

# Real Estate Sales Exam Practice Test Questions and Answers

## 1. What is the difference between a listing agent and a selling agent?

- A) There is no difference
- B) Listing agent represents the seller, selling agent represents the buyer
- C) Listing agent works part-time, selling agent works full-time
- D) Listing agent handles commercial properties only

## 2. What does "earnest money" represent in a real estate transaction?

- A) The agent's commission
- B) A good faith deposit from the buyer to show serious intent
- C) The seller's closing costs
- D) Property taxes for the year

## 3. What is the purpose of a home inspection?

- A) To determine property value
- B) To identify potential structural, mechanical, or safety issues
- C) To negotiate the final price
- D) To arrange financing

## 4. What does "closing" refer to in real estate?

- A) Ending the listing agreement
- B) The final step where ownership transfers and transaction is completed
- C) Shutting down the real estate office
- D) Terminating the buyer's agent relationship

Answers: 1-B 2-B 3-B 4-B

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