FLORIDA REAL ESTATE LICENSE RENEWAL PRACTICE TEST (SAMPLE)

STUDY GUIDE

SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

Table of Contents

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. When conducting a CMA, what external source can property advisors recommend to clients for more subjective information?

A. Real estate analysis reports

B. Value estimation tools

C. The internet for community information

D. Local government resources

2. What is the current tax rate for documentary stamps on a deed based on the sale price of a property?

A. $.50 per $100 of value

B. $.60 per $100 of value

C. $.70 per $100 of value

D. $.80 per $100 of value

3. Which of the following choices represents the types of representation a potential customer can select?

A. Exclusive agency agreement

B. Transaction broker, single agent, or no broker relationship

C. Seller agent, buyer agent, or landlord

D. Limited agent or full service

4. What type of brokerage specializes in selling businesses?

A. Residential brokerage

B. Business brokerage

C. Commercial brokerage

D. Property management

5. What does the Americans with Disabilities Act require from owners of small businesses serving the public?

A. To remove all physical barriers regardless of cost

B. To remove physical barriers that are readily achievable

C. To provide services exclusively for disabled individuals

D. To offer financial assistance to disabled customers

6. When adjusting comparable properties for a listing, what should you do if the subject property has more bedrooms?

A. Subtract the value of a bedroom

B. Add the value of a bedroom to the comparable

C. Leave the value as is

D. Adjust for square footage instead

7. What tax is levied on all new loans and assumed loans in Florida?

A. Income Tax

B. Documentary Stamp Tax

C. Sales Tax

D. Property Tax

8. What is typically included in an applicant's documentation for loan approval?

A. Recent travel history

B. Proof of employment and income verification

C. Verification of multiple credit card accounts

D. Personal references from friends

9. Which phrase would NOT be considered discriminatory in real estate advertising?

A. No children allowed

B. Families welcome

C. Single apartments available

D. Low-income housing

10. What types of training involve qualifying buyers and showing agreements?

A. Working with sellers

B. Working with buyers

C. Marketing training

D. Legal compliance training

Answers

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

Explanations

1. When conducting a CMA, what external source can property advisors recommend to clients for more subjective information?

A. Real estate analysis reports

B. Value estimation tools

C. The internet for community information

D. Local government resources

When conducting a Comparative Market Analysis (CMA), recommending the internet for community information is particularly valuable for accessing subjective insights that may not be reflected in traditional data sources. The internet provides a wealth of resources, such as community forums, social media platforms, neighborhood blogs, and local event listings, which allow potential buyers and sellers to gauge the livability, amenities, and general vibe of a neighborhood. This subjective information can often help clients understand aspects such as local school ratings, traffic patterns, community events, and resident testimonials. Such qualitative data can significantly influence a buyer's or seller's decision, providing context that raw numerical values or reports might not highlight. While other choices like real estate analysis reports and value estimation tools offer quantitative data and trends, they do not capture the nuanced feelings and perceptions that community information can provide. Local government resources might include useful metrics and official regulations but often lack the personal touch and subjective insights found through online community interactions.

2. What is the current tax rate for documentary stamps on a deed based on the sale price of a property?

A. $.50 per $100 of value

B. $.60 per $100 of value

C. $.70 per $100 of value

D. $.80 per $100 of value

The correct tax rate for documentary stamps on a deed in Florida is $.70 per $100 of value. This rate is applicable to the sale price of the property and is a tax that is imposed on the transaction of real estate to document the deed transfer. Understanding this rate is crucial for real estate professionals as it affects the overall closing costs associated with property transactions. Documentary stamp tax is calculated based on the sales price of the property, and knowing the correct rate helps agents and their clients understand the financial implications involved in buying or selling real estate. This information is vital for accurate financial planning, budgeting, and compliance with state regulations during the transaction process.

3. Which of the following choices represents the types of representation a potential customer can select?

A. Exclusive agency agreement

B. Transaction broker, single agent, or no broker relationship

C. Seller agent, buyer agent, or landlord

D. Limited agent or full service

The correct answer highlights the various types of real estate representation options available to potential clients in Florida: transaction broker, single agent, or no broker relationship. A transaction broker provides a limited form of representation to both parties in a transaction, facilitating the deal without representing either one exclusively. This option is particularly beneficial for buyers and sellers who want to maintain neutrality in the transaction. In contrast, a single agent represents either the buyer or the seller exclusively, which means they owe full fiduciary duties to their client, such as loyalty and confidentiality. This option ensures that the client's interests are prioritized over any other parties involved in the transaction. The option for no broker relationship allows a potential customer to engage with a real estate professional without an official representation agreement. This means they can receive no advice or guidance from the broker and must operate independently during the property transaction. Understanding these representation types is crucial for potential customers, as they dictate the level of service, support, and responsibility the broker has toward their clients. The other answer choices, while relevant to real estate, do not encompass the main frameworks of client representation in the state of Florida. For instance, options like exclusive agency agreements or the designation of seller or buyer agents don't encapsulate the full breadth of representation

4. What type of brokerage specializes in selling businesses?

A. Residential brokerage

B. Business brokerage

C. Commercial brokerage

D. Property management

The correct answer is business brokerage, as this type of brokerage focuses specifically on the sale and purchase of businesses, rather than real estate alone. Business brokers are trained to facilitate transactions involving companies, which can include a wide range of activities such as valuating a business, marketing it for sale, finding potential buyers, and negotiating the terms of the sale. This specialization requires knowledge not just of real estate but also of business operations, financial aspects, and legal considerations regarding businesses. In contrast, residential brokerage primarily deals with buying and selling residential properties, while commercial brokerage focuses on real estate transactions involving commercial properties, such as office buildings, retail spaces, and industrial properties. Property management, on the other hand, involves overseeing and maintaining properties on behalf of owners but does not engage in the buying or selling process of businesses. Therefore, the unique focus of business brokerage on the sale of businesses makes it the correct choice in this context.

5. What does the Americans with Disabilities Act require from owners of small businesses serving the public?

A. To remove all physical barriers regardless of cost

B. To remove physical barriers that are readily achievable

C. To provide services exclusively for disabled individuals

D. To offer financial assistance to disabled customers

The Americans with Disabilities Act (ADA) mandates that owners of small businesses serving the public must remove physical barriers that are "readily achievable." This means that if removing a barrier does not cause significant difficulty or expense, the business owner is required to take appropriate steps to make their facilities accessible to individuals with disabilities. The term "readily achievable" is significant because it recognizes that not all modifications may be feasible or financially viable for every business. This standard allows for a practical approach, where businesses assess their unique circumstances, including their size and resources, to determine what changes can be made to enhance accessibility. This could involve simple measures such as rearranging furniture, installing grab bars, or adding ramps. The other options imply either unreasonable expectations or limitations that do not align with the intent of the ADA. For instance, requiring all barriers to be removed regardless of cost could disproportionately burden small businesses. Similarly, providing exclusive services or financial assistance to disabled individuals does not represent the ADA's goal of ensuring inclusive access for everyone. Thus, the requirement to eliminate readily achievable barriers stems from a balanced perspective that encourages accessibility while considering a business's operational realities.

6. When adjusting comparable properties for a listing, what should you do if the subject property has more bedrooms?

A. Subtract the value of a bedroom

B. Add the value of a bedroom to the comparable

C. Leave the value as is

D. Adjust for square footage instead

When a subject property has more bedrooms than a comparable property, the correct approach is to add the value of the additional bedroom to the comparable property. This adjustment accounts for the difference in features and functionality between the two properties. In real estate, the number of bedrooms is a crucial factor that can significantly influence a property's market value. Since the subject property has more bedrooms, it generally offers more living space and potential appeal to buyers looking for larger homes, particularly families. Therefore, to accurately reflect the market dynamics and ensure a fair comparison, the value of the additional bedroom must be added to the comparable property's value. This adjustment helps maintain a consistent and fair valuation during the pricing or appraisal process. By properly adjusting for features like the number of bedrooms, real estate professionals can arrive at a more precise estimate of value, ensuring that the listing is competitive and reflective of the market.

7. What tax is levied on all new loans and assumed loans in Florida?

A. Income Tax

B. Documentary Stamp Tax

C. Sales Tax

D. Property Tax

The documentary stamp tax is a specific tax levied on certain documents that are executed, delivered, or recorded in Florida, including new loans and assumed loans. This tax is calculated based on the total amount of the loan or the consideration involved in the transaction. The purpose of the documentary stamp tax is to generate revenue for state and local governments, and it is a common aspect of real estate transactions. Understanding this tax is crucial for real estate professionals in Florida, as it directly affects the costs associated with transactions. Each loan, whether newly created or assumed from a previous borrower, is subject to this tax, which needs to be considered by both buyers and sellers during a transaction. Other options, such as income tax, sales tax, and property tax, do not apply in this context. Income tax typically relates to earnings rather than specific transactions in real estate. Sales tax generally applies to the sale of goods and services but is not directly associated with the financing of real estate. Property tax is an ad valorem tax based on the assessed value of real estate, but it is separate from the loan transaction itself.

8. What is typically included in an applicant's documentation for loan approval?

A. Recent travel history

B. Proof of employment and income verification

C. Verification of multiple credit card accounts

D. Personal references from friends

To obtain loan approval, one of the critical components of an applicant's documentation is proof of employment and income verification. Lenders require this information to assess the borrower's ability to repay the loan. Proof of employment typically includes documents like recent pay stubs, tax returns, or employment letters, which confirm that the borrower has a stable income source. Income verification substantiates the borrower's financial capability to meet loan obligations, ensuring that they can cover monthly payments without straining their finances. Other documentation, such as travel history or personal references, does not directly impact a borrower's creditworthiness or ability to repay a loan, making them irrelevant for the approval process. Furthermore, while some verification of credit accounts may be considered, it is not as crucial as demonstrating consistent employment and sufficient income. Therefore, providing proof of employment and income verification is essential for loan approval.

9. Which phrase would NOT be considered discriminatory in real estate advertising?

A. No children allowed

B. Families welcome

C. Single apartments available

D. Low-income housing

The phrase "Families welcome" is considered non-discriminatory in real estate advertising because it conveys an inclusive message that invites families to reside in a property or community. It does not exclude any specific group of people based on race, color, religion, sex, handicap, familial status, or national origin, which are protected classes under the Fair Housing Act. This phrase promotes diversity and reflects a welcoming attitude towards individuals or families looking for a place to live. In contrast, other phrases listed illustrate elements of discrimination. "No children allowed" explicitly excludes families with children, which is a violation of fair housing laws. "Single apartments available" could suggest limitations based on family status, and depending on how it is presented, may indirectly imply preferences against families or individuals with children. "Low-income housing" is a descriptive term for certain properties, but it may also be interpreted in ways that inadvertently discriminate based on economic status, thereby potentially indicating biases in housing options.

10. What types of training involve qualifying buyers and showing agreements?

A. Working with sellers

B. Working with buyers

C. Marketing training

D. Legal compliance training

The correct choice highlights 'working with buyers' as the type of training that specifically involves qualifying buyers and showing agreements. This training is crucial for real estate professionals because it equips them with the skills necessary to understand buyer needs, assess their financial qualifications, and navigate various showing agreements involved in property transactions. In this context, qualifying buyers entails evaluating their financial status to determine what properties they can afford, including aspects like credit scores, income verification, and pre-approval for mortgages. Additionally, showing agreements involve understanding the legalities and best practices related to presenting properties to potential buyers, ensuring that both the agent and the buyers have clear expectations regarding access to properties and the process of making offers. Working with sellers focuses on training related to listing properties, marketing, and negotiating sales, whereas marketing training is geared primarily towards strategies for promoting properties and attracting potential clients. Legal compliance training, while essential for understanding the laws governing real estate transactions, does not specifically emphasize the direct relationship and engagement with buyers in the context of qualifying and showing agreements. Thus, 'working with buyers' is the most accurate and relevant training type for the activities mentioned in the question.

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://floridarealestatelicenserenewal.examzify.com

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