

Salesperson Analytical Practice Exams

The Salesperson Analytical Practice Exams consist of seven short exams to help you identify which chapters you know well and which chapters still need more attention. The goal is to push you back into the areas of the outline where you are weakest. Unlike the real exam, the questions in this practice exam are in order by subject matter.

Extremely Important! These analytical practice exams include many of my best practice questions. Answer these questions based upon understanding, rather than rote memorization. Mastering these questions is critical to passing the state exam.

Take the entire exam for each chapter and as you would a real exam, then grade yourself. The answers which follow each exam will also direct you to the outline page containing the information you lack. When you are grading this test, go back and re-read the outline pages containing the knowledge to answer the questions you missed.

Remember: never mark your answers directly on any of the practice exams. Keep track of your answers on a separate piece of paper.

Chapter #1 Analytical Practice Questions

This exam contains 41 questions. You have an average of 78 seconds per question on the Salesperson Exam. $41 \text{ questions} \times 78 \text{ seconds per question} = 3198 \text{ seconds}$. Please give yourself 53 minutes to complete this practice exam, and take the exam in one sitting.

1. Which of the following statements is incorrect regarding the ownership of real property that includes riparian rights? (A) riparian rights may not be severed from the land by voluntary transfer or condemnation; (B) an owner may sell any part of the land without transferring the riparian rights provided the part being sold is not adjacent to the water; (C) an owner of real property with riparian rights may convey title to a portion of the real property together with riparian rights; (D) an owner of real property may transfer riparian rights together with title to the real property by express agreement when the land is contiguous to the water.
2. Each of the following factors determine whether an item of personal property has become real property, **except**: (A) method of annexation or attachment; (B) cost of the item; (C) relationship between the parties; (D) agreement between the parties.
3. Real property includes: (A) fixtures; (B) anything incidental or appurtenant to the land; (C) most things which are immovable by law; (D) all of the above.
4. Real property includes: (A) chattel mortgages; (B) trust deeds; (C) vegetation; (D) chose.
5. In addition to a grant deed, is a separate contract required for the sale of stock in a mutual water company? (A) yes, stock is always personal property and must be transferred with a bill of sale; (B) no, stock in a mutual water company cannot be sold; (C) yes, because stock in a mutual water company is chattel real; (D) no, water company stock runs with the land.
6. Which of the following is not a lien? (A) taxes; (B) restrictions; (C) trust deeds; (D) judgements.

7. A trust deed was recorded against a property on 1-5-02. Work started on remodeling the property's kitchen on 2-1-02. A mechanic's lien was recorded on 3-15-02. Which lien has priority? (A) mechanic's liens always have priority; (B) the mechanic's lien has priority if the lender was notified of the remodeling project; (C) the trust deed has priority because it was recorded before the work began; (D) none of the above.
8. A subcontractor was hired to install hardwood floors on a home under construction. If the subcontractor had to file a mechanic's lien to get paid, the mechanic's lien would take priority as of the date: (A) the installation of the hardwood floors began; (B) the entire project began; (C) work was completed on the entire project; (D) work was completed on the hardwood floors.
9. Which of the following notices would affect the filing date of a mechanic's lien? (A) notice of non-responsibility; (B) notice of cessation; (C) notice of completion; (D) all of the above.
10. A sheriff's sale results from enforcement of which of the following? (A) adverse possession; (B) judgment lien; (C) lis pendens; (D) injunction.

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Chapter #1 Answers

Remember, the page number of the course outline containing the information you need is given at the end of each answer. Please go back to the appropriate page whenever you get an answer wrong and re-read the appropriate section. Good luck.

1. Ans-A Riparian rights may be severed from the land by voluntary transfer or condemnation. Pg 1-1
2. Ans-B Cost is not a factor which determines when something has become a fixture. Pg 1-1
3. Ans-D Fixtures, anything incidental or appurtenant to the land and most things which are immovable by law, are real property. Pg 1-1
4. Ans-C Vegetation is real property. Pg 1-1
5. Ans-D Water company stock runs with the land and does not require a separate contract. Pg 1-2
6. Ans-B Restrictions are non-money encumbrances. Liens are money encumbrances. Pg 1-2
7. Ans-C The trust deed has priority because it was recorded before the work began. Pg 1-3
8. Ans-B A subcontractor's mechanic's lien would take priority as of the date the entire project began. Pg 1-3
9. Ans-D The notice of non-responsibility, notice of cessation, and notice of completion all affect the filing date of a mechanic's lien. Pg 1-3
10. Ans-B A judgment lien is enforced by a sheriff's sale. Pg 1-3

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