B. To oversee agents and handle all aspects of real estate transactions**
- C. To represent buyers exclusively
- D. To assist clients with legal documents only

In a real estate transaction, a broker plays a crucial role by overseeing agents and managing the various aspects of the transaction process. Brokers are responsible for ensuring compliance with real estate laws and regulations, providing training and support to agents, and facilitating communication between buyers and sellers. They often handle negotiations, coordinate property showings, and ensure that all legal requirements are met, which encompasses more than just acting as a sales agent. While sales agents typically focus on client interactions and property sales, brokers have the authority to guide their teams and take on more comprehensive responsibilities, thus making their role essential in ensuring the smooth operation of real estate transactions. This broader scope of duties is what differentiates brokers from sales agents and aligns with the nature of real estate transactions, which require careful management and oversight. In contrast, the other options do not accurately portray the full extent of a broker's responsibilities. Notably, stating that a broker only acts as a sales agent diminishes the complexity of their role. Similarly, representing buyers exclusively is a function that typically belongs to buyer's agents rather than brokers who may support both sides of a transaction. Lastly, while assisting clients with legal documents is part of a broker's duties, it represents only a fraction of their comprehensive responsibilities in real

5. Joseph's land has a portion protected from judgment for unsecured debts. What is this protection called?

- A. Riparian rights
- B. Dower rights
- C. Littoral rights
- D. Homestead rights**

The protection that Joseph's land has from judgment for unsecured debts is known as homestead rights. Homestead rights are legal provisions that protect a homeowner's primary residence from being seized or sold to satisfy debts or judgments. This means that if Joseph were to face unsecured creditors, his home would have a certain level of protection and could not be taken away to satisfy those debts, providing him with security and stability. Homestead rights vary by state, including the definitions and limits on the property that is exempt from such financial claims. In many jurisdictions, these rights help ensure that individuals and families can maintain their primary living space despite financial difficulties. Other terms, such as riparian rights and littoral rights, pertain to landowners' rights concerning water bodies and would not apply in this context. Dower rights are related to the rights of a widow in her deceased husband's estate and do not provide the same kind of protection from creditors as homestead rights. Thus, the correct term in this context is indeed homestead rights.

6. What is the primary role of a real estate appraiser?

- A. To conduct property sales
- B. To estimate the market value of a property**
- C. To provide property tax assessments
- D. To negotiate sales contracts

The primary role of a real estate appraiser is to estimate the market value of a property. This process involves a thorough analysis of various factors such as the property's location, conditions, comparable sales in the area, and other relevant market data. The objective of the appraisal is to provide an unbiased and accurate valuation that can be used by various stakeholders, including buyers, sellers, lenders, and investors, to make informed decisions regarding financial transactions related to real estate. Estimating market value is essential, as it helps to establish a realistic price for buying or selling a property, ensures that lenders have a sound basis for granting loans, and contributes to compliance with regulations and standards in the real estate industry. The appraiser's meticulous evaluation is central to maintaining fairness and transparency in property transactions.

7. Which of the following duties is typically NOT associated with a selling agent?

- A. Conducting property showings
- B. Representing the buyer's interests
- C. Preparing the property for sale**
- D. Assisting in negotiations for purchase

The duty of preparing the property for sale is typically not associated with a selling agent. Selling agents primarily focus on representing buyers during the purchasing process, which involves activities like conducting property showings, assisting in negotiations, and representing the interests of the buyer. While they may provide input on the condition of a property or suggest improvements that could enhance its appeal, the actual responsibility of preparing a property for sale usually falls to the seller or the listing agent. This preparation can involve staging, repairs, and marketing strategies, which are not the primary role of a selling agent. Recognizing this distinction clarifies the boundaries of what each type of agent is responsible for in real estate transactions.

8. What is the maximum prison term for brokers who violate the Sherman Antitrust Act?

- A. one year
- B. two years
- C. ten years**
- D. five years

The maximum prison term for brokers who violate the Sherman Antitrust Act is, indeed, ten years. This legislation is designed to combat anti-competitive behavior and monopolistic practices, and it includes severe penalties to deter such illegal conduct. Under the Act, individuals found guilty of conspiring to restrain trade or commerce may face significant prison sentences, reflecting the seriousness of these violations in the eyes of the law. The choice of a ten-year sentence serves to emphasize the commitment of regulatory authorities to maintaining fair competition in the marketplace. Alongside potential fines and civil penalties, the possibility of a lengthy prison term aims to discourage brokers and others from engaging in practices that would harm competition, leading to higher prices or reduced choices for consumers. Understanding the severity of the penalties under the Sherman Antitrust Act is crucial for individuals working in sales and brokerage roles to remain compliant and ethical in their business practices.

9. An enforceable contract may contain any of the following as consideration EXCEPT?

- A. Money
- B. Love
- C. Affection
- D. Duress**

In the context of an enforceable contract, consideration refers to something of value that is exchanged between the parties involved. This is a fundamental principle in contract law, where each party must provide something in return for the benefits they receive from the agreement. Consideration can take various forms, including money, services, tangible goods, or even intangible benefits such as love and affection, provided those introspective elements are part of a legal framework—though they can complicate enforceability. Duress, on the other hand, is not a valid form of consideration. It refers to a situation where one party is forced or pressured into entering a contract against their will or better judgment. Contracts formed under duress are not enforceable because they lack the voluntary agreement or mutual consent of the parties involved, which is essential for a legitimate contract to exist. Therefore, duress cannot be considered legitimate consideration, making it the exception among the listed options.

10. What is the significance of a 'pre-approval' letter?

- A. It guarantees a loan regardless of financial standing
- B. It shows a buyer's eligibility for a mortgage and strengthens their offer**
- C. It lists properties available for sale
- D. It serves as a contract between buyer and seller

A pre-approval letter holds significant value in the home buying process, as it indicates a buyer's eligibility for a mortgage based on a thorough review of their financial situation by a lender. This letter signifies that the buyer has gone through a more detailed evaluation compared to just a pre-qualification, which is generally a less stringent process. As a result, having a pre-approval letter bolsters the buyer's position when making an offer on a property, demonstrating to sellers that the buyer is serious and financially capable of following through with the purchase. This advantage can be especially crucial in competitive markets where multiple offers are received. The other options do not accurately reflect the role of a pre-approval letter. For instance, it does not guarantee a loan regardless of financial standing, nor does it serve as a contract between buyer and seller. Additionally, it does not list properties available for sale, as that is typically the role of a real estate listing service or agent.

SAMPLE

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://natsalesperson.examzify.com>

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

SAMPLE