

*Continuing Education for Florida Real Estate Professionals*  
FINAL EXAMINATION—22A

1. An entity that may be used by a sales associate for registration with the DBPR is
  - a. a limited liability company.
  - b. a cooperative association.
  - c. a limited partnership.
  - d. a director of a brokerage firm.
  
2. The use of interstate wire, television or radio communications, or the Internet, to defraud someone is
  - a. spoofing
  - b. email account compromise
  - c. business email compromise
  - d. wire fraud
  
3. The escrow settlement procedure that involves the FREC giving directions to the broker is
  - a. an escrow disbursement order.
  - b. liquidated damages.
  - c. arbitration.
  - d. mediation.
  
4. The Building Safety Act requires building safety inspections for
  - a. all buildings.
  - b. commercial buildings.
  - c. residential buildings.
  - d. certain condominium and cooperative association buildings.
  
5. A community association has 10 or more units or a budget greater than
  - a. \$10,000
  - b. \$25,000
  - c. \$50,000

- d. \$100,000
6. Using someone else's words or ideas without giving them credit is called
- a. fraud.
  - b. plagiarism.
  - c. usury.
  - d. defalcation.
7. Upon the transfer of a property from one owner to another, all funds being held for the tenants by the landlord
- a. must be returned to the tenants.
  - b. must be transferred to the new owner or agent.
  - c. must be retained by the former owner until the end of the lease.
  - d. must become the property of the former owner.
8. What is the term used for a real estate licensee's illegal practice of using language to either encourage or discourage persons from purchasing property in a neighborhood based on the racial or ethnic characteristics of the area?
- a. Boycotting
  - b. Redlining
  - c. Steering
  - d. Flipping
9. In Pathways to Professionalism, the first on a list of suggestions for being a good professional is
- a. "go along to get along."
  - b. "don't get mad, get even."
  - c. "what goes around, comes around."
  - d. "Do unto others what you would have them do unto you."
10. How often must landlords repair damaged window screens?
- a. Once annually
  - b. Every six months
  - c. Every three months

d. Only if a new tenant takes possession

11. Broker Rodriguez owned a rental house that she listed for sale. The Realtors Code of Ethics requires that she

- a. turn prospective buyers over to another member of the firm to show the property.
- b. put "Realtor-owner" in all advertising.
- c. advertise other listings at least as often as she advertises her own property.
- d. show her property to all prospective buyers in that price range.

12. Article 2 of the REALTORS® Code of Ethics says that Realtors® should disclose known known facts about residential and nonresidential properties that would affect their value. That's different from Florida law because the Florida law

- a. requires licensees to disclose only known facts about residential property..
- b. does not require disclosure of known facts unless asked by prospective buyers.
- c. requires brokers to keep known facts secret if the broker's principal demands it.
- d. requires brokers to disclose only facts concerning a death in the property.

13. After receiving the required documents for a new condominium, how many days does the buyer have to cancel the contract?

- a. 15
- b. 21
- c. 30
- d. 60

14. Under Standard of Practice 1-9 of the Code of Ethics, a Realtor® can use a client's confidential information only

- a. when a lender requests the information.
- b. when it will help the Realtor® sell a property.
- c. after the representation agreement is terminated.
- d. if it is necessary to defend a Realtor® against an accusation of wrongful conduct.

15. The unlicensed practice of real estate is

- a. likely to result in license revocation.
- b. a first-degree misdemeanor.

- c. a first-degree felony.
- d. a third-degree felony.

16. Broker John regularly told his prospective buyers that by buying a home they could save lots of money because they could deduct the interest and property taxes from their gross income for income tax purposes. To be fair, John should disclose that

- a. property taxes are no longer deductible for income tax purposes.
- b. interest is no longer deductible for income tax purposes.
- c. The 2023 standard deduction for married couples filing jointly is \$27,700, usually a higher amount than taking separate deductions for taxes and interest.
- d. they should also deduct maintenance and insurance payments.

17. The Fair Housing Act of 1968, as amended, prohibits discrimination based on

- a. age.
- b. familial status.
- c. receipt of income derived from any public assistance program.
- d. behavioral characteristics.

18. If a broker receives conflicting demands for an earnest money deposit from a buyer and a seller, the broker must notify the FREC within

- a. 7 days.
- b. 10 days.
- c. 15 days.
- d. 30 days.

19. Collections of fees from licensees for the Recovery Fund stop if the amount in the fund exceeds

- a. \$250,000.
- b. \$500,000.
- c. \$750,000.
- d. \$1 million.

20. Which persons are exempt from the continuing education requirement?

- a. Members of the Florida Bar

- b. Licensees with a four-year degree or higher in real estate
- c. Brokers with more than 25 years of licensure
- d. Military members on active duty who are actively engaged in real estate for profit

21. Written listing agreements must NOT have

- a. a definite expiration date.
- b. a requirement for the broker to deliver the signed agreement to the seller within 24 hours.
- c. a self-renewing clause.
- d. a property description.

22. A woman sells her home for \$450,000. She had purchased it for \$300,000 and has lived there for three years. How much will she owe to IRS due to the gain on the sale?

- a. None of the gain
- b. 20% of the gain
- c. 10% of the total price
- d. 10% of the gain

23. What is the maximum amount of personal funds a broker can place in the property management escrow account?

- a. \$200
- b. \$1,000
- c. \$5,000
- d. \$2,500

24. A veteran real estate broker has pleaded nolo contendere to a misdemeanor DUI charge. The broker

- a. must report this fact to the FREC within 30 days after the plea.
- b. can expect a summary suspension by the FREC without a hearing.
- c. must attend 12-step program meetings for at least six months to be cleared of the charge.
- d. must surrender his driver's license for a minimum of one year.

25. Article 9 of the Code of Ethics about written agreements requires Realtors® to

- a. put sale contracts into writing, but listing agreements are not covered.
- b. refrain from explaining the terms of a contract to avoid practicing law.
- c. give a copy of the document to each party when they sign an agreement.
- d. split commissions with cooperating Realtors®.

26. Which is NOT a reason new residents have historically moved to Florida?

- a. A leisurely lifestyle
- b. Florida's expansive coastline
- c. Low housing prices
- d. Warm weather

27. If a broker receives a cash payment of more than \$10,000, the broker must report the event to the IRS within

- a. 15 days.
- b. 10 days.
- c. 7 days.
- d. 5 days.

28. A milestone inspection is an inspection of a building's

- a. landscape design.
- b. elevator system.
- c. structural integrity.
- d. parking lot.

29. A listing agreement that allows a seller to employ any number of brokers, paying only the first broker who produces a ready, willing, and able buyer at the terms accepted by the seller is

- a. a net listing.
- b. an open listing.
- c. an exclusive agency listing.
- d. an implied listing.

30. During a routine office inspection, a DRE investigator finds a minor violation that does not endanger the health, safety, or welfare of the public and is a first-time

violation. The investigator must identify the statute or rule violated, show how it can be corrected, and allow the broker 15 days to correct the violation. This is

- a. a notification of noncompliance.
- b. a citation.
- c. an administrative complaint.
- d. a writ of supersedes.