

# **Nova Scotia Association of Realtors (NSAR) Salesperson License 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. What is a defining characteristic of joint tenancy?**

- A. Each owner's share can be inherited**
- B. Offers the right of survivorship**
- C. Ownership requires a specific lease format**
- D. Allows for multiple non-related owners**

**2. The Principle of Increasing/Decreasing Returns implies that:**

- A. More investments always yield higher returns**
- B. After a certain point, additional investment may not significantly increase value**
- C. Initial improvements are the most valuable**
- D. Every addition to a property increases its value proportionally**

**3. What could be a result of a mutual termination of a contract?**

- A. The parties retain all existing obligations**
- B. All parties are released from any further obligations**
- C. The contract is still enforceable in court**
- D. One party must compensate the other party**

**4. What is the written description called that precisely identifies property, often referred to as the legal description?**

- A. Land Description**
- B. Leasehold**
- C. Chattels**
- D. Concurrent Ownership**

**5. What does trading privately in real estate entail?**

- A. Conducting transactions solely for client benefit**
- B. Trading for personal profit or use**
- C. Providing consultation services**
- D. Engaging only in public listings**

**6. Net operating income is calculated after deducting which of the following?**

- A. Annual debt service and tax liability**
- B. All fixed and variable expenses**
- C. Potential rental income and vacancy rates**
- D. Management fees only**

**7. Which of the following terms is used to denote compensation provided for breach of contract?**

- A. Quantum Meruit**
- B. Specific Performance**
- C. Damages**
- D. Injunction**

**8. What kind of agency relationship involves representing clients with opposing interests in the same transaction?**

- A. Concurrent Representation**
- B. Dual Agency**
- C. Express Agreement**
- D. Fiduciary Obligations**

**9. What is necessary for genuine intention in the context of real estate contracts?**

- A. A documented plan**
- B. A sincere plan to fulfill contract terms**
- C. A detailed financial analysis**
- D. A witness to the agreement**

**10. Which framing method is currently used in many residential constructions?**

- A. Balloon Framing**
- B. Platform Framing**
- C. Timber Framing**
- D. Steel Framing**

## **Answers**

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

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## **Explanations**

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## 1. What is a defining characteristic of joint tenancy?

- A. Each owner's share can be inherited
- B. Offers the right of survivorship**
- C. Ownership requires a specific lease format
- D. Allows for multiple non-related owners

A defining characteristic of joint tenancy is the right of survivorship. This means that when one tenant in a joint tenancy passes away, their share of the property automatically transfers to the remaining joint tenants, rather than being passed on to heirs or according to a will. This feature distinguishes joint tenancy from other forms of property ownership, such as tenancy in common, where an owner's share can be inherited by their heirs. The right of survivorship is crucial for ensuring that ownership remains with the surviving tenants, facilitating a seamless transition of property rights without going through probate. Each co-owner maintains equal rights to the entire property, and this principle is fundamental to the joint tenancy arrangement. It effectively strengthens the unity of ownership among the joint tenants and protects their interests in the property as a collective.

## 2. The Principle of Increasing/Decreasing Returns implies that:

- A. More investments always yield higher returns
- B. After a certain point, additional investment may not significantly increase value**
- C. Initial improvements are the most valuable
- D. Every addition to a property increases its value proportionally

The Principle of Increasing/Decreasing Returns indicates that after a certain threshold of investment in a property or project, the additional return received from further investment may diminish. This principle reflects the idea that while initial investments can yield substantial improvements and returns, there comes a point where each additional investment leads to a smaller and smaller increase in value. For instance, renovating a kitchen or bathroom can significantly increase a property's value, but once the property reaches a certain standard, further investments might not yield proportional increases in value or appeal. This is due to market saturation or the diminishing marginal utility of enhancements. Understanding this principle helps real estate professionals and investors make informed decisions about where and how much to invest, balancing between maximizing property value and avoiding overspending where returns do not justify further investment.

**3. What could be a result of a mutual termination of a contract?**

- A. The parties retain all existing obligations**
- B. All parties are released from any further obligations**
- C. The contract is still enforceable in court**
- D. One party must compensate the other party**

A mutual termination of a contract occurs when all parties involved agree to end the contract, effectively releasing each other from their obligations under that agreement. As a result, all parties are typically released from any further obligations they might have had, thereby allowing for a clean break from the contractual relationship. This outcome reflects the legal principle that mutual consent can extinguish a contract, meaning that the commitments outlined in the agreement no longer bind the parties. Without any outstanding obligations, the parties are free to pursue other opportunities or engage in new agreements without the constraints of the terminated contract. In contrast, retaining existing obligations or keeping the contract enforceable would contradict the fundamental purpose of a mutual termination. Similarly, requiring one party to compensate another would imply that some termed obligation still exists, which would not be the case in a scenario where both sides have agreed to terminate their commitments.

**4. What is the written description called that precisely identifies property, often referred to as the legal description?**

- A. Land Description**
- B. Leasehold**
- C. Chattels**
- D. Concurrent Ownership**

The written description that precisely identifies a property is known as the legal description. This legal description is fundamental in real estate as it provides a clear and unambiguous method to identify a specific parcel of land. It often includes details that specify the boundaries of the property, which may involve references to surveys or landmarks, ensuring that the exact location is recognized legally. The term "Land Description" encompasses this legal formalism, distinguishing it from other terms like leasehold, which refers to a tenant's interest in property under a lease agreement, and chattels, which pertain to movable personal property rather than real estate. Concurrent ownership describes the situation where two or more parties own a property simultaneously, which does not pertain to the specific definition of property identification outlined by the question. Thus, the term "Land Description" encompasses the precise and legal identification of real estate.

## 5. What does trading privately in real estate entail?

- A. Conducting transactions solely for client benefit
- B. Trading for personal profit or use**
- C. Providing consultation services
- D. Engaging only in public listings

Trading privately in real estate primarily entails engaging in transactions with the intent of personal profit or use. This means that the individual conducts real estate transactions outside of the traditional market platforms, often leveraging personal connections or private networks. In this context, the focus is on the individual's financial gain or benefits rather than the broader obligation to serve clients or the public at large. While consulting services may be part of a real estate professional's duties, they do not encapsulate the essence of private trading. Similarly, the concept of trading solely for client benefit implies a fiduciary duty that is not typically associated with private transactions. Engaging only in public listings suggests a formal approach that does not align with the flexibility and private nature of personal profit-focused trading. Thus, option B accurately captures the core of what private trading involves in the realm of real estate.

## 6. Net operating income is calculated after deducting which of the following?

- A. Annual debt service and tax liability
- B. All fixed and variable expenses**
- C. Potential rental income and vacancy rates
- D. Management fees only

Net operating income (NOI) is a key financial metric used in real estate to assess a property's profitability before accounting for financing and tax costs. It is calculated as the total income generated from the property, minus all operating expenses associated with managing and maintaining the property. The correct choice indicates that NOI is derived after deducting all fixed and variable expenses. This includes costs such as property management fees, maintenance, utilities, property taxes, and insurance, among others. By accounting for all operating expenses, investors can gain a clearer picture of the income generated by the property, which assists in evaluating its performance and potential return on investment. The other options do not accurately represent the components deducted in the calculation of NOI. Annual debt service and tax liability are not included, as these pertain to financing decisions rather than operational performance. Potential rental income and vacancy rates relate more to revenue projections rather than expenses. Management fees alone do not encompass the full range of costs incurred in property operation, so they do not provide a complete calculation method for NOI.

**7. Which of the following terms is used to denote compensation provided for breach of contract?**

- A. Quantum Meruit**
- B. Specific Performance**
- C. Damages**
- D. Injunction**

The term that denotes compensation provided for breach of contract is "damages." In legal contexts, damages refer specifically to the monetary compensation awarded to a party as a remedy for loss or injury caused by another party's failure to fulfill their contractual obligations. Essentially, when a contract is breached, the injured party may seek damages to cover the losses that occurred as a result of that breach. This can include direct losses as well as consequential losses that are a foreseeable result of the breach. The other terms, while related to legal remedies, do not specifically denote compensation for breach of contract. For instance, "quantum meruit" refers to a claim for payment for services rendered when a contract does not exist or is unenforceable, focusing more on the value of the work performed rather than addressing breach directly. "Specific performance" is an equitable remedy that requires a party to fulfill the terms of the contract rather than providing monetary compensation. An "injunction" is a court order that compels a party to do or refrain from specific actions, typically used to prevent harm rather than to compensate for loss. Thus, "damages" is accurately recognized as the term specifically associated with compensation for breach of contract.

**8. What kind of agency relationship involves representing clients with opposing interests in the same transaction?**

- A. Concurrent Representation**
- B. Dual Agency**
- C. Express Agreement**
- D. Fiduciary Obligations**

The agency relationship that involves representing clients with opposing interests in the same transaction is referred to as dual agency. In dual agency, a single real estate agent or brokerage represents both the buyer and the seller in the same transaction. This situation can create unique challenges, as the agent must navigate the interests of both parties, ensuring that each client's needs are met without compromising the confidentiality and loyalty that is inherently owed to each. Dual agency is regulated in many jurisdictions to protect the interests of both parties. Typically, clear disclosure and consent from both the buyer and seller are necessary before entering into a dual agency arrangement. Because of the potential for conflicts of interest, agents must be careful to maintain neutrality while still providing adequate representation for both sides. In contrast, options such as concurrent representation or express agreement do not specifically refer to a single agent representing opposing interests in a transaction. Similarly, fiduciary obligations pertain to the duties owed by an agent to their client but do not describe the relationship itself where an agent represents conflicting interests.

**9. What is necessary for genuine intention in the context of real estate contracts?**

- A. A documented plan**
- B. A sincere plan to fulfill contract terms**
- C. A detailed financial analysis**
- D. A witness to the agreement**

In the context of real estate contracts, genuine intention refers to the sincere intent of the parties involved to fulfill the terms agreed upon in the contract. This means that the parties must approach the agreement with an honest and genuine desire to perform their obligations, ensuring that the contract is not entered into with any fraudulent intentions or lack of serious commitment. A sincere plan to fulfill contract terms embodies this principle of genuine intention, as it indicates that both parties are prepared to take the necessary steps to honor their commitments and complete the transaction as agreed. This underlying sincerity is crucial for the enforceability of the contract and for maintaining trust between the parties. Other options, such as a documented plan, a detailed financial analysis, or having a witness to the agreement, while they may contribute to the overall process of engaging in a real estate transaction, do not directly reflect the core aspect of genuine intention. They serve different purposes, such as providing evidence, financial clarity, or validation, but do not ensure that the parties genuinely wish to execute the contract.

**10. Which framing method is currently used in many residential constructions?**

- A. Balloon Framing**
- B. Platform Framing**
- C. Timber Framing**
- D. Steel Framing**

Platform framing is widely used in many residential constructions today due to its efficiency and cost-effectiveness. This method involves constructing each floor of the building as a separate platform, which is then supported by the walls below. This allows for easier handling of materials and simplifies the construction process, as builders can work incrementally, completing one floor before moving on to the next. In addition, platform framing is versatile and can accommodate various architectural designs and building materials. It also promotes a more stable structure and minimizes the risk of fire spread through the walls, as the framing elements are more closely spaced. The ease of insulation and energy efficiency improvements associated with this method further contribute to its prevalence in modern residential building practices. Other methods, such as balloon framing, timber framing, and steel framing, may have their applications, but platform framing has become the dominant choice in residential construction due to its practical benefits and suitability for a variety of home designs.

# 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](mailto:hello@examzify.com).**

**Or visit your dedicated course page for more study tools and resources:**

**<https://nsarsalesperson.examzify.com>**

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

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