

FLORIDA 45 HOUR POST LICENSE PRACTICE EXAM (SAMPLE)

STUDY GUIDE



Prepare with structure. Pass with confidence



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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

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- 1. What is typically a factor when determining eligibility for a short sale?**
 - A. The property's current market value
 - B. The seller's credit score
 - C. The length of the ownership
 - D. The number of properties owned by the seller
- 2. What is the depreciation method for residential properties?**
 - A. Accelerated basis
 - B. Straight line basis
 - C. Declining balance
 - D. Sum of the years' digits
- 3. What should a broker avoid doing to manage their team effectively?**
 - A. Setting clear objectives
 - B. Micro-managing
 - C. Providing feedback
 - D. Facilitating communication
- 4. What is essential to determine when qualifying a buyer?**
 - A. Financial Stability
 - B. Motivation and Expectations
 - C. Credit History
 - D. Property Preferences
- 5. What does "Consistency of Contacts" refer to?**
 - A. Changing contacts frequently
 - B. Protecting each day to prospect the same people
 - C. Networking with new clients daily
 - D. Only contacting clients during busy seasons
- 6. What are single agents held accountable for in their duties?**
 - A. Confidentiality, Loyalty, Full Disclosure, Obedience
 - B. Trust, Communication, Profit, Accuracy
 - C. Ethics, Accountability, Supervision, Training
 - D. Transparency, Leadership, Management, Reporting

- 7. What are the expenses between two parties in a transaction without a third party called?**
- A. Single entries
 - B. Fee entries
 - C. Double entries
 - D. Equitable entries
- 8. In which scenario would an exclusive agency listing NOT incur a commission?**
- A. If a buyer is found by the broker.
 - B. If the owner sells the property themselves.
 - C. If the property is sold above the listing price.
 - D. If the listing is canceled.
- 9. The marketing skills required for real estate professionals include knowledge of?**
- A. Only traditional marketing methods
 - B. Tools and technologies available for property marketing
 - C. Legal regulations surrounding advertising
 - D. Networking events and personal branding
- 10. Who are considered absentee owners in real estate?**
- A. Owners who manage their own properties
 - B. Individuals who purchase properties for personal use
 - C. Owners who depend on professionals to manage investment properties
 - D. Real estate agents who invest in properties

Answers

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

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Explanations

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1. What is typically a factor when determining eligibility for a short sale?

- A. The property's current market value
- B. The seller's credit score
- C. The length of the ownership
- D. The number of properties owned by the seller

The property's current market value is a critical factor when determining eligibility for a short sale because it directly influences whether the sale can be approved by the lender. In a short sale, the homeowner is typically facing financial distress and owes more on the mortgage than the property is worth. To evaluate whether a short sale is viable, lenders assess the current market value of the property to understand what they might recover compared to the outstanding mortgage amount. If the market value is lower than what the owner owes, this condition flags the situation as potentially qualifying for a short sale. The lender's primary concern is whether accepting a lower payoff will be more beneficial than going through the foreclosure process. Therefore, understanding the current market value allows lenders to make informed decisions regarding the potential short sale. While other factors like the seller's credit score, length of ownership, and the number of properties owned by the seller can play a role in a more comprehensive assessment of the seller's situation, they are not the primary consideration when assessing eligibility for a short sale. The immediate concern is the property's value in the current market context.

2. What is the depreciation method for residential properties?

- A. Accelerated basis
- B. Straight line basis
- C. Declining balance
- D. Sum of the years' digits

The straight line basis is the correct method for depreciating residential properties. This approach allows property owners to deduct an equal amount of depreciation each year over the property's useful life, which for residential properties is typically 27.5 years. This method simplifies tax preparation because it provides a consistent annual deduction, making it easier for owners to manage their finances and predict tax liabilities. In contrast to the straight line method, which spreads out the deduction evenly, an accelerated basis would allow for larger deductions in the earlier years of ownership, which is not the standard approach for residential properties as defined by tax regulations. The declining balance method and the sum of the years' digits method also focus on accelerated deductions, but these are more commonly used for personal property or commercial real estate rather than residential properties. Thus, for residential real estate, the straight line basis is the appropriate depreciation method.

3. What should a broker avoid doing to manage their team effectively?

- A. Setting clear objectives
- B. Micro-managing**
- C. Providing feedback
- D. Facilitating communication

To manage a team effectively, a broker should avoid micro-managing because this approach can stifle the independence and creativity of team members. Micro-managing involves overseeing every small detail of the team's work, which can lead to frustration and a lack of trust. When team members feel they are not trusted to complete tasks on their own, it can decrease morale and lead to reduced productivity. In contrast, setting clear objectives, providing feedback, and facilitating communication are all practices that contribute to effective team management. Clear objectives help team members understand their goals and responsibilities, feedback fosters growth and improvement, and communication ensures that all team members are aligned and informed throughout the process. Thus, avoiding micro-management allows for a more empowered and productive team environment.

4. What is essential to determine when qualifying a buyer?

- A. Financial Stability
- B. Motivation and Expectations**
- C. Credit History
- D. Property Preferences

Motivation and expectations play a crucial role when qualifying a buyer because they provide insight into the buyer's intent and the urgency behind their home purchase. Understanding what motivates a buyer—whether it is lifestyle changes, job relocation, family needs, or investment opportunities—can significantly impact the buying process. Additionally, knowing the expectations helps to set realistic goals and align the property search with what the buyer truly desires. For instance, if a buyer is highly motivated to purchase quickly because of a job transfer, it might drive the purchasing strategy and urgency in negotiation. Conversely, if a buyer's expectations are not clearly understood, it could lead to dissatisfaction later in the process or delays in finding a suitable property. Ultimately, a strong grasp of the buyer's motivation and expectations ensures that real estate professionals can better serve their clients and facilitate a smoother transaction. While financial stability, credit history, and property preferences are undoubtedly important factors in the buying process, they primarily address the buyer's ability and choice rather than the underlying psychological and situational factors that propel them to buy.

5. What does "Consistency of Contacts" refer to?

- A. Changing contacts frequently
- B. Protecting each day to prospect the same people**
- C. Networking with new clients daily
- D. Only contacting clients during busy seasons

"Consistency of Contacts" refers to the practice of protecting specific times each day to prospect the same people. This approach emphasizes the importance of establishing regular and ongoing communication with clients or prospects, ensuring that relationships are nurtured over time. By consistently reaching out to the same individuals, professionals can build trust and rapport, ultimately leading to stronger business relationships and increased opportunities for engagement. This method of maintaining consistent contact allows professionals to stay top-of-mind with their prospects and clients and enhances the likelihood of repeat interactions, making it easier to follow up on previous discussions or offers. Additionally, having a structured routine for connecting with the same people helps in identifying their needs and preferences better, allowing for tailored communication that can improve outcomes. In contrast, changing contacts frequently does not foster relationships and can create confusion and instability in communication. Networking with new clients daily, while beneficial in expanding a network, does not align with the idea of consistency, which emphasizes regularity with specific individuals. Only contacting clients during busy seasons may neglect ongoing relationship building during quieter periods, undermining long-term engagement. Consistency of Contacts focuses on the value of regular interactions with the same set of clients or prospects to cultivate lasting connections.

6. What are single agents held accountable for in their duties?

- A. Confidentiality, Loyalty, Full Disclosure, Obedience**
- B. Trust, Communication, Profit, Accuracy
- C. Ethics, Accountability, Supervision, Training
- D. Transparency, Leadership, Management, Reporting

Single agents in real estate have specific fiduciary duties that require them to act in the best interests of their clients. The duties of confidentiality, loyalty, full disclosure, and obedience capture the essence of what is expected from a single agent. Confidentiality ensures that any information shared by the client is protected and not disclosed without the client's consent. This builds trust and allows clients to feel secure in their dealings. Loyalty mandates that the agent prioritizes the client's interests above their own or those of other parties. Full disclosure requires agents to inform clients of all relevant facts related to the transaction, enabling informed decision-making. Finally, obedience dictates that agents must follow lawful instructions from their clients, aligning their actions with the client's wishes and goals. These duties create a strong ethical framework that underpins the agent-client relationship, emphasizing the trust essential to successful transactions. The other answer choices, while they include important concepts, do not align as directly with the core responsibilities that define the accountability of single agents in their professional roles.

7. What are the expenses between two parties in a transaction without a third party called?

- A. Single entries
- B. Fee entries
- C. Double entries**
- D. Equitable entries

In the context of real estate transactions, the term that describes the expenses between two parties without the involvement of a third party is known as "double entries." This terminology typically pertains to accounting practices where each transaction involves two corresponding entries that reflect the parties' debts and credits. In a transaction involving just two parties, such as a buyer and a seller, the expenses or financial transactions can be recorded as double entries to accurately represent the financial relationship and exchanges occurring between them. These entries are essential for maintaining clear financial records and ensuring that both parties are aware of their financial obligations and benefits resulting from the transaction. The other options do not describe this concept correctly. For instance, single entries refer to a method of bookkeeping where only one side of a transaction is recorded, which does not reflect the full scope of expenses or liabilities between the parties involved. Fee entries would typically relate to charges imposed for services and not specifically to entries reflecting mutual transactions. Equitable entries might imply a form of fairness or balance in transactions but do not specifically relate to the financial recording of expenses between parties in a transaction context.

8. In which scenario would an exclusive agency listing NOT incur a commission?

- A. If a buyer is found by the broker.
- B. If the owner sells the property themselves.**
- C. If the property is sold above the listing price.
- D. If the listing is canceled.

In an exclusive agency listing, the property owner retains the right to sell the property on their own without incurring any commission to the broker. This type of agreement typically specifies that the broker will receive a commission if they facilitate the sale through their efforts. However, if the owner successfully finds a buyer independently, they can sell the property without paying any commission to the broker, which highlights the distinct feature of this listing agreement. The other scenarios would likely incur a commission. If the broker finds a buyer or if the property is sold for a price above the listing agreement, the broker's commission would still apply as they were actively involved in the transaction. Additionally, canceling the listing would not automatically absolve the commission responsibility if a sale occurred within a specified time frame after the listing was active. Therefore, the unique characteristic of an exclusive agency listing allows the seller to avoid paying a commission if they handle the sale on their own.

9. The marketing skills required for real estate professionals include knowledge of?

- A. Only traditional marketing methods
- B. Tools and technologies available for property marketing**
- C. Legal regulations surrounding advertising
- D. Networking events and personal branding

The correct answer is rooted in the fact that modern real estate professionals must be well-versed in various tools and technologies that aid in property marketing. This knowledge encompasses digital marketing strategies, social media platforms, virtual tours, and online listing services—all of which are crucial in effectively reaching potential buyers and sellers in today's competitive market. Having proficiency in these tools allows real estate agents to create engaging listings, optimize online presence, and utilize data analytics to target the right audience. As consumer behavior shifts towards digital mediums, the ability to leverage technology becomes a vital component of any successful marketing strategy in real estate. While traditional marketing methods, legal regulations, and networking are important aspects of a real estate professional's skill set, they do not encapsulate the comprehensive understanding of the current marketing landscape that is necessary for success. Knowledge of the available tools and technologies directly impacts an agent's effectiveness in promoting properties and connecting with clients.

10. Who are considered absentee owners in real estate?

- A. Owners who manage their own properties
- B. Individuals who purchase properties for personal use
- C. Owners who depend on professionals to manage investment properties**
- D. Real estate agents who invest in properties

Absentee owners in real estate refer to those property owners who are not physically present to manage their properties and instead rely on professionals, such as property managers or real estate companies, to handle the day-to-day operations and management. This scenario typically arises when owners invest in real estate for income generation rather than personal use and choose to hire experts to ensure the properties are well-maintained and profitable. In this context, the other options do not align with the definition of absentee owners. Owners who manage their own properties are actively involved, making them present rather than absentee. Individuals who purchase properties for personal use are typically engaged directly with their properties and do not fit the absentee owner profile. Real estate agents who invest in properties may still be involved in their management, and unless they are not physically managing their investments, they would not be classified as absentee owners. Thus, the option that highlights reliance on professionals for property management is the key characteristic that defines absentee owners in real estate.

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://fl45hourpostlicense.examzify.com>

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

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