

14-HR Continuing Education  
Real Estate  
Practice Exam 2

1. Which of the following statements does not describe ethical behaviors:
  - a. Those based on ideas of right instead of wrong.
  - b. Abiding by widely accepted moral values and rules instead of breaching them.
  - c. **Having awareness of compliant procedures, but electing not to follow those rules.**
  - d. Encouraging positive rapport among employees and customers alike based on honesty to one another.

C

2. Which of the following statement is TRUE about unethical business practices:
  - a. They are essential to a healthy workplace environment.
  - b. They go a long way when it comes to internal and external reputation, and that translates to increased prospects and sales and higher performance.
  - c. **They may or may not have legal consequences.**
  - d. They are based on the idea of doing right instead of wrong, regardless of potential earnings.

C

3. Which of the following statements are true regarding the complaint process:
  - a. Unethical behavior can be reported by consumers.
  - b. The public is entitled to file a complaint in an attempt to rectify injustices committed by licensees.
  - c. Every licensee, however, is entitled to due process and the opportunity to be heard and respond to a complaint.
  - d. **All of the above.**

D

4. Which of the following is not a step in the disciplinary process:
- a. Complaint.
  - b. Investigation.
  - c. **Determination of juvenile offenders.**
  - d. Final Order.

C

5. Which of the following is not an example of an administrative remedy or penalty of FREC:
- a. License revocation.
  - b. **Conducting an investigation.**
  - c. Placing a licensee on probation.
  - d. Levying of fines.

B

6. Brokers who have limited confidentiality duties to buyers and sellers are called
- a. single agents.
  - b. subagents.
  - c. **transaction brokers.**
  - d. designated sales associates.

C

7. It is not appropriate for a licensee to ask a buyer:
- a. The key features they look for in a property.
  - b. How soon do they want to move in.

- c. **What type of religious affiliation(s) they wish to be surrounded by.**
- d. Whether they have been pre-approved.

C

8. After listing a home, the broker must deliver a copy of the signed listing agreement to the seller

- a. before the broker leaves the premises.
- b. **within 24 hours.**
- c. within 48 hours.
- d. within seven days.

B

9. Brokerage relationship disclosures must be kept in the broker's files for

- a. seven years.
- b. **five years.**
- c. three years.
- d. two years.

B

10. The Americans with Disabilities Accessibility Implementation Act does NOT specifically protect

- a. **juvenile offenders.**
- b. persons who are mentally impaired.
- c. persons who are blind.
- d. persons who are recovering from substance abuse.

A

11. The post license educational course for sales associate consists of \_\_\_\_\_ hours

- a. 45
- b. 63
- c. 14

d. 60

D

12. The continuing education requirement consists of \_\_\_\_\_ hours

a. 45

b. 22

c. 14

d. 30

C

13. FREC's ability to make rules is known as what type of power?

a. Administrative

b. Judicial

c. Legislative

d. **Quasi-legislative**

D

14. Which Florida department issues real estate licenses?

a. state

b. **Business and Professional Regulation**

c. Revenue

d. Real Estate

B

15. Which disclosure is commonly used to reduce but not eliminate the duty owed to a client?

a. Single Agency Disclosure

b. Transaction Broker Disclosure

c. **Consent to Transition to Transaction Broker**

d. Important Information Disclosure

C

16. Sales associate and broker associates must report any change of address to the DBPR within \_\_\_\_\_ days.

- a. 5
- b. 20
- c. 10**
- d. 30

C

17. A sales associate should advise a customer concern about marketability of title to obtain an opinion of title from:

- a. A mortgagee
- b. A broker
- c. An attorney**
- d. An appraiser

C

18. Civil Rights Act of 1866

- a. Prohibits discrimination on the basis of race**
- b. Creates equal opportunity for persons with disabilities
- c. Requires business relationship disclosures
- d. Prevents discrimination based on familial status

A

19. The federal Fair Housing Act

- a. Prohibits discrimination on the basis of race

- b. Creates equal opportunity for persons with disabilities
- c. Prevents discrimination based on familial status**
- d. All of the above

D

20. The practice of not lending to areas with minorities is called

- a. Blockbusting
- b. Redlining**
- c. Puffery
- d. Railing

B

21. Rights under a contract that have been transferred to another is best described as

- a. Subrogation
- b. Assignment**
- c. Repudiation
- d. Fulfillment

B

22. To be enforceable, a lease longer than 1 year:

- a. can be oral if witnessed by 2 people
- b. does not have to conform to the Statute of Frauds
- c. must be in writing, per the Statute of Frauds**
- d. Does not have to be witnessed

C

23. The duties of a real estate licensee, owed to a buyer or seller who engages the real estate licensee as a single agent, include all EXCEPT

- a. dealing honestly and fairly.
- b. **limited confidentiality, unless waived in writing by a party.**
- c. presenting all offers and counteroffers in a timely manner, unless previously directed otherwise in writing.
- d. loyalty.

B

24. To provide the best marketing of potential properties, a licensee should (select the best answer):

- a. Plan the order which the homes will be shown at the appointment.
- b. Drive past the attractions in the area that would be most appealing to the buyer.
- c. Avoid getting lost, and provide adequate directions to the buyer if he or she is driving separately.
- d. **All of the above.**

D

25. Which of the following relationships is supportive rather than adversarial?

- a. arms length
- b. buyer beware
- c. caveat emptor
- d. **fiduciary**

D

26. Discrimination based on religion is prohibited by the:

- a. Civil Rights Act of 1866
- b. **Civil Rights Act of 1968**

- c. Civil Rights Act of 1964
- d. Fair Housing Amendments of 1988

B

27. Three components of Real Estate do not include which of the following:

- a. Air
- b. Surface
- c. Subsurface
- d. **Reputation**

D

28. A licensee that fails to renew when required to do so will have his or her license placed on which status?

- a. Inactive
- b. Null and Void
- c. Expired
- d. **Involuntary inactive**

D

29. The Division of Real Estate (DRE) is an administrative part of the Department of:

- a. State
- b. Commerce
- c. Banking
- d. **Business and Professional Regulation**

D



30. A sales associate is of what relationship to his or her broker?

- a. An affiliate
- b. A client
- c. A partner
- d. **A subagent**

D

Practice