



California Salesperson (DRE)

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Practice Questions

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1. When two or more people hold title to property with equal, undivided interests and the right of survivorship, this form of ownership is called:

- A. Joint tenancy
- B. Tenancy in common
- C. Tenancy in severalty
- D. Community property

2. A husband and wife purchase a home in California during their marriage using community funds. This property is most likely held as:

- A. Joint tenancy
- B. Community property
- C. Tenancy in common
- D. Tenancy in severalty

3. Which type of estate grants the holder rights to property only for the duration of a specified person's life?

- A. Fee simple absolute
- B. Leasehold estate
- C. Life estate
- D. Easement

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4. A lien placed on a property because the owner failed to pay property taxes is an example of a:

- A. Voluntary lien
- B. Specific lien only
- C. General lien only
- D. Involuntary specific lien



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5. An easement that benefits a specific parcel of land and transfers with the property when it is sold is called an easement:

- A. Appurtenant
- B. In gross
- C. By prescription
- D. By necessity

6. Under California's Subdivision Map Act, which document must be filed and approved before a subdivider can sell or lease lots in a new subdivision?

- A. Public report
- B. Final subdivision map
- C. DRE disclosure
- D. Notice of completion

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7. A property owner grants a neighbor permission to cross their land. The neighbor uses the path continuously, openly, and hostilely for the prescriptive period. This may create an easement:

- A. In gross
- B. Appurtenant
- C. By prescription
- D. By necessity

8. Which of the following best describes a fee simple defeasible estate?

- A. An estate that lasts only for the owner's life
- B. An estate held by a lessee under a lease
- C. A freehold estate with no conditions attached
- D. A fee estate that may terminate if a specified condition occurs or is violated

9. Zoning laws in California are primarily enacted by:

- A. Local city and county governments
- B. The California DRE
- C. The federal government
- D. Property owners in the area



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10. A property owner seeks permission to use their residentially zoned land for a small day-care center. They would most likely apply for a:

- A. Variance
- B. Conditional use permit
- C. Nonconforming use
- D. Rezoning

11. Which type of encumbrance gives a creditor the right to have a specific property sold to satisfy a debt?

- A. Easement
- B. Covenant
- C. Lien
- D. License

12. Under California law, the homestead exemption primarily protects:

- A. The property from all creditors
- B. Only commercial property
- C. Rental property from tenant claims
- D. A portion of home equity from certain creditors' claims

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13. A mechanic's lien in California must generally be filed within how many days after completion of a construction project?

- A. 90 days
- B. 180 days
- C. 30 days
- D. 1 year



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14. Which form of co-ownership allows each co-owner to hold an unequal, undivided interest and does NOT include the right of survivorship?

- A. Joint tenancy
- B. Tenancy in common
- C. Community property with right of survivorship
- D. Tenancy in severalty

15. A restriction in a deed that prohibits the property from being used for commercial purposes is an example of a:

- A. Zoning ordinance
- B. Easement
- C. Deed restriction (private restriction)
- D. Variance

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16. Under California law, when a joint tenant dies, their interest:

- A. Passes to their heirs by will
- B. Is distributed equally among all surviving heirs
- C. Must go through probate
- D. Passes automatically to the surviving joint tenants

17. The fiduciary relationship in which one party (the agent) is authorized to act on behalf of another party (the principal) is called:

- A. An agency relationship
- B. A buyer-broker agreement
- C. A listing agreement
- D. A property management contract

18. A California listing agent owes which duties to the BUYER in a transaction?

- A. Full fiduciary duties including loyalty
- B. Honesty and fair dealing, and disclosure of known material facts
- C. Undivided loyalty and confidentiality
- D. No duties whatsoever

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19. When is a California real estate agent required to provide the Agency Disclosure form to a buyer?

- A. Only at close of escrow
- B. Only when representing the buyer
- C. As soon as practicable before the buyer executes an offer to purchase
- D. At the time of listing the property

20. A licensee represents both the buyer and the seller in the same transaction without disclosing this to either party. This is called:

- A. Single agency
- B. Subagency
- C. Disclosed dual agency
- D. Undisclosed dual agency

21. Under an exclusive right-to-sell listing, the listing broker earns a commission if the property sells:

- A. By any means during the listing period, including if the owner sells it themselves
- B. Only if the broker personally finds the buyer
- C. Only if the property sells after the listing expires
- D. Only through the MLS

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22. An agent who acts for both the buyer and the seller in the same transaction, with both parties' written consent, is acting as:

- A. A subagent
- B. A disclosed dual agent
- C. A buyer's exclusive agent
- D. A single agent

23. The agency relationship created when a seller lists property with a real estate broker is most accurately described as:

- A. Special agency with limited powers
- B. General agency with broad authority
- C. Universal agency
- D. Ostensible agency



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24. Which acronym is commonly used to remember the fiduciary duties an agent owes their principal?

- A. RESPA
- B. TILA
- C. CLUE
- D. OLDCAR

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25. A buyer's agent who is hired under a written buyer-broker agreement owes fiduciary duties to:

- A. The buyer
- B. The seller
- C. Both parties equally
- D. The MLS

26. In California, an agent's duty to disclose material facts to the buyer:

- A. Applies only to listing agents
- B. Cannot be waived by the agent
- C. Is optional if the seller instructs non-disclosure
- D. Applies only to new construction

27. A listing broker who offers a co-op commission to selling brokers in the MLS is likely appointing them as:

- A. Dual agents
- B. Subagents of the seller
- C. Buyer's exclusive agents
- D. Transaction coordinators

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28. The Agency Confirmation section of the California Residential Purchase Agreement (RPA-CA) must be signed by:

- A. Only the listing agent
- B. Only the buyer
- C. The listing agent, selling agent, buyer, and seller
- D. Only the escrow officer

29. When a real estate agent tells a prospective buyer that a property is in a good neighborhood without actually knowing this to be true, this may constitute:

- A. Puffing
- B. Misrepresentation
- C. A fiduciary duty
- D. Blockbusting

30. Under California's vicarious liability rules, a broker is responsible for the actions of:

- A. Only their own listings
- B. Their licensed salespersons and broker-associates working under them
- C. All agents in the MLS
- D. Independent contractors who are not licensed



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Answer Key & Explanations

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1. A — Joint tenancy

Joint tenancy requires four unities (time, title, interest, possession) and includes the right of survivorship, meaning a deceased co-owner's share passes automatically to the surviving co-owners.

2. B — Community property

In California, property acquired by spouses during marriage using community funds is presumed to be community property. Each spouse owns an equal undivided half interest.

3. C — Life estate

A life estate grants ownership rights measured by the lifetime of a designated person (often the life tenant). The property reverts to the remainderman or grantor upon the measuring life's end.

4. D — Involuntary specific lien

A property tax lien is involuntary (imposed by law without the owner's consent) and specific (attached to a particular parcel). Voluntary liens, like mortgages, are created by the owner's action.

5. A — Appurtenant

An easement appurtenant benefits a dominant tenement and runs with the land, meaning it transfers automatically when either the dominant or servient parcel is sold.

6. B — Final subdivision map

The Subdivision Map Act requires approval of a tentative map and then a final map by the local government before lots can be recorded and sold. The DRE's public report (under the Subdivided Lands Act) is a separate requirement.

7. C — By prescription

An easement by prescription is acquired through open, notorious, continuous, hostile, and adverse use of another's land for the statutory period (5 years in California), similar to adverse possession but without ownership.

8. D — A fee estate that may terminate if a specified condition occurs or is violated

A fee simple defeasible (or conditional fee) is a full ownership estate that can be defeated and title returned to the grantor if a specified condition is breached or occurs.

9. A — Local city and county governments

Zoning is a local government power exercised by cities and counties under their police power to regulate land use. The state sets planning guidelines but zoning ordinances are local.

10. B — Conditional use permit

A conditional use permit (special use permit) allows a land use that is not permitted as-of-right under current zoning but may be allowed subject to conditions. A variance allows deviation from dimensional standards.



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11. C — Lien

A lien is a financial encumbrance that gives a creditor a security interest in real property. Types include mortgage/deed of trust liens, tax liens, mechanic's liens, and judgment liens.

12. D — A portion of home equity from certain creditors' claims

California's homestead exemption protects a specified amount of home equity (amounts vary) from forced sale to satisfy unsecured creditors, not secured lenders like mortgage holders.

13. A — 90 days

In California, a direct contractor (prime contractor) must file a mechanic's lien within 90 days after completion of work. Subcontractors and suppliers have shorter deadlines (60 days for most).

14. B — Tenancy in common

Tenancy in common allows unequal ownership shares, and each co-owner's interest passes to their heirs upon death rather than to surviving co-owners. There is no right of survivorship.

15. C — Deed restriction (private restriction)

A deed restriction (also called a restrictive covenant or CC&R) is a private limitation placed on property use in a deed. It runs with the land and binds future owners.

16. D — Passes automatically to the surviving joint tenants

The defining characteristic of joint tenancy is the right of survivorship: a deceased joint tenant's share passes immediately to the surviving co-owner(s) by operation of law, bypassing probate.

17. A — An agency relationship

Agency is a fiduciary relationship where one party (agent) acts on behalf of and subject to the control of another (principal). Agents owe the principal duties of loyalty, confidentiality, disclosure, obedience, reasonable care, and accountability.

18. B — Honesty and fair dealing, and disclosure of known material facts

Under California law, a listing agent owes the seller full fiduciary duties but owes the buyer honest dealing and disclosure of material facts affecting the property's value or desirability (Civil Code 2079).

19. C — As soon as practicable before the buyer executes an offer to purchase

California Civil Code 2079.14 requires agents to provide the AD form (Agency Disclosure) to a buyer as soon as practicable before the buyer signs the purchase offer.

20. D — Undisclosed dual agency

Undisclosed dual agency is illegal in California. If an agent represents both parties, they must disclose this to both and obtain written consent. Undisclosed dual agency breaches fiduciary duty and can result in rescission and loss of commission.

21. A — By any means during the listing period, including if the owner sells it themselves

An exclusive right-to-sell listing requires payment of commission to the broker regardless of who produces the buyer, even if the seller finds the buyer themselves. It is the most protection for the broker.

22. B — A disclosed dual agent

California allows dual agency when both the buyer and seller give written informed consent. A dual agent must balance the interests of both parties and cannot reveal confidential information of either to the other.



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23. C — Universal agency

A listing creates a special (limited) agency: the broker is authorized to perform specific acts (find a buyer, present offers) but cannot bind the principal to a contract. General agency would give broader authority.

24. D — OLDCAR

OLDCAR stands for Obedience, Loyalty, Disclosure, Confidentiality, Accounting, and Reasonable Care — the six core fiduciary duties a real estate agent owes their principal.

25. A — The buyer

A buyer's agent (buyer's representative) represents only the buyer's interests and owes full fiduciary duties to the buyer. They must put the buyer's interests first.

26. B — Cannot be waived by the agent

An agent's duty to disclose known material facts affecting the value or desirability of the property cannot be waived. This duty exists even if the seller tries to prevent disclosure.

27. C — Buyer's exclusive agents

When a listing broker offers cooperation through the MLS, cooperating brokers may act as subagents of the seller (representing the seller's interests) unless they have a buyer representation agreement.

28. D — Only the escrow officer

California law requires that all parties confirm the agency relationships in writing. The RPA-CA's Agency Confirmation section is signed by the listing agent, selling agent (if different), buyer, and seller.

29. A — Puffing

Negligent or fraudulent misrepresentation occurs when an agent states false material facts. While puffing involves vague praise ('great neighborhood'), stating facts the agent doesn't know to be true as facts can be misrepresentation.

30. B — Their licensed salespersons and broker-associates working under them

A supervising broker in California is vicariously liable for the acts of licensed salespersons and broker-associates who work under their license, whether employees or independent contractors.



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