

Seller Representative Specialist Practice Test Questions and Answers

1. What is the primary fiduciary duty of a Seller Representative Specialist (SRS) to their client?

- A) To get the highest possible price regardless of market conditions
- B) To act in the seller's best interests with loyalty, confidentiality, and full disclosure
- C) To represent both buyer and seller equally
- D) To prioritize quick sales over seller's financial interests

2. Which marketing strategy is most effective for maximizing a property's exposure to potential buyers?

- A) Listing only on the MLS
- B) Multi-channel marketing including MLS, online platforms, social media, and traditional advertising
- C) Word-of-mouth marketing only
- D) Newspaper advertisements exclusively

3. When reviewing multiple offers on a seller's property, what should an SRS do first?

- A) Accept the highest offered price immediately
- B) Present all offers to the seller with detailed analysis of terms, not just price
- C) Negotiate directly with buyers before involving the seller
- D) Recommend the offer with the shortest closing period

4. What is a key component of effective seller consultation and listing presentation?

- A) Guaranteeing a specific sale price and timeline
- B) Providing a comparative market analysis (CMA) and comprehensive marketing plan
- C) Focusing only on the commission structure
- D) Discouraging any property improvements or staging

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

For More Seller Representative Specialist Questions and Answers FREE, Seller Representative Specialist Online Prep Training, Seller Representative Specialist Exam, Seller Representative Specialist Study Guide, Seller Representative Specialist Flashcards, Seller Representative Specialist Quizzes visit:

Seller Representative Specialist Practice Test

Practice Test Geeks © All Rights Reserved