

- 1) What is your take home from a if the total commission for the sale was 6%, which equaled \$13545.00, if you have a 70/30 split with your broker?
  - a) \$6772.50
  - b) \$4740.75
  - c) \$3254.76
  - d) \$6000.00
- 2) What is a CAM license for?
  - a) Listing property
  - b) Managing apartment building
  - c) Managing building projects
  - d) Manager of a subdivision association
- 3) How many square feet in an acre?
  - a) 43560
  - b) 34560
  - c) 56043
  - d) 43650
- 4) How many square miles in a Township?
  - a) 6
  - b) 35
  - c) 36
  - d) 34
- 5) What determines the fee for appraisal?
  - a) Market price of property
  - b) The Lender
  - c) The amount of work and time
  - d) The sales price of the property

- 6) In Georgia, most community associations are required to have what?
- a) A licensed CAM agent
  - b) General insurance
  - c) Fidelity insurance
  - d) Hazard insurance
  - e) An active real estate broker license
- 7) If the lender requires 8 months of taxes and 5 months of hazardous insurance to establish the escrow account, how much would the buyer have to pay if the annual tax bill was \$1900 and the annual hazardous insurance is \$850?
- a) \$2354.76
  - b) \$1620.84
  - c) \$1273.67
  - d) \$2750.00
- 8) If an affiliate licensee violates rules and regulations or license law, is the broker required to notify the commission?
- a) Yes, only if money was involved
  - b) No, the broker can provide training
  - c) No, only consumers can file complaints
  - d) Yes, always
- 9) What is the broker responsible for over a licensed real estate agent?
- a) Controlling the amount of work the salesperson does
  - b) Ensuring affiliates are properly licensed
  - c) Nothing, each person is responsible for themselves.
  - d) Provide no instructions to licensees
- 10) Regulation Z covers all the following except...
- a) Real estate loan for single family home
  - b) Real estate loan for a new business
  - c) Mortgage loan advertising
  - d) A \$24,000 car loan.

- 11) Who can give an FHA loan?
- a) Any lender
  - b) Only approved FHA mortgagors
  - c) Only approved FHA mortgagee
  - d) The federal government lends the money
- 12) As a property manager, you're responsible for...
- a) Marketing and evicting undesirable tenants
  - b) Maintaining insurance coverage
  - c) Maximizing value by maintaining long term investment of the property
  - d) Collecting rent and coordinating any needed repairs
- 13) What water rights control streams?
- a) Littoral right
  - b) Riparian rights
  - c) Fixtures rights
  - d) Percolating rights
- 14) An agent received a personal note for earnest money. Is this legal?
- a) No, must be cash or certified funds
  - b) No, the agent should ask the client for certified funds
  - c) No, the contract is void
  - d) Yes, if the offer states that the earnest is a personal note
- 15) Based on Fair Housing a landlord may refuse to rent to all the following except...
- a) Teenage students
  - b) A traveling salesman that could leave at any time
  - c) A drunk in rehab
  - d) Someone with no down payment
  - e) He must rent to anyone
- 16) Based on the Sherman Antitrust Law, what is the commission for Atlanta?
- a) 6%
  - b) 3%
  - c) Based on the brokers policy
  - d) Based on the standard rate of commission for the area

- 17) General agency refers to which of the following?
- a) When a seller hires an agent
  - b) When a broker hires a salesperson
  - c) When a buyer hires an agent
  - d) When a broker assigns an agent to help another agent with two clients
- 18) When there is no ending date on a contract, besides facing fines, what law determines the contract ends in one year?
- a) License Law
  - b) Agency law
  - c) BRRETA
  - d) Rules and Regulations
- 19) What lien prevents an owner from selling during a suit?
- a) CC&R
  - b) Specially attachment
  - c) Special Lien
  - d) Attachment lien
- 20) What determines which lien has priority?
- a) Date on contract
  - b) Lis pendens
  - c) Date of recording with county
  - d) By court order
- 21) Sale prices of \$210,000, 95% loan, annual PMI of 0.65%. What is the monthly PMI payment?
- a) \$1296.75
  - b) \$1300.00
  - c) \$108.06
  - d) \$108.33
- 22) What is the 6% commission of a \$225,750.00 sale?
- a) \$6772.50
  - b) \$12545.00
  - c) \$13545.00
  - d) \$8000.00

- 23) According to the Georgia real estate commission, are net listing permitted?
- a) No
  - b) Yes
  - c) Yes, but only with commission permission
- 24) What information must be displayed for broker advertising?
- a) The name, street address, and telephone number of the broker
  - b) The name of the real estate agent listing the property
  - c) The price of the property being sold
  - d) The name of the broker as registered with the Georgia real estate commission
  - e) The name of the real estate agent as registered with the Georgia real estate commission
  - f) The name of the broker as registered with the Secretary of State
- 25) Can Mr. Mark agree to buy your house if he cannot sell it?
- a) No
  - b) Yes, if stated in the listing agreement
  - c) Yes, but must be stated in the purchase and sale agreement first
  - d) No, that's a net listing
  - e) This is illegal in Georgia
- 26) How is commission paid when leaving a broker?
- a) Based on the brokers opinion
  - b) Based on the value of the house
  - c) Based on the sales price of the house
  - d) Based on your listing contract
  - e) Based on the contract you sign when you join the broker
- 27) Which of the following is true about the secondary mortgage market?
- a) It lowers rates for borrowers
  - b) It is controlled by federal banking act
  - c) It provides a market for lenders to sell their loans to acquire more funds for new loans.
  - d) It's another source for consumers to borrow money

- 28) When can a lender foreclose without having to go to court?
- a) With a redemption clause
  - b) A subordinate clause
  - c) Power to sell clause
  - d) A sell clause
- 29) A VA loan has...
- a) Low closing cost
  - b) Lower monthly payment
  - c) Reduces interest rate guarantees
  - d) Lower down payment
- 30) When can the seller request earnest money for a property under contract, but that has a financing contingency?
- a) When the loan changes from FHA to Conventional
  - b) When the house appraised for less than seller price
  - c) When the buyer's military station transfer/move was canceled
  - d) When the buyers loan falls through due to poor credit
- 31) A buyer puts in an offer and deposits earnest money, but decides she likes a better house. Can she cancel her offer and get her money back?
- a) No, the seller can keep the money
  - b) No, they are under contract
  - c) Yes, but only before the offer is accepted
  - d) Yes, with the seller agreement
- 32) Is earnest money an essential element of a real estate contract?
- a) Yes
  - b) No
- 33) Degrees and minutes are used in which form of legal description?
- a) Metes and bounds
  - b) Plat map
  - c) Rectangular survey
  - d) Google maps

34) What is Fructus industrials?

- a) Personal property
- b) Real property
- c) A fixture
- d) Natural growing flowers

35) Sales price \$220,000, with a 95% conventional loan. If the factor for principal and interest is \$5 per \$1,000 how much is due, and if they close on July 15 when is the payment due?

- a) \$1045 and Sept 1<sup>st</sup>
- b) \$1045 and August 1<sup>st</sup>
- c) \$1250 and Sept 1<sup>st</sup>
- d) \$1250 and August 1<sup>st</sup>

36) Sale price of \$180,000, LTV 95%, UFMIP is 1.75%, and annual MIP of 1.35%. How much MIP is added monthly?

- a) \$200.00
- b) \$195.74
- c) \$196.00
- d) \$195.00

37) Sales price was \$275,500, LTV 95%, UFMIP of 1.75%. How much UFMIP will be added to the loan?

- a) \$3452.56
- b) \$4356.00
- c) \$4580.19
- d) \$1234.56

38) When can you do a net listing?

- a) Never
- b) Only with permission from seller
- c) Net listing is illegal, by Georgia rules and regulation
- d) With broker's permission

- 39) When can a broker not deposit earnest money, pending offer acceptance?
- a) Never
  - b) Always
  - c) Depends of what was used for earnest money
  - d) Only with permission of buyer
  - e) Only with permission of seller
  - f) Only with permission from both buyer and seller
- 40) What fees can be charged before the delivery of a good faith estimate/ Loan Estimate?
- a) Credit report and appraisal fee
  - b) Loan fees
  - c) A lock in fee
  - d) A credit report fee
- 41) The federal truth in lending act...
- a) Set maximum interest rates
  - b) Applies to purchase money mortgage
  - c) Requires disclosure of the annual percentage rate expressed as a dollar amount
  - d) Applies to USDA loans
- 42) Georgia is a...
- a) Title Theory State
  - b) Lien Theory State
- 43) In a title theory state, is judicial foreclosure required?
- a) Yes
  - b) No
- 44) In title theory states, before the lender can foreclose and sell, what must they do?
- a) Advertise the property
  - b) Make all necessary repairs
  - c) Have an appraisal and inspection done
  - d) Evict the occupants
  - e) File a court action to foreclose

- 45) In replacement cost approach, you must first determine what?
- a) Depreciation
  - b) Sales price
  - c) Land value
  - d) Market value
- 46) An office building has a gross quarterly income of \$270,000, with an annual expense of 52% of gross income. What is the estimated net profit?
- a) \$518,000
  - b) \$518,500
  - c) \$129,700
  - d) \$130,000
- 47) When does a tenant not have to pay rent?
- a) Always, rent is always due
  - b) Upon death of landlord
  - c) When notice to move out has been properly given
  - d) When the tenant moves out/abandoned the property
- 48) What does the covenant of quiet enjoyment mean for a renter?
- a) Landlord promises to do repairs
  - b) Landlord promises neighbors will be quiet after 10pm
  - c) Landlord promises tenant will not have to worry about any title claim against the property
  - d) Protects the property from damages cause by tenants and pets
- 49) To be enforceable, when must a lease be in writing?
- a) For more than one year
  - b) For less than one year
  - c) Always
  - d) More than 6 months
  - e) All leases are enforceable

50) Which best describes a trade fixture?

- a) Trade fixtures always becomes the landlords at the end of the lease.
- b) Trade fixtures can be removed prior to the end of the lease.
- c) Trade fixtures always belong to the landlord.
- d) Trade fixtures are real property and run with the land.

51) The seller wants to keep the new fancy refrigerator and replace it with a different one. Can they do this?

- a) Yes, because the seller paid for it.
- b) No, once the buyer has seen it, it's too late.
- c) Yes, but only if stated in the contract.
- d) No, unless they pay the buyer for it.
- e) Who cares? All refrigerators are the same.

52) What legal descriptions is/are used is Georgia?

- a) Plat Book
- b) Rectangular survey
- c) Metes and bounds
- d) The allodial system
- e) A and C
- f) B and D
- g) All the above

53) The broker may not be liable if a sales person committed fraud, if he can prove which of the following?

- a) Management was available.
- b) The company had training in place for agents.
- c) He/she was unaware of such transactions.
- d) All the above
- e) None of the above

54) A sales person must meet all the requirements except...

- a) Be 18 years of age
- b) Take a 75-hour real estate course
- c) Have a high school diploma
- d) Pass class and state exam

55) When must earnest money be turned over to the broker?

- a) Immediately
- b) Immediately, unless agent has written permission to hold it
- c) When offer is accepted
- d) Within 72 hours

56) What does a meeting of the mind mean?

- a) The offer is signed.
- b) The terms of the offer have been satisfied.
- c) The offer has been delivered and accepted.
- d) There has been an offer.

57) Sales contracts should be\_\_\_\_\_.

- a) Clear and detailed as possible.
- b) Focused on major terms.
- c) Not legally binding.
- d) Does not need the method of conveyance.

58) Brown sells to Mark who does not occupy the property or record the deed. Brown, being a jerk, then sells the property to David who does not record the deed but moves onto the property. Who owns the property?

- a) Mark
- b) David
- c) Brown
- d) Mark's Estate

59) What makes a valid deed?

- a) Buyer of sound mind
- b) Grantee of legal age
- c) Grantee's signature
- d) Be a real person
- e) A and D
- f) A and B
- g) B and C
- h) All the above

60) Mark deeds his property to Brian and puts the deed in his safe. When Mark dies, the deed is found, who owns the property?

- a) Mark
- b) Brian
- c) The state
- d) Mark's estate
- e) No one – goes up for auction

61) What protects an owner equity from title defects?

- a) Homeowner's insurance
- b) Lender title insurance
- c) A certified title
- d) The closing attorney
- e) Owners title insurance

62) A Broker lowers the price of a listing, is this legal?

- a) Yes, the listing gives the broker the right to lower the price.
- b) Yes, because it can generate activity.
- c) Yes, but only with the owner's permission.
- d) No, the broker can't lower the prices until the property has been listed for 30 days and has the owner's permission.

- 63) What should a buyer's agent do for their client?
- a) Have an attorney state all the seller's claims in writing.
  - b) Accept information as accurate from the listing
  - c) Tell client to beware - some information may not be accurate
  - d) Verify all information from the listing, through public records and inspections.
- 64) What can terminate a license?
- a) Sale of land
  - b) Death of either party
  - c) Withdrawal of consent
  - d) Terms of license agreement
  - e) All the above
  - f) Nothing ends a license
- 65) What best describes ownership for a parking garage and office buildings?
- a) A cooperative
  - b) Solo owner
  - c) Tenants in common
  - d) A condominium
- 66) What does a buyer use to determine their property line and check for encroachments?
- a) Appraisal
  - b) Survey
  - c) Insurance Policy
  - d) Title searches
- 67) A friend tells you another agent isn't doing a good job with their listing. What should you do?
- a) Tell them to cancel and list with you
  - b) Tell them to contact the commission
  - c) Tell them to contact your broker
  - d) Tell them to contact the listing broker

68) Can an agent write a complex real estate contract?

- a) No, they are not lawyers.
- b) No, only brokers can write contracts.
- c) Yes, with the brokers permission.
- d) Yes, if they went to law school and know how to write contracts.

69) The real estate settlement procedures act requires all the following except...

- a) Use of HUD-1 form
- b) Deliver or settlement cost to buyer
- c) Immediate delivery of the good faith estimate
- d) Reasonable impoundment

70) Mortgage fraud can lead to all the following except...

- a) Increase in loan processing fees.
- b) Long-term increase in property value.
- c) Increase in foreclosure rates.
- d) Increase in crime in the neighborhood.

71) The clause that protects an owner from suit if the foreclosure sell does not cover the loan is...

- a) Alienation clause
- b) Owner protection clause
- c) Exculpatory clause
- d) Foreclosure clause

72) What is a promissory note?

- a) The instrument that serves as evidence of the debt
- b) Security deed
- c) Title
- d) Loan disclosure

73) How much does 4.0 points on a \$95,000 loan cost?

- a) \$4,000.00
- b) \$3,800.00
- c) \$3,700.00
- d) \$950.00

- 74) If less new houses are being built, what might be the effect?
- a) Already built homes will increase in price.
  - b) Already built homes will decrease in price.
  - c) No effect at all.
  - d) Rental prices will decrease.
- 75) If you have the most expensive house in the neighborhood, it might not be worth that much more because the principal of...
- a) Regression
  - b) Progression
  - c) Depreciation
  - d) Decrease returns
- 76) You are listing a 5 story, 10-bedroom, 10 bath house with 5 pools, a sauna, steam room, and much more. The property also sits on 15 acres with two lakes. How would you determine the value?
- a) On your professional opinion
  - b) The comparison approach
  - c) List it at whatever price the seller suggested
  - d) Suggest that a professional appraisal be done.
- 77) If one party of a Joint tenant sells, what happens?
- a) The original owners will be tenants in common with the new owner.
  - b) Nothing, selling doesn't affect ownership.
  - c) The new owner will be a joint tenant with the original owners.
  - d) All owners now own the property as tenants in common.
- 78) Who is responsible for damages from an encroachment?
- a) The owner of the property being encroached on.
  - b) Both parties split fee, if damages was done unintentionally.
  - c) No one, if damages were unintentional.
  - d) The owner of the property that is causing the encroachment.

79) If an owner is violating CC&R, what can neighbors do?

- a) Nothing, it's their property.
- b) Start a petition.
- c) Get a court injunction against the action.
- d) Call 911, fire/ police/ and Emergency.

80) Does the sale of the property terminate a verbal license?

- a) No, a license runs with the land.
- b) Yes, a license ends with the sale of the land.
- c) No, because a license is an easement and runs with the land.
- d) Yes, but must give a 30-day written notice.

81) A property deeded to be used "so long as", describes what ownership?

- a) A fee simple condition subsequent
- b) A fee reversionary estate
- c) A fee simple determinable
- d) A lease with kick-out clause.

82) A land owner who has use a path on his neighbor's land to move his crops, may claim \_\_\_\_\_ to keep such use when the property is sold.

- a) An encroachment
- b) Easement in gross
- c) Easement by necessity
- d) Easement by prescription

83) What does the covenant of warranty forever do?

- a) Protects owner from having property taken.
- b) Protects owners from claims again the title
- c) Provides owner with financial protection, against tile claim
- d) Allows owner to occupy property
- e) A and C
- f) B and D
- g) B and C
- h) All the above

- 84) What is an example of the use of police power?
- a) Taking property to construct a city building
  - b) Covenant in a deed
  - c) Zoning laws
  - d) Probate court
- 85) What law passed by the Federal Trade Commission that states an agent may call a client for 18 months, and inquire for 3 months, and not after 9:00pm?
- a) Federal Trade Act
  - b) Federal communication Act
  - c) Do-Not-Call Implementation Act
  - d) Federal Telemarketing Act
- 86) The government must \_\_\_\_\_ and prove public use to exercise eminent domain.
- a) Pay asking price
  - b) Pay just compensation
  - c) Pay market price
  - d) Pay market price, plus 10%
- 87) The owner of land being taken by eminent domain, has the right to what?
- a) Sale their property on the market for a higher price
  - b) Take the case to a jury/judge to appeal the taking.
  - c) Ensure the property is being taken for public interest
  - d) Request what public building is built on the land
- 88) The seller wants no public advertising of their property, should the agent advertise the property?
- a) No, the agents owe the client obedience.
  - b) No, the agent owes the client confidentiality.
  - c) Yes, the agent needs to sell the property.
  - d) Yes, the agent has a duty to his broker to sell the property.

89) Agent Brown has a property listed for David. Alex a customer buyer wants to look at the property.

When agent Brown shows Alex the property, who does he owe loyalty to?

- a) Alex
- b) David
- c) Both Alex and David
- d) Neither Alex or David
- e) Whoever pays Agent Brown

90) When taking a listing, an agent must disclose...

- a) How much will be spent in advertising.
- b) What advertising will be used.
- c) Any conflict of interest.
- d) How long the property might be on the market for.
- e) All the above

91) Michael was employed to run the management of his condominium that's he's lived in for 10 years.

What license does he need?

- a) Real estate license
- b) Property management license
- c) Broker license
- d) CAM license
- e) No license needed

92) The real estate commission\_\_\_\_\_.

- a) Has six licensed members.
- b) Is run by the commissioner.
- c) Has to authority to pass rules and regulation.
- d) Serve 4 years terms.

93) According to license law, offer must be\_\_\_\_\_.

- a) Presented immediately or as soon as possible
- b) All offers must be presented in the order received
- c) Offers below sells price should be countered first
- d) Offers must be presented the next business day

94) The real estate commission can set fee and commission licensed agents charge.

- a) Yes
- b) No

95) Two people open a new real estate company, which of the following is true?

- a) If they both have a Broker's license no other license is needed.
- b) They can both be the qualifying broker.
- c) If neither has a broker license, they must hire a qualifying broker.
- d) They must both own equally interest.

96) Can the commissioner be a licensed agent?

- a) Yes
- b) No

97) What do you use to compare gross rent for a subject property, using a comparable?

- a) Rental rate
- b) Fair market rent
- c) The gross rent multiplier
- d) Net income

98) Which of the following is a type of depreciation?

- a) Regression
- b) Economic obsolescence
- c) Decrease return
- d) Zoning

99) Which of the following terminates a lease on a farm?

- a) When crops are damaged by fire
- b) When landlord sells home to 3rd part
- c) When landlord sells home to tenant
- d) When landlord Mortgage the farm

- 100) A renter who stays past lease is what?
- a) A trespasser
  - b) A criminal
  - c) An estate at will
  - d) Estate at sufferance
  - e) A remainder estate
- 101) How much notice must be given for rentals in Georgia?
- a) 30 days from either party
  - b) 60 days from either party
  - c) 30 days landlord / 60 days tenant
  - d) 60 days landlord/ 30 days tenant
- 102) Georgia Property Owners Association does what?
- a) Covenants expire after 20 years
  - b) Covenants are perpetual
  - c) Covenants need not be recorded
  - d) A buyer will pay any past association dues
- 103) All rights and interests are transferred to new renter. This is an example of what?
- a) Sublease
  - b) Assignment
  - c) Reversion
  - d) Transfer power
- 104) What does a one-year option to buy do in a lease?
- a) The tenant can buy the property within one year.
  - b) The lease is canceled if the seller sells the property.
  - c) The tenant must buy when they have enough money.
  - d) The purchase price is negotiable.

- 105) A purchase option allows the landlord to what?
- a) Re-negotiate the sell price
  - b) Ensure the tenant is obligated to buy the house from the landlord
  - c) Apply rent to purchase of the home
  - d) Refund option money and sell the home
  - e) Nothing, except sell the property to the tenant if requested during the term
- 106) A developer getting a small loan to purchase land, and a bigger loan to develop it would want a \_\_\_\_\_, to ensure the second loan takes 1st lien spot.
- a) Acceleration clause
  - b) Alienation clause
  - c) Exit clause
  - d) Subordination clause
- 107) The real estate settlement procedures act requires all the following, except...
- a) Fee for appraisal
  - b) Survey fee
  - c) Title search
  - d) Document preparation
  - e) All the above
  - f) No answer is correct
- 108) Who signs the note of seller financing?
- a) The mortgagor
  - b) The Mortgagee
  - c) A holder in due course
  - d) Neither
- 109) Does regulation Z require simple interest rate be disclosed?
- a) Yes
  - b) No

- 110) Which of the following is a trigger term?
- a) Easy qualifying
  - b) Nothing down
  - c) VA loan
  - d) FHA loan
- 111) Mark has a loan with a monthly payment of \$1300, and his annual income is \$65,000. Mark also has a car payment of \$325, student loan of \$150, and \$200 credit cards. What is his front and back end ratio?
- a) F=23%
  - b) F=24%
  - c) F=25%
  - d) B= 37%
  - e) B=38%
  - f) B=39%
  - g) B and D
  - h) A and E
  - i) C and D
  - j) A And F
  - k) C and F
- 112) Which of the following applies to loan discount points?
- a) It reduces lender profit
  - b) It increases the lender's yield
  - c) It Reduces closing cost
  - d) 4-discount point decrease interest by one percent
- 113) The process when the lender verified a completed application and credit report is called...
- a) Pre-qualified
  - b) Pre-approval
  - c) Underwriting
  - d) Alienating

- 114) Functional obsolescence is a type of what?
- a) Zoning Law
  - b) Depreciation
  - c) Appraisal
  - d) Eminent domain
- 115) The process of assemblage of tracts of land and increasing value is called...
- a) Smart thinking
  - b) Plottage
  - c) Increase in return
  - d) Progression
  - e) Regression
  - f) Added values
- 116) When can the seller sue for damages?
- a) When the earnest money is not enough
  - b) When the buyer is in breach
  - c) Never, seller beware
  - d) Purchase money Mortgage since no broker was involved.
- 117) What happens to earnest money?
- a) Contract without earnest money are not enforceable.
  - b) The buyer receives their check back at closing.
  - c) The money is deposit in an insured savings account.
  - d) The check will be deposited and deducted from the buyers' account.
- 118) If a comparable property that was charging \$1350 a month for rent and sold for \$198,450. What is the value of the subject property that rents for \$1475 a month?
- a) \$200,000
  - b) \$215,825
  - c) \$216,825
  - d) \$199,575
  - e) \$198,575

- 119) An office build is valued at \$325,000 with an 8% capitalization rate. What is the value with a 10% capitalization rate?
- a) \$406,250
  - b) \$260,000
  - c) \$250,000
  - d) \$406,500
- 120) Given net income, a property value can be determined by...
- a) Multiplying it by the cap rate
  - b) Dividing it by the cap rate
  - c) Multiplying it by the GRM
  - d) Dividing it by the GRM
- 121) A property manager may refuse to rent a house based on the following...
- a) Renter has 8 kids
  - b) Renter is an alcoholic in treatment
  - c) The renter needs a translator
  - d) The renter can't supply ID or credit report
- 122) Can Spam Act Requires all except?
- a) An address
  - b) Opt-out clause that includes a fee, if it's stated.
  - c) An accurate subject line, and an unaltered to and from section.
  - d) Can Spam Act require all of the above.
- 123) What is a tie-in?
- a) A violation of anti-trust laws
  - b) A way to make you extra money
  - c) Is when an agent has their buyer agree to sell their house again in the future
  - d) It is illegal
  - e) All the above

- 124) Actions of anti-trust include?
- a) Conspiring to fix commissions/prices
  - b) Mishandling funds
  - c) Discriminating
  - d) Mixing personal and business funds
  - e) All the above
- 125) According to Fair Housing laws a private home owner may discriminate against all the following except?
- a) Handicap
  - b) Race
  - c) Family status
  - d) Sex or sexual identity
  - e) Marital status
- 126) A homeowner listing their house can ask their agent all the following except?
- a) To show the house between certain hours
  - b) To only show to pre-approved buyers
  - c) Discount for all military members
  - d) No sign in the yard
- 127) What will not terminate a listing contract?
- a) Bankruptcy of either broker or seller
  - b) Property destroyed
  - c) Death of Sole Owner Real Estate Broker
  - d) Major existing damages
- 128) When showing a property an agent may not...
- a) State hidden defects to buyer
  - b) Give facts not in the listing
  - c) Answer questions from the buyer
  - d) Give opinion on condition on the house

- 129) You bring a ready and willing buyer to your seller, but the property doesn't close due to title issues. Are you due a commission?
- a) No, the sell didn't close
  - b) Yes, because you had a listing agreement
  - c) No, because you should have checked the title.
  - d) Yes, because you brought a ready, willing, and able buyer
- 130) What is puffing?
- a) A statement of exaggeration, which a reasonable person can recognize as untrue.
  - b) A statement of exaggeration that an educated person could recognize untrue.
  - c) A statement that any license agent can recognize as untrue
  - d) Going to the salon and having your hair done.
- 131) In order to avoid a dual agency, a listing agent should treat buyers as?
- a) Clients
  - b) Customers
  - c) Principals
  - d) Guests
- 132) What can a broker recover from an expired listing?
- a) Commission
  - b) Advertising fees
  - c) Termination fees
  - d) Nothing
  - e) Nothing, unless stated in the listing contract.
- 133) What gives the agent the right to sign on behalf of the broker?
- a) BRRETA
  - b) Agency law
  - c) Affiliation agreement
  - d) License Law
  - e) Verbal permission from the broker

- 134) Someone wanting to sell their house can do all the following, except...
- a) List with more than one broker
  - b) Sell the property themselves
  - c) Advertise the property on Craigslist
  - d) Sell the property themselves after it has been listed, and not pay commission
  - e) List with a broker for \$200,000 net, and let the broker keep anything above that as commission.
- 135) Sara is working with Aaron a buyer customer who wants to purchase a property listed with Sara co-agent. If Sara puts in the offer and represents the buyer, she would be what kind of agent?
- a) Special agent
  - b) Dual agent
  - c) Single agent representing the buyer
  - d) Designated agent
- 136) An apartment complex has a monthly gross income of \$45,300 and has an annual expense of 46% of the gross income. What is the value of the property using a 10% cap rate?
- a) \$3,125,000
  - b) \$2,935,440
  - c) \$293,544
  - d) \$294,000
  - e) \$0.00, they break even
- 137) What does "As Is" do?
- a) Warns the buyer to beware
  - b) The house is a fixer upper
  - c) The house is as is, but known defects must be disclosed
  - d) The house is as is, and no other disclosures are needed.

138) You received a second offer on your listing for a higher price than the one already accepted.

What should you do?

- a) Tell the second offer the house is sold
  - b) Tell client to back out of first offer
  - c) Accept offer and present it if the first one falls through
  - d) Present offer to client and suggests it as a possible back up
  - e) Tell the client to back out of the first offer, if the new offer covers any loses from the first offer.
- 139) An offer to purchase your listing becomes a counter offer when your client does what?
- a) Changes his/her mind
  - b) Accepts the offer
  - c) Changes anything is the offer
  - d) When the buyer makes an offer to purchase
- 140) When can an offer be withdrawn?
- a) When a counter offer is made
  - b) Anytime
  - c) If the right to withdraw is in the offer
  - d) Anytime, prior to acceptance
- 141) A church having an appraisal done for insurance policy. The insurance company would want what approach used to determine the value.
- a) Comparable market approach
  - b) Gross rent multiplier
  - c) The reproduction or replacement approach
  - d) Cost approach
- 142) Which of the following is a curable Functional obsolescence?
- a) Broken door
  - b) Split floor plan
  - c) Outdated appliances
  - d) Leaking basement

- 143) The term "unit in place" refers to which appraisal method?
- a) Comparable market approach
  - b) Replacement cost approach
  - c) Gross income multiplier
  - d) The capitalization approach
- 144) In the comparable market approach, which property received adjustments?
- a) Subject property
  - b) Comparable property
  - c) Neither
  - d) Both, depends what has what
- 145) 1st and 2nd floor measure 35' by 43', the basement is half the size. What is the value with the 1st = \$65 sqft, 2nd = \$50 sqft, and basement is \$25 a sqft?
- a) \$192,000
  - b) \$193,000
  - c) \$191,888
  - d) \$193,888
  - e) \$187,890
  - f) \$188,500
- 146) Your clients want to know how to break their contract after due diligence, what should you advise?
- a) They must buy the house.
  - b) Tell them to ask their lender to disqualify them.
  - c) Have them contact a lawyer.
  - d) Have them call your broker.
- 147) You received a nice offer way over asking price, after your client is already under contract. What should you advise?
- a) Seek legal advice to break their first contract
  - b) Tell them to break the first offer
  - c) Tell them to accept it as a backup offer
  - d) If under due diligence, back out of the first contract and accept the second.

- 148) What can a seller do in a land contract?
- a) The seller gives the buyer title at closing.
  - b) The seller cannot take back the property for any reason.
  - c) In the event the buyer stops paying, the seller can reclaim the property with a foreclosure suit.
  - d) In the event the buyer stops paying, the seller can reclaim the property without a foreclosure suit.
- 149) Who does the closing attorney represent in Georgia?
- a) You
  - b) The buyer
  - c) The seller
  - d) The brokers
  - e) The insurance companies
  - f) The lenders
  - g) The state
- 150) Which of the following is an expressed bilateral contract?
- a) Agents finds a buyer for a FSBO
  - b) A written agreement between a buyer and seller
  - c) A buyer verbally states his/her intent to make an offer and deposit earnest money with you
  - d) Your clients offer to purchase a home
- 151) How many hours of CE, must be license law?
- a) 3 hours
  - b) 6 hours
  - c) 9 hours
  - d) 25 hours
- 152) Closing date is May 12 and the taxes have not been paid. If the annual tax bill is \$714, what is the tax proration?
- a) \$455.79 Credit to Buyer
  - b) \$455.79 Credit to Seller
  - c) \$258.21 Credit to Buyer
  - d) \$258.21 Credit to seller

- 153) Which of the following would be used to calculate replacement cost?
- a) The income approach
  - b) The Market analysis approach
  - c) The cost approach
  - d) The insurance approach
- 154) If the annual insurance premium is \$4,570 and started on January 1<sup>st</sup>, what would be the insurance proration if the closing was on Oct 10<sup>th</sup>?
- a) \$1,026.68
  - b) \$1,116.35
  - c) \$1,040.94
  - d) \$1,039.21
- 155) If a buyer breaches the contract, the seller may claim Earnest Money as?
- a) Security Deposit
  - b) Valuable Consideration
  - c) Liquid Damages
  - d) Money Damages
- 156) Can you apprise your own property if you are a licensed appraiser?
- a) Yes, if I own at least 50%
  - b) Yes, if I own at least 20%
  - c) No, this could be a conflict of interest
  - d) Yes, if I am a licensed real estate agent
- 157) Who can void a contract, where intentional fraud accord?
- a) The buyer only
  - b) The seller only
  - c) Only if both parties agree
  - d) The injured party only
- 158) Closing Documents must be provided at least \_\_\_\_\_ days prior to closing?
- a) 5 Days
  - b) 3 Days
  - c) 7 Days
  - d) 10 Days

- 159) Who can write a complex real estate contract?
- a) Someone who went to law school
  - b) A Licensed lawyer only
  - c) Only License Brokers
  - d) The Georgia Association of Realtor
- 160) If the listing broker received a check for \$15,500 and they gave the selling broker a check for \$7,750. What was the percent of commission if the property sold for \$418,918.92?
- a) 3.5%
  - b) 6%
  - c) 3.7%
  - d) 6.3%
- 161) Which property would qualify as a 1031 exchange, and could receive a tax break from the IRS?
- a) Primary Residential property
  - b) Commercial properties
  - c) Rentals
  - d) Any investment property
- 162) Which of the following statements is correct?
- a) PMI applies to conventional loans and MIP applies to FHA loan
  - b) MIP applies to conventional loans and PMI applies to FHA loans
  - c) PMI applies to conventional loans and MIP applies to VA and FHA loans
  - d) PMI applies to conventional loans, and FHA and VA are insured by the government
- 163) When advertising a property, which of the following is a possible violation of Federal Fair Housing?
- a) Increase in security deposit for female renters
  - b) No visitors allowed after 10:00 PM
  - c) No drug use on the property
  - d) No consumption of alcohol on the property
- 164) A tenant who holds a tenancy at will is asked to move out when the landlord dies, is this legal?
- a) Yes, with 60 days' notice
  - b) Yes, tenancy at will terminates with the death of either party
  - c) No, they must wait until the lease ends
  - d) Yes, with 30 days' notices

<b>Correct Answer</b>	<b>Correct Answer</b>	<b>Correct Answer</b>	<b>Correct Answer</b>
1) B	47) C	93) A	139) C
2) D	48) C	94) B	140) D
3) A	49) A	95) C	141) C
4) C	50) B	96) B	142) C
5) C	51) C	97) C	143) B
6) C	52) E	98) B	144) B
7) B	53) D	99) C	145) C
8) D	54) C	100) D	146) C
9) B	55) A	101) D	147) C
10) B	56) B	102) B	148) D
11) C	57) A	103) B	149) F
12) D	58) B	104) A	150) B
13) B	59) E	105) E	151) A
14) D	60) D	106) D	152) C
15) C	61) E	107) F	153) C
16) C	62) C	108) A	154) A
17) B	63) D	109) B	155) C
18) C	64) E	110) B	156) C
19) D	65) D	111) G	157) D
20) C	66) B	112) B	158) B
21) C	67) D	113) B	159) B
22) C	68) A	114) B	160) C
23) A	69) C	115) B	161) D
24) D	70) B	116) B	161) A
25) C	71) C	117) D	163) A
26) E	72) A	118) C	164) B
27) C	73) B	119) B	
28) C	74) A	120) B	
29) D	75) A	121) D	
30) C	76) D	122) B	
31) C	77) A	123) E	
32) B	78) D	124) A	
33) A	79) C	125) B	
34) A	80) B	126) C	
35) A	81) C	127) D	
36) B	82) D	128) D	
37) C	83) G	129) D	
38) C	84) C	130) A	
39) F	85) C	131) B	
40) D	86) B	132) E	
41) C	87) C	133) C	
42) A	88) A	134) E	
43) B	89) B	135) D	
44) A	90) C	136) B	
45) A	91) E	137) C	
46) B	92) C	138) D	