



# SALESPERSON AND BROKER EXAMINATION SAMPLE QUESTIONS

## Salesperson Questions

1. Which of the following is a valid method for an individual to acquire title to real estate?
  - (A) Escheat
  - (B) Descent
  - (C) Eminent domain
  - (D) Distraint
2. The period during which site improvements contribute to the value of the property is called the:
  - (A) economic utility.
  - (B) asset investment life.
  - (C) accrued depreciation period.
  - (D) economic life.
3. A buyer has just purchased a home and has applied for a new loan. *Regulation Z* requires that the lender inform the borrower of the:
  - (A) three-day right of rescission.
  - (B) total amount of closing costs.
  - (C) exact amount of monthly payments.
  - (D) true cost of obtaining credit.
4. A property sold for \$120,000, which was 15% more than the original purchase price. What was the original purchase price? (Round to the nearest \$100.)
  - (A) \$102,000
  - (B) \$104,300
  - (C) \$105,400
  - (D) \$105,500
5. In a contract to purchase real property, what is the name of the clause that states that the buyer will **NOT** be held responsible to complete the purchase if the buyer cannot obtain sufficient financing?
  - (A) Acceleration clause
  - (B) Escalation clause
  - (C) "As is" clause
  - (D) Contingency clause
6. Which of the following is an example of functional obsolescence?
  - (A) House paint that is flaking off
  - (B) Poor street planning
  - (C) A change in the economics of the area
  - (D) An outdated heating system
7. According to the TREC One to Four Family Residential Contract (Resale) FHA Insured or VA Guaranteed Financing Contract Form (TREC 21-3), who is responsible for paying the owner policy of title insurance fee?
  - (A) The buyer
  - (B) The seller
  - (C) The title company named in the contract
  - (D) The party stipulated in the contract

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