

# Illinois Broker Reciprocity Practice Exam (Sample)

## Study Guide



**Everything you need from our exam experts!**

**This is a sample study guide. To access the full version with hundreds of questions,**

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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. Don't worry about getting everything right, 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, and take breaks to retain information better.**

## **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.**

## **7. Use Other Tools**

**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!**

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## Questions

- 1. Which of the following is NOT a requirement for a licensee in Illinois?**
  - A. To maintain an escrow account for each sale**
  - B. To pay Illinois state taxes**
  - C. To have a separate license for each type of property**
  - D. To undergo continuing education**
- 2. Who is responsible for paying property taxes on a property in Illinois?**
  - A. The property owner**
  - B. The tenant**
  - C. The real estate agent**
  - D. The municipality**
- 3. How are real estate commissions typically structured?**
  - A. As a flat fee for the transaction**
  - B. As a percentage of the final sale price**
  - C. Based on the square footage of the property sold**
  - D. As a percentage of the listing price only**
- 4. Which of the following is a possible consequence of not having a valid real estate license?**
  - A. Ability to complete real estate transactions without issues.**
  - B. Turning in all pending deals to another broker.**
  - C. Having all transactions approved by the Illinois Department of Financial Regulation.**
  - D. Having listings rendered voidable.**
- 5. What must be disclosed by sellers regarding occupancy in the past, according to Illinois law?**
  - A. The seller's current marital status**
  - B. Who the previous occupants were**
  - C. Whether they occupied the property in the last year**
  - D. Any known health issues of past occupants**

- 6. What does a mortgage lien represent?**
- A. A legal claim against a property by a lender who has provided financing for that property**
  - B. An ownership interest held by the tenant in a rental property**
  - C. A financial obligation a tenant must pay to a landlord**
  - D. A type of rental agreement between two parties**
- 7. What is a legal action a sponsoring broker can take in Illinois?**
- A. Place a sign on a property without seller's permission**
  - B. Accept compensation from multiple parties with disclosure**
  - C. Inform buyers about secret price reductions**
  - D. Pay a referral fee to an unlicensed friend**
- 8. What is a key responsibility of a property manager in Illinois?**
- A. Determining property values**
  - B. Collecting rent and maintenance**
  - C. Negotiating repairs with contractors**
  - D. Finding buyers for the property**
- 9. Under what condition may Illinois licensees advertise a property for sale?**
- A. If they personally listed the property.**
  - B. If the owner has given written permission.**
  - C. If they have an ownership interest.**
  - D. If the owner has granted an open listing.**
- 10. Which document is a buyer often required to sign prior to viewing properties in Illinois?**
- A. Buyer Representation Agreement**
  - B. Disclosure of Dual Agency**
  - C. Purchase Agreement**
  - D. Option Agreement**

## **Answers**

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

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## **Explanations**

**1. Which of the following is NOT a requirement for a licensee in Illinois?**

- A. To maintain an escrow account for each sale**
- B. To pay Illinois state taxes**
- C. To have a separate license for each type of property**
- D. To undergo continuing education**

In Illinois, it is not necessary for a licensee to have a separate license for each type of property. Instead, a single broker's license allows an individual to operate in various real estate transactions without needing distinct licenses specific to each property type, such as residential, commercial, or industrial properties. This streamlined approach facilitates the practice of real estate by reducing the regulatory burden on licensees, allowing them to engage with a broader range of property transactions under one license. The other options represent actual requirements for licensed real estate professionals in Illinois. Maintaining an escrow account for handling client funds is a critical obligation to ensure the proper management of those funds. Paying state taxes is a legal requirement for all professionals operating within Illinois, as it is essential for compliance with state laws. Continuing education is also mandatory for license renewal, ensuring that brokers remain knowledgeable about current laws, regulations, and best practices in the real estate industry.

**2. Who is responsible for paying property taxes on a property in Illinois?**

- A. The property owner**
- B. The tenant**
- C. The real estate agent**
- D. The municipality**

In Illinois, the responsibility for paying property taxes lies with the property owner. Property taxes are a lien against the property, meaning they are tied directly to the ownership of the property itself. The owner is legally obligated to pay these taxes, which fund local government services, schools, and infrastructure. While tenants may contribute to property taxes indirectly through rent payments, they are not legally responsible for paying the taxes themselves. Real estate agents do not have any obligation to pay property taxes; their role is to facilitate transactions between buyers and sellers. Likewise, municipalities do not pay property taxes; rather, they collect these taxes to support public services.

### 3. How are real estate commissions typically structured?

- A. As a flat fee for the transaction
- B. As a percentage of the final sale price**
- C. Based on the square footage of the property sold
- D. As a percentage of the listing price only

Real estate commissions are most commonly structured as a percentage of the final sale price of the property. This approach is prevalent because it aligns the interests of the real estate agent with those of the seller; the higher the sale price, the greater the commission earned. This structure also incentivizes agents to market the property effectively and negotiate the best possible price for their clients. Calculating commissions this way is standard practice in the industry because it provides a straightforward and proportional method for compensation based on the result achieved—selling the property at a price that meets or exceeds the seller's expectations. Unlike a flat fee, which wouldn't account for varying property values, or a structure based only on the listing price, which may not reflect the true market conditions upon sale, a commission based on the final sale price ensures that agents are rewarded for their performance in closing the deal.

### 4. Which of the following is a possible consequence of not having a valid real estate license?

- A. Ability to complete real estate transactions without issues.
- B. Turning in all pending deals to another broker.
- C. Having all transactions approved by the Illinois Department of Financial Regulation.
- D. Having listings rendered voidable.**

Having listings rendered voidable is a consequence of not having a valid real estate license. In Illinois, as in many other states, real estate transactions must be conducted by licensed professionals. If a person engages in real estate activities - such as listing properties for sale or rental - without holding a valid license, the agreements or contracts they create may not be enforceable, leading to them being voidable. This means that the parties involved may choose to cancel the agreements without legal repercussions because the unlicensed broker lacked the authority to operate in that capacity. The other options do not accurately reflect the implications of not having a valid license. Engaging in real estate transactions without a license does not allow individuals to handle deals seamlessly or turn in pending deals to another broker, nor does it involve having the transactions approved by a regulatory body. These aspects reinforce the importance of maintaining proper licensure to ensure all real estate activities are legally recognized and enforceable.

**5. What must be disclosed by sellers regarding occupancy in the past, according to Illinois law?**

- A. The seller's current marital status**
- B. Who the previous occupants were**
- C. Whether they occupied the property in the last year**
- D. Any known health issues of past occupants**

In Illinois law, sellers are required to disclose whether they occupied the property in the last year because this information is pertinent to potential buyers. It provides insight into the property's recent use and current condition. When sellers disclose their occupancy status, they help buyers understand the likelihood of issues related to maintenance, wear and tear from recent habitation, and any potential concerns that could arise from vacant versus occupied properties. Understanding occupancy history can also impact a buyer's perception of a property's livability and desirability. If a property has been vacant for an extended period, potential buyers may have concerns about deterioration or neglect. Therefore, having this information available allows buyers to make more informed decisions. While a seller's marital status, previous occupants, and health issues of past occupants may be relevant in certain contexts, they do not directly relate to the property's condition or status in the same way that current occupancy does. Thus, the focus of the law is on occupancy in the past year to ensure transparency regarding the property's recent residential experience.

**6. What does a mortgage lien represent?**

- A. A legal claim against a property by a lender who has provided financing for that property**
- B. An ownership interest held by the tenant in a rental property**
- C. A financial obligation a tenant must pay to a landlord**
- D. A type of rental agreement between two parties**

A mortgage lien represents a legal claim against a property that is put in place by a lender when it provides financing for the purchase or refinancing of that property. This lien secures the loan, meaning that if the borrower defaults on the mortgage payments, the lender has the right to take possession of the property through a legal process known as foreclosure. This directly relates to the lender's interest in the property as collateral for the loan. Understanding this concept is essential for anyone involved in real estate transactions as it underlines the relationship between financing and property ownership. The other options pertain to different aspects of property and tenancy rather than the concept of a mortgage lien itself.

**7. What is a legal action a sponsoring broker can take in Illinois?**

- A. Place a sign on a property without seller's permission**
- B. Accept compensation from multiple parties with disclosure**
- C. Inform buyers about secret price reductions**
- D. Pay a referral fee to an unlicensed friend**

In Illinois, a sponsoring broker can accept compensation from multiple parties as long as there is full disclosure provided to all involved parties. This is important because transparency helps to maintain ethical standards in real estate transactions. By disclosing that compensation will come from multiple sources, the broker ensures that all parties are aware of the financial relationships at play, which is vital for trust and integrity in real estate practices. The other options present actions that violate legal and ethical standards. Placing a sign on a property without the seller's permission infringes on the property owner's rights, which can lead to legal issues. Informing buyers about secret price reductions could be considered deceptive, as it may mislead buyers regarding the true cost of the property. Lastly, paying a referral fee to an unlicensed individual is illegal, as it circumvents licensing requirements and can lead to penalties for the broker. Thus, only the option involving disclosure of compensation from multiple parties aligns with legal practices in real estate in Illinois.

**8. What is a key responsibility of a property manager in Illinois?**

- A. Determining property values**
- B. Collecting rent and maintenance**
- C. Negotiating repairs with contractors**
- D. Finding buyers for the property**

A key responsibility of a property manager in Illinois is to oversee the daily operations of rental properties, which includes the collection of rent and maintenance. Effective management of these tasks ensures that the property remains financially viable and that tenants are satisfied. Collecting rent is fundamental to the sustainability of the property, as it directly impacts the cash flow for the owner. Additionally, maintenance is crucial not only for preserving the property's value but also for providing a comfortable living environment for tenants. Property managers are often the main point of contact for tenants regarding issues that arise, and their role in attending to maintenance requests promptly can help maintain positive tenant relations. While determining property values, negotiating repairs, and finding buyers are important tasks associated with real estate, they are typically outside the primary scope of property management. Property managers focus more on the ongoing operational aspects rather than on transactional or sales roles, which are better suited for real estate agents or brokers.

**9. Under what condition may Illinois licensees advertise a property for sale?**

- A. If they personally listed the property.**
- B. If the owner has given written permission.**
- C. If they have an ownership interest.**
- D. If the owner has granted an open listing.**

In Illinois, real estate licensees must have the owner's permission to advertise a property for sale, which is why the correct choice is that the owner has given written permission. This requirement helps protect both the rights of the property owner and the integrity of the advertising process. When a licensee has written consent, it establishes a clear agreement regarding advertising, ensuring that the owner is informed and agrees to the terms under which their property will be marketed. Having written permission not only affirms the owner's approval but also minimizes the risk of potential disputes regarding unauthorized advertisements. This regulation maintains ethical standards in real estate transactions, ensuring that all parties are aware of and agree to how the property is being represented in the market. While other options might seem plausible—such as personal interest or type of listing—they do not meet the necessary legal requirements for advertising without explicit owner consent. Thus, the owner's written permission is imperative for any advertising to proceed legally and ethically.

**10. Which document is a buyer often required to sign prior to viewing properties in Illinois?**

- A. Buyer Representation Agreement**
- B. Disclosure of Dual Agency**
- C. Purchase Agreement**
- D. Option Agreement**

In Illinois, a buyer is often required to sign a Buyer Representation Agreement prior to viewing properties. This document establishes a formal relationship between the buyer and the real estate agent, outlining the agent's responsibilities and the buyer's obligations. It represents the beginning of a professional partnership, ensuring that the agent is committed to acting in the buyer's best interests throughout the property search process. The Buyer Representation Agreement not only provides clarity on the scope of the realtor's duties but also sets the stage for the buyer's loyalty to the agent, often distinguishing the agent as a fiduciary. This agreement helps protect both the buyer's and the agent's interests and ensures that the buyer receives dedicated services and guidance while navigating the real estate market. The other options play different roles in real estate transactions. For example, the Disclosure of Dual Agency informs clients about the implications of the agent representing both the buyer and seller. A Purchase Agreement is a contract completed after a buyer has found a property they wish to purchase. An Option Agreement provides the buyer with a right to purchase a property at a later date but is not standard for initial viewings. Therefore, the Buyer Representation Agreement is the document most commonly required before a buyer begins viewing properties in Illinois.

## 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](mailto:hello@examzify.com).**

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

**<https://ilbrokerreciprocity.examzify.com>**

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