

New Brunswick Salesperson Practice Test (Sample)

Study Guide



Everything you need from our exam experts!

This is a sample study guide. To access the full version with hundreds of 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. 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!

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Questions

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- 1. In condominium sales, which demographic is commonly targeted?**
 - A. Large families**
 - B. Retired individuals**
 - C. Investors**
 - D. Commercial enterprises**
- 2. According to the Real Estate Agents Act, who is considered an agent?**
 - A. An individual trading property without compensation**
 - B. A person who gives advice on property transactions**
 - C. A person trading in real estate for compensation**
 - D. A person supervising other real estate professionals**
- 3. Generally, what does the obligation to account require a licensee to do?**
 - A. Ignore all financial transactions**
 - B. Safeguard money and property entrusted to them**
 - C. Only account for documents**
 - D. Provide no reports to clients**
- 4. According to the Real Estate Agents Act, when must an agent present a written offer?**
 - A. Within 24 hours of receipt**
 - B. As soon as practicable**
 - C. Before the end of the business day**
 - D. Only during business hours**
- 5. In new home sales, what role does the salesperson primarily take on?**
 - A. Listing properties**
 - B. Qualifying buyers and closing sales**
 - C. Negotiating offers**
 - D. Marketing existing homes**

6. When qualifying a listing, what is an important question the salesperson should ask themselves?

- A. Am I familiar with all local market laws?**
- B. Do I want the listing?**
- C. Is this property in a popular neighborhood?**
- D. What are the tax implications?**

7. What is one onus on real estate practitioners regarding material defects?

- A. To disclose all known defects regardless of observation**
- B. To ensure they are aware of circumstances that may indicate hidden defects**
- C. To limit communication about property flaws**
- D. To guarantee property safety to clients**

8. How is the degree of affixation relevant in real estate?

- A. It determines the market value of the property**
- B. It distinguishes between fixtures and chattels**
- C. It affects zoning regulations**
- D. It identifies the owner of the land**

9. What is required for the collection, use, or disclosure of personal information according to the privacy principles?

- A. Independent legal review**
- B. Knowledge and consent of the consumer**
- C. Third-party verification**
- D. Compliance documentation**

10. Which of the following describes registered interests?

- A. They are informal agreements between property owners**
- B. They refer to legal claims and rights recognized at law**
- C. They represent the assessed value of a property**
- D. They indicate upcoming property tax obligations**

Answers

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

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Explanations

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1. In condominium sales, which demographic is commonly targeted?

- A. Large families**
- B. Retired individuals**
- C. Investors**
- D. Commercial enterprises**

In condominium sales, one of the most commonly targeted demographics is retired individuals. This group often seeks the amenities and lifestyle associated with condominiums, such as lower maintenance requirements, security features, and a community atmosphere. Many retirees prefer to downsize from larger homes to condos that offer convenient living arrangements, allowing for more leisure time and less responsibility for home upkeep. Additionally, condominiums are frequently located in urban areas or close to recreational facilities, which can be appealing to retirees who want easy access to various activities and services. While large families may have different housing needs due to space requirements, and commercial enterprises typically seek other types of properties for their business operations, investors often look at condominiums from a financial perspective, focusing on investment opportunities rather than primary living situations. Thus, the targeted demographic of retired individuals aligns most closely with the typical market for condominium sales, primarily due to their specific lifestyle preferences and needs.

2. According to the Real Estate Agents Act, who is considered an agent?

- A. An individual trading property without compensation**
- B. A person who gives advice on property transactions**
- C. A person trading in real estate for compensation**
- D. A person supervising other real estate professionals**

In the context of the Real Estate Agents Act, the designation of an agent specifically refers to individuals who are actively engaged in trading real estate on behalf of clients and who receive compensation for that service. This includes actions such as listing properties, negotiating sales, and representing clients in transactions. The core aspect is the element of compensation, which signifies that the individual is acting in a professional capacity and is legally recognized as having a fiduciary duty to their clients. This definition is crucial because it outlines the obligations and responsibilities agents have towards their clients, which include loyalty, full disclosure, and exercising reasonable care and skill in their professional duties. Unlike individuals trading without compensation or simply giving advice, a licensed real estate agent operates within a regulatory framework that ensures they meet certain standards of professionalism and accountability. Therefore, the emphasis on compensation is what distinctly classifies a person as an agent under the Act. Other options mention activities that do not constitute acting as an agent under this particular legislation, such as trading without compensation or providing mere advice, which do not involve the legal and professional obligations that come with being recognized as an agent in real estate.

3. Generally, what does the obligation to account require a licensee to do?

- A. Ignore all financial transactions**
- B. Safeguard money and property entrusted to them**
- C. Only account for documents**
- D. Provide no reports to clients**

The obligation to account primarily requires a licensee to safeguard money and property entrusted to them. This duty encompasses the responsibility of handling and managing financial transactions related to clients' funds with the utmost care and integrity. It ensures that the licensee maintains accurate records and provides transparent reporting about financial dealings, ensuring that clients' interests are protected. In the context of real estate, this means that any deposits, rents, or other funds handled on behalf of clients must be managed responsibly and returned according to agreements made. This obligation reinforces the trust between the licensee and their clients, establishing a foundation of ethical practice and accountability that is crucial in the industry. The other options do not reflect the responsibilities of a licensee accurately, as they either suggest neglect or insufficient accounting practices, which contradict the fundamental principles of professional conduct in real estate.

4. According to the Real Estate Agents Act, when must an agent present a written offer?

- A. Within 24 hours of receipt**
- B. As soon as practicable**
- C. Before the end of the business day**
- D. Only during business hours**

The requirement for an agent to present a written offer "as soon as practicable" signifies that the agent must act with due diligence and urgency once they receive an offer. This standard emphasizes the importance of timely communication in real estate transactions, ensuring that all parties involved in the sale are kept informed without unnecessary delays. This approach aligns with the professional obligations of real estate agents to facilitate transactions effectively and uphold the best interests of their clients. By requiring agents to act "as soon as practicable," the regulation accommodates various circumstances that might affect the timing, while still stressing the need for prompt action. In contrast, the other options suggest more rigid timelines that do not necessarily account for unique situations that may arise. For instance, stipulating a strict 24-hour window or requiring presentation before the end of the business day could potentially lead to impractical scenarios. Additionally, limiting the presentation of offers to business hours does not consider the need for flexibility in communication that can occur outside of standard operating hours. Ultimately, the phrasing "as soon as practicable" allows for a necessary balance of urgency and consideration for circumstances surrounding each real estate transaction.

5. In new home sales, what role does the salesperson primarily take on?

- A. Listing properties**
- B. Qualifying buyers and closing sales**
- C. Negotiating offers**
- D. Marketing existing homes**

In new home sales, the primary role of the salesperson revolves around qualifying buyers and closing sales. This entails assessing the needs and qualifications of potential buyers to ensure they are aligned with the properties being offered. By determining a buyer's budget, preferences, and readiness to purchase, the salesperson can effectively guide them through the available options. Closing sales is also a crucial part of the role; it involves finalizing the purchase agreement and ensuring that all necessary documents are completed thoroughly. This aspect of the job requires strong communication skills and an understanding of the sales process to facilitate a smooth transaction. While listing properties, negotiating offers, and marketing existing homes are important tasks within the real estate profession, they are not the primary responsibilities of a salesperson in the context of new home sales. The focus here is on engaging directly with prospective buyers to facilitate the sale of new constructions, making qualifying buyers and closing sales the central aspects of the job.

6. When qualifying a listing, what is an important question the salesperson should ask themselves?

- A. Am I familiar with all local market laws?**
- B. Do I want the listing?**
- C. Is this property in a popular neighborhood?**
- D. What are the tax implications?**

When qualifying a listing, it's crucial for a salesperson to consider their personal interest in taking on the listing. The question of whether they want the listing reflects a fundamental aspect of motivation and commitment to the property and the client. A genuine interest in the listing can drive the salesperson to invest time and effort into effectively marketing the property, understanding its unique aspects, and building a strong relationship with the seller. If a salesperson is not enthusiastic about a listing, it can lead to a lack of dedication in the selling process, potentially resulting in a less favorable outcome for both the seller and the agent. A positive attitude towards the listing typically enhances the overall sales experience, ensuring the agent will be more proactive and engaged. While familiarity with local market laws, the popularity of the neighborhood, and potential tax implications are important considerations for a salesperson, they do not directly address the motivation and personal connection that the agent has with the property. These other factors can influence the effectiveness of the selling process but do not capture the essential personal drive necessary for success in real estate transactions.

7. What is one onus on real estate practitioners regarding material defects?

- A. To disclose all known defects regardless of observation
- B. To ensure they are aware of circumstances that may indicate hidden defects**
- C. To limit communication about property flaws
- D. To guarantee property safety to clients

The correct answer highlights the importance of real estate practitioners being vigilant about potential hidden defects in a property. As part of their professional responsibility, real estate agents should maintain a comprehensive understanding of the conditions or circumstances that could suggest the existence of these defects, even if those defects are not immediately visible. This proactive approach is crucial because it enables practitioners to better advise their clients and identify issues that may require further investigation or disclosure. Being aware of circumstances that might indicate hidden defects allows agents to ultimately serve their clients' interests more effectively, ensuring that individuals are making informed decisions about their property transactions. This awareness also helps practitioners fulfill their legal and ethical obligations, as they must act with due diligence and integrity in their dealings. It underscores the necessity of being informed and attentive to the nuances of properties, thereby protecting both the practitioner and the client from potential grievances down the line. Other options may reflect misunderstandings of the responsibilities real estate practitioners face. For instance, disclosing all known defects regardless of observation may be impractical, as it can be challenging to report every potential issue without direct evidence. Limiting communication about property flaws undermines transparency and may lead to client distrust. Guaranteeing property safety is often unrealistic as it places an undue burden on practitioners, given that many

8. How is the degree of affixation relevant in real estate?

- A. It determines the market value of the property
- B. It distinguishes between fixtures and chattels**
- C. It affects zoning regulations
- D. It identifies the owner of the land

The degree of affixation is particularly relevant in real estate because it is the determining factor in distinguishing between fixtures and chattels. Fixtures are items that are permanently affixed to the property, usually enhancing its value, and are considered part of the property itself when it is sold. These could include items such as built-in appliances, light fixtures, or cabinetry. The degree of affixation refers to how permanently an item is attached to the property. Conversely, chattels are movable items that are not permanently attached to the property and can be removed without causing damage. Examples include furniture or personal belongings. Understanding this distinction is crucial during real estate transactions, as it can impact what exactly is included in the sale of a property, thereby affecting negotiations and the final agreement. Recognizing the degree of affixation helps buyers and sellers clearly understand their rights concerning these items during a sale, making it an essential concept in real estate.

9. What is required for the collection, use, or disclosure of personal information according to the privacy principles?

- A. Independent legal review**
- B. Knowledge and consent of the consumer**
- C. Third-party verification**
- D. Compliance documentation**

The collection, use, or disclosure of personal information is fundamentally grounded in the principle of knowledge and consent from the consumer. This means that individuals must be made aware of what personal information is being collected, how it will be used, and to whom it may be disclosed. Consent can be explicit or implied, but it is a prerequisite to ensure that individuals have control over their personal data. This principle aligns with the broader intentions of privacy legislation, which aims to protect individuals' rights regarding their personal information and promote transparency in how that information is handled. By requiring consumer knowledge and consent, organizations are not only fulfilling legal obligations but also fostering trust and confidence in their data handling practices.

10. Which of the following describes registered interests?

- A. They are informal agreements between property owners**
- B. They refer to legal claims and rights recognized at law**
- C. They represent the assessed value of a property**
- D. They indicate upcoming property tax obligations**

The description of registered interests as legal claims and rights recognized at law accurately captures their nature in the context of property transactions. Registered interests are formalized rights that someone may have in relation to a property, such as ownership, leases, mortgages, or easements. These interests are documented and recorded in a public registry, giving them legal standing and ensuring that they are enforceable. This notion is essential for safeguarding the rights of property owners and lenders. It allows for transparency in the property market, as potential buyers or interested parties can easily see any claims against a property. By having registered interests, parties can ascertain who has the legal right to control or benefit from a property, thereby reducing disputes and enhancing the security of transactions. In contrast, informal agreements between property owners do not carry the same legal weight and would not constitute registered interests. The assessed value of a property pertains to tax calculations and market evaluations, while upcoming property tax obligations relate to fiscal duties rather than legal claims or rights over the property itself. Thus, recognizing registered interests as legal claims reflects their critical role in property law and ownership.

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://newbrunswicksalesperson.examzify.com>

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

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