

14 Hour Real Estate Continuing Education Correspondence Course

Exam A – Version 2020-2021

The following questions are designed to test your comprehension of the key components of this Course. **You are required to answer twenty-four (24) of the thirty (30) questions correctly to successfully complete the course and obtain credit.**

Choose the BEST answer to each question.



1. When the dam was built around Lake Okeechobee in 1930 it:
 - A) increased the flow of water to the Everglades
 - B) improved the water quality in Southwest Florida
 - C) stopped the flow of water to the Everglades
 - D) increased property values in Southwest Florida
2. Property is reassessed annually on January 1st. Any change in assessed (SOH) value of the homestead is limited to the lesser of the change in the Consumer Price Index (CPI) or:
 - A) 1%
 - B) 2%
 - C) 3%
 - D) 4%
3. What year was the Tax Jobs and Cuts Act passed?
 - A) 2017
 - B) 2018
 - C) 2019
 - D) 2020
4. A *name* or *logo* used by one or more real estate licensees who represent themselves to the public as a team or group is known:
 - A) search engine optimization
 - B) direct mail marketing
 - C) broker reciprocity
 - D) team or group advertising
5. A residential mortgage loan made for a business purpose now falls under the definition of a
 - A) standard loan
 - B) business loan
 - C) regular loan
 - D) mortgage loan

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6. After the initial license renewal, all sales associates and brokers must complete which topics as part of the 14-hour continuing education requirement?
 - A) Business Ethics and Appraisals
 - B) Core Law and Business Ethics
 - C) Marketing and Business Planning
 - D) Core Law and Financing
7. Which of the following statement is TRUE regarding the continuing education requirement?
 - A) The 3-hour Core Law course is NOT required to be completed at least once during each licensure renewal period.
 - B) A licensee may take the 3-hour Core Law course in each year of the renewal period and get 3 hours of Core Law education and 3 hours of specialty education.
 - C) The 3-hour Business Ethics course must be completed annually.
 - D) Brokers are exempt from continuing education requirements.
8. Customary use is:
 - A) considered mixed use when referring to zoning classifications
 - B) not a problem in any counties within Florida
 - C) allows the use of boats in private waterways
 - D) the general right of the public at large to possess and use certain dry sand areas for recreational purposes
9. A phrase or keyword that you can use via phone call, text or email to alert a buddy or coworker that you need assistance is:
 - A) a waste of time to come up with.
 - B) a distress code.
 - C) a dress code.
 - D) a decoder
10. The best location to meet a new customer is at:
 - A) the property you're showing.
 - B) the customer's home.
 - C) your office.
 - D) your home.

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11. Industry Code of Ethics are rules to 'do the right thing' that are established by:
 - A) peers.
 - B) government.
 - C) laws.
 - D) HOAs.
12. The Tax Cuts and Jobs Act did which of the following?
 - A) Eliminated all deductions for real estate licensees
 - B) Increased every taxpayer's refund
 - C) Lowered the corporate tax rate to a flat 21% on all profits
 - D) Eliminated the need to file income taxes every year
13. SOCIETY rules codifying what is right and wrong are:
 - A) REALTOR® Code of Ethics
 - B) Individual moral values
 - C) Company policies
 - D) Industry laws and rules
14. The Golden Rule states:
 - A) "Treat others the opposite of how you would like to be treated."
 - B) "The more money you have, the happier you will be."
 - C) "Do unto others as you would have them do unto you."
 - D) "The ideal time to take listing photos is the hour just after sunrise and just before sunset."
15. In a leased property or short-term rental, surveillance cameras should be:
 - A) placed where they can clearly and obviously be seen.
 - B) hidden in a vent.
 - C) switched to "voice-only" mode.
 - D) anywhere the owner wants them to be.
16. The capital gain tax exemption on primary residence for a single filer is:
 - A) \$500,000
 - B) \$750,000
 - C) \$250,000
 - D) \$0, the exemption has been eliminated

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17. Tax deductions are:
 - A) illegal.
 - B) going away.
 - C) amounts that can be subtracted from your total income.
 - D) commonly called "replevin"
18. If NOT claiming the standard deduction, which is TRUE of a real estate licensee's business phone and Internet expenses?
 - A) They qualify for a tax credit.
 - B) They are deductible business expenses
 - C) They are no longer deductible.
 - D) They may only be deducted if they exceed a certain minimum.
19. Which of the following IS recommended for vehicle safety when working with customers?
 - A) Always ride with the customer in their vehicle.
 - B) Take the bus.
 - C) Park somewhere where you will be blocked in.
 - D) If you must take one vehicle, you drive.
20. The government creates which of the following?
 - A) Values
 - B) Ethics
 - C) Morals
 - D) Laws
21. The capital gain tax exemption on primary residence for a married couple is:
 - A) \$500,000
 - B) \$250,000
 - C) \$750,000
 - D) \$0, the exemption has been eliminated
22. YOUR rules applied to business and profit are:
 - A) Company policies
 - B) Industry laws and rules
 - C) REALTOR® Code of Ethics
 - D) Individual moral values
23. When conducting a showing with a customer, you should make sure:
 - A) you are the first person to walk into a room.
 - B) you ignore any gut feelings or unexplained fear.
 - C) you have your charged phone in hand at all times.
 - D) to ask the customer how they would like to view the property.

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24. To exclude from their income all or part of any gain from the sale of their principal residence, a home seller must meet which of the following ownership and use tests during the 5-year period ending on the date of the sale?
- A) Own and occupy for all 5 years
 - B) Own and occupy as the principal residence for at least 4 years
 - C) Own for at least 2 years and occupy as the principal residence for at least 2 years.
 - D) Own for all 5 years and live in the home as the principal residence for at least 5 years.
25. The corporate tax rate is a flat:
- A) 21%
 - B) 12%
 - C) 15%
 - D) 25%
26. BROKER rules tied to their business and profit are:
- A) REALTOR® Code of Ethics
 - B) Industry laws and rules
 - C) Individual moral values
 - D) Company policies
27. The general right of the public at large to possess and use certain dry sand areas for recreational purposes is an example of:
- A) mixed use
 - B) customary use
 - C) nonconforming use
 - D) recreational use
28. When it comes to agent safety planning and preparation, a "distress code" is:
- A) an app on your phone.
 - B) a word you say to a threatening person to make them stop.
 - C) a security code or pin you use to lock your phone from unwanted users.
 - D) a phrase or keyword that you can use via phone call, text or email to alert a buddy or coworker that you need assistance.
29. Ethics are the code of conduct agreed to and adopted by:
- A) DBPR
 - B) Government
 - C) Peers
 - D) HOAs
30. At the heart of the REALTOR Code of Ethics is the:
- A) Purple Rule
 - B) Green Rule
 - C) Yellow Rule
 - D) Golden Rule.