

Florida Real Estate Sales Associates Post-Licensing Practice Exam (Sample)

Study Guide



Everything you need from our exam experts!

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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. Which FSBO prospect is least likely to become a listing?**
 - A. Has unrealistic price**
 - B. Willing to sign quickly**
 - C. Is in need of relocation**
 - D. Does not need to sell**

- 2. A sales associate who has been licensed for eight years did not renew his license this year. What is his status?**
 - A. Active**
 - B. Involuntary inactive**
 - C. Voluntary inactive**
 - D. Suspended**

- 3. What is the MOST persuasive argument to help get a FSBO to list her house?**
 - A. FSBOs can net more by avoiding broker involvement.**
 - B. FSBOs can guarantee a faster sale by cutting advertising costs.**
 - C. A broker can guarantee a higher sale price.**
 - D. She is unlikely to save the commission.**

- 4. What is the monthly principal and interest payment for the loan described in the transaction?**
 - A. 650.50**
 - B. 663.00**
 - C. 663.81**
 - D. 664.50**

- 5. Where is the best location to present a listing to prospective sellers?**
 - A. The kitchen or dining table**
 - B. In the car**
 - C. At the broker's desk**
 - D. In the home office**

- 6. In the Henry-Susan transaction, what is the payoff amount on Susan's existing mortgage?**
- A. \$829.10**
 - B. \$844.50**
 - C. \$900.00**
 - D. \$837.32**
- 7. The break-even analysis on paying points is calculated using what method?**
- A. Graphical method**
 - B. Complex calculus**
 - C. Trial and error**
 - D. Simple arithmetic**
- 8. In the Florida Realtors contract, if a survey shows an encroachment, the encroachment will be treated as a title defect.**
- A. As a boundary dispute.**
 - B. The encroachment is treated as a survey defect.**
 - C. The encroachment will be treated as a title defect.**
 - D. The encroachment is ignored in the contract.**
- 9. A bilateral contract in real estate is characterized by which of the following?**
- A. Only one party promising to perform**
 - B. Both parties promising to perform**
 - C. A purchase option only**
 - D. A lease with an option to renew**
- 10. Which document is used to add special clauses to a contract?**
- A. Deed**
 - B. Title insurance**
 - C. Addendum**
 - D. Mortgage note**

Answers

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

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Explanations

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1. Which FSBO prospect is least likely to become a listing?

- A. Has unrealistic price**
- B. Willing to sign quickly**
- C. Is in need of relocation**
- D. Does not need to sell**

The main idea here is seller motivation. When a FSBO owner isn't motivated to sell, they're far less likely to enter into a listing agreement with an agent, because there's no urgency to pay a commission or go through a marketing process. If the owner does not need to sell, there's little drive to hire help or sign a listing. They can wait or pursue other options, so the prospect of converting them into a listing is the lowest. In contrast, someone who feels pressure to move—such as a relocation, or someone who recognizes they must sell to achieve a goal—has a stronger incentive to work with an agent. Even a prospect who cites an unrealistic price may still be open to professional guidance and pricing strategies, which keeps them more likely to consider listing than the non-motivated seller. And a prospect willing to sign quickly shows readiness to engage and proceed with a listing.

2. A sales associate who has been licensed for eight years did not renew his license this year. What is his status?

- A. Active**
- B. Involuntary inactive**
- C. Voluntary inactive**
- D. Suspended**

When a licensee lets their license lapse by not renewing, the license automatically becomes involuntarily inactive. This isn't a decision the licensee makes; it happens by operation of law because the renewal requirements weren't met for the current period. Active status would require completing renewal on time. Suspension is a disciplinary action and wouldn't occur just from missing renewal. Voluntary inactive is when a licensee chooses not to practice and not renew, but that's a conscious choice by the licensee rather than an expiration issue. In this scenario, the eight-year tenure doesn't change the status—the failure to renew leads to involuntary inactive. To regain active status, the licensee would need to satisfy the current renewal requirements and any applicable penalties or CE.

3. What is the MOST persuasive argument to help get a FSBO to list her house?

- A. FSBOs can net more by avoiding broker involvement.**
- B. FSBOs can guarantee a faster sale by cutting advertising costs.**
- C. A broker can guarantee a higher sale price.**
- D. She is unlikely to save the commission.**

The main idea being tested is how to persuade a FSBO by reframing the cost of using a broker. The most persuasive point is to show that saving the commission is unlikely. If a seller believes they can truly avoid costs by not listing, they're anchored to a potentially false assumption. Pointing out that the seller is unlikely to save the commission shifts the discussion to the real value a broker provides: expert pricing, broad exposure to buyers, effective negotiation, and thorough handling of paperwork and disclosures. When you present that the net proceeds may be higher with professional help—even after paying a commission—the seller sees a clearer path to a better outcome, not just a smaller expense. The other ideas rely on guarantees that aren't realistic: a broker cannot guarantee a higher sale price or a faster sale, and the notion of netting more by avoiding the broker ignores typical market dynamics where professional marketing and negotiation often produce a higher net result.

4. What is the monthly principal and interest payment for the loan described in the transaction?

- A. 650.50**
- B. 663.00**
- C. 663.81**
- D. 664.50**

Monthly principal and interest payments come from amortizing the loan over its term at the quoted interest rate. To find the fixed monthly payment, use the standard mortgage payment formula: $M = P \times [i(1+i)^n] / [(1+i)^n - 1]$, where P is the loan amount, i is the monthly interest rate (annual rate divided by 12), and n is the total number of payments (years × 12). Plugging in the loan amount, the monthly rate, and the term from the transaction yields the monthly payment of 663.81. Remember, this is just the principal and interest; taxes, homeowners insurance, and any PMI would be added separately.

5. Where is the best location to present a listing to prospective sellers?

- A. The kitchen or dining table**
- B. In the car**
- C. At the broker's desk**
- D. In the home office**

Presenting a listing in the sellers' own home, around the kitchen or dining table, creates the most effective and collaborative backdrop for a listing presentation. This informal, comfortable setting helps everyone feel at ease, which encourages open discussion, questions, and participation from the family. Being in their space makes it easier to display documents, marketing plans, and comparable sales side by side, and to walk through pricing strategy and timing together. It also helps the seller visualize how the property will be marketed and what changes, if any, will be emphasized. The kitchen or dining area is central to daily life, signaling a personal, practical approach and supporting real-time decision-making with the seller. In contrast, presenting in a car or at a broker's desk can feel less personal or more intimidating, and a home office can be less welcoming.

6. In the Henry-Susan transaction, what is the payoff amount on Susan's existing mortgage?

- A. \$829.10**
- B. \$844.50**
- C. \$900.00**
- D. \$837.32**

The payoff amount is the total needed to fully satisfy Susan's existing loan as of the payoff date. It isn't just the current loan balance or the next monthly payment; it includes everything the lender requires to release the lien on that date—outstanding principal, accrued interest through the payoff date, and any applicable payoffs or fees (such as a prepayment charge or other administrative items). It may also reflect any escrow balance adjustments, since the title company will credit or debit any unearned escrow amounts as part of the payoff. In this Henry-Susan scenario, the lender's payoff figure on the payoff date comes out to 837.32, so that is the amount that must be paid to satisfy the loan at closing. The other numbers would represent either just the principal, only one month's interest, or amounts not including accrued interest to the payoff date, so they don't reflect the total required by the lender.

7. The break-even analysis on paying points is calculated using what method?

- A. Graphical method**
- B. Complex calculus**
- C. Trial and error**
- D. Simple arithmetic**

A break-even analysis for paying points is determined by straightforward arithmetic. You compare the upfront cost of the points to the ongoing savings from the lower interest rate. Since the savings accumulate linearly over time, you don't need graphs, calculus, or trial-and-error. How it works in practice: calculate the upfront cost of the points (points \times loan amount \times 0.01). Then determine the monthly savings by comparing the monthly payment at the original rate with the payment at the reduced rate. The break-even period is the upfront cost divided by the monthly savings (or equivalently the upfront cost divided by the annualized savings). If you want it in years, divide by 12 to get years. This direct arithmetic approach is why paying points break-even analysis uses simple arithmetic.

8. In the Florida Realtors contract, if a survey shows an encroachment, the encroachment will be treated as a title defect.

- A. As a boundary dispute.**
- B. The encroachment is treated as a survey defect.**
- C. The encroachment will be treated as a title defect.**
- D. The encroachment is ignored in the contract.**

Encroachments shown on a survey are treated as title defects in the Florida Realtors contract. The reason is that an encroachment directly affects the marketability and conveyance of the property's title—an encroachment can create an ongoing claim or liability against the property or limit the buyer's ability to receive clear title. Because title insurance and the ability to transfer unencumbered title are central to the transaction, the contract categorizes an encroachment as a title defect that must be addressed before closing. In practice, this means the seller may be required to cure the encroachment, obtain a title insurance endorsement that protects against it, or the parties may negotiate a price adjustment or other remedies to ensure the buyer can receive marketable title. The goal is to ensure that, at closing, the buyer is receiving title free from undisclosed encumbrances that could affect ownership. Why this isn't a boundary dispute or a survey defect? A boundary dispute involves competing claims about where property lines actually lie and is often a civil matter, whereas the contract treats an encroachment as an issue affecting title itself. "Survey defect" isn't the standard term used in this contract framework, and ignoring the encroachment would leave the title with unresolved risks.

9. A bilateral contract in real estate is characterized by which of the following?

- A. Only one party promising to perform**
- B. Both parties promising to perform**
- C. A purchase option only**
- D. A lease with an option to renew**

In real estate, a contract is bilateral when both sides are giving a promise to perform. For example, in a typical purchase agreement the buyer promises to pay the agreed price and comply with the terms, while the seller promises to convey title and deliver possession. Because each party has a binding promise to perform, the contract is bilateral. This contrasts with a unilateral contract, where only one party makes a promise and performance is triggered by the other party's action. An option to purchase is a classic example: the optionor promises to sell if the option is exercised, but the optionee isn't promising to buy anything until they choose to exercise. A lease with an option to renew still involves mutual promises during the lease term, so it isn't defined by a single promise in the same way a unilateral arrangement is. Therefore, the defining feature of a bilateral real estate contract is that both parties promise to perform.

10. Which document is used to add special clauses to a contract?

- A. Deed**
- B. Title insurance**
- C. Addendum**
- D. Mortgage note**

To add new terms to an existing contract, you use an addendum. An addendum is a document that's attached to the contract and, once signed by all parties, becomes part of the agreement. It's used to introduce extra clauses, contingencies, or clarifications without rewriting the whole contract. In contrast, a deed transfers property ownership, title insurance protects against title defects, and a mortgage note is the borrower's promise to repay the loan. If you were changing terms that are already in the contract rather than adding new ones, you'd typically use an amendment instead.

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://flrealestatesalesassocpos.examzify.com>

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

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