

# SECTION V.

# SALESPERSON PRACTICE QUESTIONS

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### Salesperson Exam Analytical Practice Exam

This is a special test designed to identify exactly which portions of the course outline where you need help. 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.

Take the entire test as you would a real test. Then grade yourself. The answers which follow the test 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 our practice exams. Keep track of your answers on a separate piece of paper.

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) chattel mortgages; (B) trust deeds; (C) vegetation; (D) chose.
4. 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.

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### Answers to Analytical Practice Exam

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-C Vegetation is real property. Pg 1-1
4. Ans-D Fixtures, anything incidental or appurtenant to the land and most things which are immovable by law, are real property. Pg 1-1

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## **Sales Practice Exam #1**

1. As used in real estate practices, the land of a riparian owner borders on: (A) a river; (B) a stream; (C) a watercourse; (D) any of the above.
2. When the government has granted permission to a nonriparian owner of a ranch to use a nearby lake, the owner has received this right by: (A) eminent domain; (B) prescription; (C) appropriation ; (D) percolation.
3. Title to personal property is transferred with a bill of sale. A valid bill of sale must: (A) be dated; (B) contain an acknowledgment; (C) have the seller's signature; (D) be verified and recorded.
4. All property is either real property or personal property. Which of the following would normally be considered real property? (A) natural growing vegetation; (B) trade fixtures; (C) lumber in a lumber yard; (D) crops which have been sold prior to harvest.
5. Farmer Frank is buying a farm. At the time of the purchase, the seller was growing corn on the north 40 acres of the farm. The seller intended to harvest the corn before the close of escrow, but never got around to it. No mention was made of the corn in the sales agreement and/or escrow instructions. The escrow has now closed, the buyer is in possession and it is time to harvest the corn. Who gets to harvest the corn? (A) the buyer, because the escrow has closed, and he now owns the farm; (B) the seller, because the growing corn is personal property, and there was no intent to sell the corn to the buyer; (C) the buyer, because he now owns all real and personal property on the farm; (D) the seller, because of his equity in the corn.

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## **Answers to Practice Exam #1**

1.     Ans-D     A riparian owner owns land bordering on moving water, such as a river, stream and/or watercourse.
2.     Ans-C     Appropriation describes when the government gives permission to a nonriparian owner to take water from another landowner or a public waterway
3.     Ans-C     A bill of sale must have the signature of the seller.
4.     Ans-A     Vegetation is real property.
5.     Ans-B     Growing crops which must be replanted annually (corn) are personal property and would not transfer to the buyer without the express intent of the parties.

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