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.
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
12. The continuing education requirement consists of ______ hours
   a. 45
   b. 22
   c. 14
   d. 30

13. FREC’s ability to make rules is known as what type of power?
   a. Administrative
   b. Judicial
   c. Legislative
   d. Quasi-legislative

14. Which Florida department issues real estate licenses?
   a. state
   b. Business and Professional Regulation
   c. Revenue
   d. Real Estate

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
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 or 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 Statue 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