

Bob Hogue Sales Associate Practice Exam (Sample)

Study Guide



Everything you need from our exam experts!

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Table of Contents

Copyright	1
Table of Contents	2
Introduction	3
How to Use This Guide	4
Questions	5
Answers	8
Explanations	10
Next Steps	16

Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 - 45 minutes). Review a handful of questions, reflect on the explanations.

3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

Questions

- 1. How must a complaint be filed to be considered legally sufficient?**
 - A. Orally**
 - B. In writing**
 - C. Via email**
 - D. In person**
- 2. What distinguishes a domestic corporation?**
 - A. Incorporated outside of Florida**
 - B. Incorporated in Florida and doing business in Florida**
 - C. Exclusively owned by foreign entities**
 - D. Must avoid registration with the DBPR**
- 3. How many members are on the Florida Real Estate Commission?**
 - A. 5 members**
 - B. 7 members**
 - C. 9 members**
 - D. 11 members**
- 4. What is undivided interest in property ownership?**
 - A. Ownership of a specific part of the property**
 - B. Interest shared in the entire property**
 - C. Exclusive ownership of one portion**
 - D. Ownership that can be divided**
- 5. What skill is particularly critical for effectively marketing real estate?**
 - A. Understanding financial regulations**
 - B. Expertise in locating potential buyers**
 - C. Knowledge of property construction**
 - D. Calculating property taxes**

- 6. What must happen if a licensee-respondent requests a formal hearing regarding disputes?**
- A. The case is prosecuted under chapter 120 FS**
 - B. The hearing is conducted by a private mediator**
 - C. The case is dismissed without further proceedings**
 - D. The case is moved to a district court immediately**
- 7. In real estate, personal property can become real property through what mechanism?**
- A. Adaption to the property**
 - B. Severance from the property**
 - C. Attachment to the property**
 - D. Management decisions**
- 8. What is the maximum size of property considered a homestead in Florida within city limits?**
- A. 1 acre**
 - B. 1/2 acre**
 - C. 2 acres**
 - D. 1/4 acre**
- 9. What distinguishes a special agent from a general agent?**
- A. A special agent has broader authority**
 - B. A special agent is limited to a specific task**
 - C. A special agent requires a written agreement**
 - D. A special agent is more trusted**
- 10. Which type of disclosure must be provided if a property was built before 1978?**
- A. Radon gas disclosure**
 - B. Lead-based paint disclosure**
 - C. Building code violation disclosure**
 - D. Property tax disclosure**

Answers

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1. B
2. B
3. B
4. B
5. B
6. A
7. C
8. B
9. B
10. B

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Explanations

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1. How must a complaint be filed to be considered legally sufficient?

- A. Orally
- B. In writing**
- C. Via email
- D. In person

For a complaint to be considered legally sufficient, it must be filed in writing. This requirement ensures that there is a formal, verifiable record of the complaint that can be referenced later in legal proceedings. A written complaint provides clarity and specificity about the issues at stake and serves as a foundation for further legal action. This format also allows for proper documentation and notification of all parties involved, which is a key part of legal processes. While some avenues for complaint may exist verbally, such as oral reports, they do not carry the same weight as a written complaint in legal contexts. Email can also be considered a method of filing a complaint in writing; however, for the purposes of general legal requirements, the emphasis usually is placed on the formal written complaint. Thus, stating that a complaint must be filed in writing encompasses not only traditional handwritten or typed formats but also digital communications that clearly convey the issues at hand. Filing in person does not necessarily guarantee that the complaint will be properly recorded or acknowledged, which is why documentation in writing remains crucial.

2. What distinguishes a domestic corporation?

- A. Incorporated outside of Florida
- B. Incorporated in Florida and doing business in Florida**
- C. Exclusively owned by foreign entities
- D. Must avoid registration with the DBPR

A domestic corporation is defined as a corporation that is incorporated in a particular state and conducts its business within that same state. The correct answer highlights that a domestic corporation is incorporated in Florida and operates within Florida, which establishes its local legal standing and compliance with state regulations. This local incorporation allows the corporation to benefit from Florida's specific laws and regulations governing businesses, fostering a sense of legitimacy and operational coherence within the state. In contrast, a corporation incorporated in another state but conducting business in Florida would be considered a foreign corporation. The ownership structure, whether foreign or domestic, does not define the corporation's status as domestic. Additionally, while registration with the Department of Business and Professional Regulation (DBPR) may be necessary for certain corporations, it is not a criterion that defines whether a corporation is domestic or foreign. This points to the importance of understanding the implications of where a corporation is incorporated in relation to its operational territory.

3. How many members are on the Florida Real Estate Commission?

- A. 5 members**
- B. 7 members**
- C. 9 members**
- D. 11 members**

The Florida Real Estate Commission is comprised of 5 members. This structure is important to understand as it establishes the regulatory body responsible for overseeing the real estate profession in Florida. The commission is designed to ensure that real estate practices are conducted fairly and legally, providing consumer protection and maintaining the integrity of the profession. Each member contributes to the formulation of policies, regulations, and standards within the real estate industry. Having a fixed, small number of members like 5 allows for efficient decision-making and a clear line of authority.

4. What is undivided interest in property ownership?

- A. Ownership of a specific part of the property**
- B. Interest shared in the entire property**
- C. Exclusive ownership of one portion**
- D. Ownership that can be divided**

Undivided interest in property ownership refers to a situation where multiple owners share an interest in the entire property rather than having a distinct portion allocated to each. This means that each owner has a right to the whole property, despite not having a specifically defined section that they can claim as their own. For example, in a condominium association, each owner holds an undivided interest in the common areas, meaning they collectively share responsibility and rights to these parts of the property regardless of the boundaries of their individual units. This concept emphasizes the cooperative nature of ownership among multiple parties, where decisions and responsibilities must typically be shared. Understanding undivided interest is important in real estate as it highlights how joint ownership structures operate and the implications for the owners involved.

5. What skill is particularly critical for effectively marketing real estate?

- A. Understanding financial regulations**
- B. Expertise in locating potential buyers**
- C. Knowledge of property construction**
- D. Calculating property taxes**

The skill of expertise in locating potential buyers is crucial for effectively marketing real estate because it directly impacts the ability to connect properties with interested individuals. Identifying the right audience involves understanding demographics, market trends, and the specific needs and desires of potential buyers. This expertise allows a sales associate to tailor marketing strategies, utilize appropriate platforms, and craft messages that resonate with the target market. By knowing where to find potential buyers, whether through networking, utilizing digital marketing tools, or engaging in community outreach, a sales associate can significantly enhance the chances of closing a sale. Building relationships and understanding buyer behavior also contribute to a more effective sales approach, making this skill indispensable in the real estate marketing process.

6. What must happen if a licensee-respondent requests a formal hearing regarding disputes?

- A. The case is prosecuted under chapter 120 FS**
- B. The hearing is conducted by a private mediator**
- C. The case is dismissed without further proceedings**
- D. The case is moved to a district court immediately**

When a licensee-respondent requests a formal hearing regarding disputes, it must be processed under Chapter 120 of the Florida Statutes (FS). This chapter outlines the administrative procedures that govern formal hearings in the state, including how disputes between licensees and regulatory authorities are resolved. Chapter 120 establishes the framework for the administrative process, ensuring that the rights of the parties involved are protected while providing a structured environment for hearing and resolving disputes. It includes guidelines on notice requirements, the conduct of hearings, and the ability of parties to present evidence. This framework is vital for ensuring that the resolution process is fair and consistent with legal standards in the state. The other options do not accurately reflect the correct procedure for handling such disputes. For instance, mediations are typically informal and not bound by the administrative codes that govern formal hearings. Dismissing a case without further proceedings is not reflective of the formal process initiated by a request for a hearing, and moving a case to district court disregards the specific administrative steps prescribed in Chapter 120. Thus, the requirement of pursuing the case under Chapter 120 FS clearly delineates the procedural path for formal hearings in these disputes.

7. In real estate, personal property can become real property through what mechanism?

- A. Adaption to the property**
- B. Severance from the property**
- C. Attachment to the property**
- D. Management decisions**

Personal property can become real property primarily through the process of attachment to the property. This involves physically affixing a personal item to the real estate in such a way that it becomes a permanent part of the property. An example of this is a built-in appliance that is installed in a kitchen; once it is securely attached, it is considered part of the real estate and cannot be removed without altering the property. In contrast, adaption involves modifying personal property to fit a specific use related to real property, but it does not necessarily change the classification of the property. Severance refers to a process where real property is separated from the land, converting it into personal property, which is the opposite of what the question addresses. Management decisions involve the operational aspects of handling a property but do not directly affect the legal status of personal and real property. Thus, attachment stands out as the correct mechanism through which personal property can transition into real property.

8. What is the maximum size of property considered a homestead in Florida within city limits?

- A. 1 acre**
- B. 1/2 acre**
- C. 2 acres**
- D. 1/4 acre**

In Florida, the maximum size of property considered a homestead within city limits is indeed 1/2 acre. This designation is important for homeowners as it provides certain tax benefits and protections against creditors, which are significant incentives for residents. The homestead exemption not only lowers property taxes but also offers legal protections that can shelter the property from certain claims in case of financial hardship. Understanding specific restrictions like this is essential for homeowners when considering the benefits of homestead status in their local jurisdiction. The definition reflects a balance whereby the law aims to support residential homeownership in urban settings while also promoting responsible land use within those areas.

9. What distinguishes a special agent from a general agent?

- A. A special agent has broader authority
- B. A special agent is limited to a specific task**
- C. A special agent requires a written agreement
- D. A special agent is more trusted

A special agent is indeed defined by having specific, limited authority, focusing on a particular task or transaction. This clear distinction means that the special agent's responsibilities are confined to the parameters set forth in their agreement, often related to one particular job, such as selling a specific property or negotiating a singular contract. In contrast, a general agent possesses broader authority, typically managing a range of tasks or representing a principal over a longer duration and in various circumstances. The nature of the work assigned to a special agent emphasizes a targeted approach, ensuring the agent operates within the scope of agreed-upon duties without the discretion to make decisions outside that specific assignment. This limited focus is what fundamentally distinguishes a special agent from a general agent. Additionally, while written agreements may be common for special agents, it is not a defining characteristic that differentiates them from general agents. The trust level does not necessarily vary between the two types of agents based solely on their classification.

10. Which type of disclosure must be provided if a property was built before 1978?

- A. Radon gas disclosure
- B. Lead-based paint disclosure**
- C. Building code violation disclosure
- D. Property tax disclosure

Properties built before 1978 are required to adhere to specific regulations concerning lead-based paint due to the health risks it poses, particularly to young children and pregnant women. The U.S. Environmental Protection Agency (EPA) and the Department of Housing and Urban Development (HUD) implemented these regulations to ensure that buyers and renters in older homes are informed about the potential presence of lead-based paint and its hazards. The lead-based paint disclosure provides vital information about the property, which includes whether lead-based paint was present and the potential risks involved. This disclosure must be presented to potential buyers or renters before the signing of a lease or sale agreement, allowing them to make informed decisions about their health and safety. In contrast, the other types of disclosures listed do not specifically relate to properties built before 1978 or carry the same legal requirement. Radon gas disclosure pertains to the presence of radon, which is a separate environmental concern. Building code violations refer to any breaches of local regulations and do not specifically relate to lead safety. Property tax disclosure provides information about the property taxes owed and does not address health hazards. Therefore, the requirement for lead-based paint disclosure is the key factor for properties built prior to 1978.

Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

<https://bobhoguesalesassociate.examzify.com>

We wish you the very best on your exam journey. You've got this!