

# Illinois Broker Reciprocity Practice Exam (Sample)

## Study Guide



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

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# Table of Contents

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

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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. In Illinois, what action can result in disciplinary action against a licensee?**
  - A. Failing to have all papers notarized**
  - B. Failing to pay Illinois state income tax**
  - C. Maintaining a separate escrow account for each sale**
  - D. Having the escrow account audited by an accountant**
- 2. Which activity requires an Illinois real estate broker's license?**
  - A. Earning a fee for referring a buyer**
  - B. Collecting a commission to conduct a personal property auction**
  - C. Serving as a resident manager of an apartment complex**
  - D. Buying easements as an employee of a utility company**
- 3. What is the purpose of the Illinois Department of Financial and Professional Regulation (DFPR)?**
  - A. To regulate and oversee licensed professionals in Illinois, including real estate brokers**
  - B. To provide legal advice to consumers in real estate transactions**
  - C. To offer financial assistance for homebuyers in Illinois**
  - D. To evaluate property taxes for real estate**
- 4. Can a licensee sponsored by one brokerage work for a property management company at the same time?**
  - A. Yes, if the company allows it**
  - B. No, a licensee may have only one sponsoring broker at a time**
  - C. Yes, if they have written permission from both sponsors**
  - D. No, unless they are working solely under one broker's guidance**
- 5. What does "brokerage" refer to in real estate?**
  - A. A business entity responsible for bringing together buyers and sellers in real estate transactions**
  - B. A process of evaluating properties**
  - C. A classification of real estate properties**
  - D. A type of mortgage special for brokers**

**6. Can a licensee act on behalf of both a lessor and a lessee in Illinois?**

- A. Yes, if the licensee has the approval of the sponsoring broker**
- B. Yes, if the licensee has the informed written consent of all parties involved**
- C. No, because Illinois is a designated agency state**
- D. No, because the Illinois Real Estate License Law prohibits such an arrangement**

**7. What does "zoning" entail?**

- A. The legislative process of dividing land into zones that dictate how land can be used**
- B. A strategy for marketing real estate**
- C. A method to measure land size**
- D. A financial assessment of property value**

**8. In a real estate transaction, which party typically prepares the closing statement?**

- A. Buyer**
- B. Seller**
- C. Buyer's attorney**
- D. Listing broker**

**9. What is the maximum duration of an exclusive right-to-sell listing in Illinois?**

- A. 30 days**
- B. 60 days**
- C. 90 days**
- D. 120 days**

**10. What must sellers disclose under the Illinois residential real property disclosure act?**

- A. An occupant on the property has aids**
- B. Water blew into an open window during the storm**
- C. The property was a site of a recent murder**
- D. They have occupied the property in the last 12 months**

## **Answers**

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

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## **Explanations**

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**1. In Illinois, what action can result in disciplinary action against a licensee?**

- A. Failing to have all papers notarized**
- B. Failing to pay Illinois state income tax**
- C. Maintaining a separate escrow account for each sale**
- D. Having the escrow account audited by an accountant**

In Illinois, failing to pay state income tax can lead to disciplinary action against a real estate licensee. This is because the state's licensing bodies require individuals to operate in compliance with state laws, including tax obligations. Taxes are a fundamental aspect of legal and ethical business practices, and noncompliance can reflect poorly on the professionalism and integrity of the licensee. The state takes tax evasion seriously, and failure to fulfill this obligation can tarnish a licensee's reputation, as well as lead to sanctions or the loss of their license. The other options do not typically result in disciplinary action. For example, while notarization can be important for certain documents, failing to have all papers notarized does not automatically warrant disciplinary measures. Maintaining escrow accounts is a critical component of real estate transactions, but having a separate escrow account for each sale is often a best practice rather than a requirement that would trigger discipline. Similarly, having an escrow account audited by an accountant is generally seen as a responsible action that enhances accountability, rather than a reason for disciplinary action. Thus, the emphasis on compliance with tax obligations makes failure to pay state income tax a serious matter for licensed professionals in the field.

**2. Which activity requires an Illinois real estate broker's license?**

- A. Earning a fee for referring a buyer**
- B. Collecting a commission to conduct a personal property auction**
- C. Serving as a resident manager of an apartment complex**
- D. Buying easements as an employee of a utility company**

The activity that requires an Illinois real estate broker's license involves earning a fee for referring a buyer. In Illinois, any person or entity that engages in activities that are considered real estate brokerage must be licensed. This includes not only traditional brokerage activities such as selling and leasing property but also activities that may seem ancillary, like earning a fee for a referral. This can include referring potential buyers to agents or brokers for a fee, which falls under the definition of brokerage activities regulated by the state. On the other hand, collecting a commission for conducting a personal property auction and serving as a resident manager of an apartment complex typically do not require a real estate broker's license. While these roles may involve interactions related to property transactions, they do not meet the specific criteria for activities defined as real estate brokerage. Additionally, purchasing easements as an employee of a utility company is more a function of the employee's role in that company rather than an activity performed as a broker; thus, it does not necessitate a real estate broker's license. In summary, earning a fee for referring a buyer falls directly under the requirements for licensure, emphasizing the importance of being licensed for any activity that implicates real estate brokerage.

### 3. What is the purpose of the Illinois Department of Financial and Professional Regulation (DFPR)?

- A. To regulate and oversee licensed professionals in Illinois, including real estate brokers**
- B. To provide legal advice to consumers in real estate transactions**
- C. To offer financial assistance for homebuyers in Illinois**
- D. To evaluate property taxes for real estate**

The purpose of the Illinois Department of Financial and Professional Regulation (DFPR) is to regulate and oversee licensed professionals in various fields within the state, including real estate brokers. This regulatory body is responsible for ensuring compliance with state laws and regulations, protecting consumers, and maintaining the integrity of professional practices. By overseeing the licensing process, enforcing ethical standards, and addressing complaints against licensed professionals, the DFPR plays a vital role in fostering a fair and organized marketplace in Illinois. In contrast, providing legal advice to consumers, offering financial assistance for homebuyers, and evaluating property taxes fall outside the primary responsibilities of the DFPR. These functions are typically handled by other agencies or organizations that specialize in legal services, housing finance, and taxation.

### 4. Can a licensee sponsored by one brokerage work for a property management company at the same time?

- A. Yes, if the company allows it**
- B. No, a licensee may have only one sponsoring broker at a time**
- C. Yes, if they have written permission from both sponsors**
- D. No, unless they are working solely under one broker's guidance**

A licensee can only have one sponsoring broker at a time due to the regulations governing real estate practice in Illinois. This structure is designed to ensure that all real estate activities a licensee engages in are under the oversight of a single brokerage entity, which maintains a clear line of accountability and governance. When a licensee is sponsored by a brokerage, that brokerage has a legal and fiduciary responsibility for the actions of the licensee. Working for a property management company simultaneously would create a conflict of interest and complicate the responsibilities of managing transactions and client relationships under different sponsors. In Illinois, the law requires that to keep a consistent standard across the industry, licensees must only conduct activities under the authority of a single sponsoring broker. This rule helps ensure compliance with ethical standards and local regulations, preserving the integrity of the real estate profession. While variations in practice may occur outside of Illinois or under different circumstances, the law specifically states that a licensee may hold only one brokerage sponsorship at any given time within the state.

## 5. What does "brokerage" refer to in real estate?

**A. A business entity responsible for bringing together buyers and sellers in real estate transactions**

**B. A process of evaluating properties**

**C. A classification of real estate properties**

**D. A type of mortgage special for brokers**

"Brokerage" in real estate specifically refers to a business entity that facilitates transactions between buyers and sellers. It encompasses the activities of licensed real estate professionals who work to connect clients, promoting properties and negotiating terms of sales. This role is crucial in real estate as brokers have the necessary expertise and legal authority to handle transactions, ensuring that both parties adhere to relevant laws and regulations. The other choices do not align with the definition of brokerage. Evaluating properties relates more to appraisal processes and property assessments, while classification of real estate properties pertains to zoning and property types, rather than the business of conducting transactions. A type of mortgage special for brokers would fall under financing terms, not under the concept of brokerage itself. Therefore, the definition of brokerage as a business entity accurately reflects its role and functions within the real estate industry.

## 6. Can a licensee act on behalf of both a lessor and a lessee in Illinois?

**A. Yes, if the licensee has the approval of the sponsoring broker**

**B. Yes, if the licensee has the informed written consent of all parties involved**

**C. No, because Illinois is a designated agency state**

**D. No, because the Illinois Real Estate License Law prohibits such an arrangement**

The correct answer is that a licensee can act on behalf of both a lessor and a lessee in Illinois if they have the informed written consent of all parties involved. This is based on the principles of dual agency, where a licensee represents both parties in a transaction. The requirement for informed written consent ensures that all parties are fully aware of the arrangement and agree to it, thus maintaining transparency and protecting the interests of both the lessor and lessee. Informed consent is crucial because it mitigates potential conflicts of interest and helps maintain trust in the agency relationship. Without obtaining this consent, the licensee could face ethical and legal issues, as dual agency can lead to situations where the licensee's ability to advocate for either party is compromised. The other choices highlight different aspects of agency laws and the role of brokers, but they do not accurately reflect the necessary conditions under which a licensee may represent both sides in a transaction. In Illinois, while it is true that there are specific regulations regarding agency, the key takeaway is that consent from both parties is essential for dual agency to be permissible.

## 7. What does "zoning" entail?

**A. The legislative process of dividing land into zones that dictate how land can be used**

**B. A strategy for marketing real estate**

**C. A method to measure land size**

**D. A financial assessment of property value**

Zoning refers to the legislative process through which a municipality or local government divides land into specific zones, each designed for different types of uses. This division regulates how land can be utilized, including residential, commercial, industrial, and agricultural purposes. By establishing these zones, local governments aim to promote orderly development, protect property values, and ensure compatibility between different land uses. The focus on land use within zoning is crucial, as it helps to prevent conflicts that may arise when incompatible activities are located near one another. For example, zoning laws might restrict heavy industrial operations from being established in a residential area. This process is an essential aspect of urban planning, ensuring that a community develops in a way that meets the needs of its residents while also considering environmental and economic factors.

## 8. In a real estate transaction, which party typically prepares the closing statement?

**A. Buyer**

**B. Seller**

**C. Buyer's attorney**

**D. Listing broker**

In a real estate transaction, the closing statement is typically prepared by the listing broker. This is because the listing broker plays a central role in the transaction process, facilitating communication and coordination between the buyer, seller, and other parties involved, such as attorneys and lenders. The closing statement outlines the financial details of the transaction, including the purchase price, prorated taxes, and any other costs, ensuring all parties have a clear understanding of the financial aspects before the closing. This preparation is part of the broker's duties, which includes ensuring compliance with local regulations and providing clarity to both the buyer and seller about their financial obligations at closing. The listing broker's familiarity with the transaction details and oversight of the process positions them well to create an accurate and comprehensive closing statement that reflects all terms agreed upon during the negotiation.

## 9. What is the maximum duration of an exclusive right-to-sell listing in Illinois?

- A. 30 days
- B. 60 days
- C. 90 days
- D. 120 days**

In Illinois, the maximum duration for an exclusive right-to-sell listing agreement is typically established at 120 days. This duration is designed to provide sufficient time for real estate agents to market the property effectively while also being flexible enough to allow sellers to make necessary adjustments should they need to change agents or listings. This timeframe is set to ensure that both sellers and agents have a clear and reasonable expectation for the duration of their contractual relationship while maintaining the ability to adapt as the market conditions or personal circumstances change. Having a 120-day limit also encourages real estate professionals to work diligently during this period to secure a sale, ultimately benefiting the seller. Shorter durations, such as 30, 60, or 90 days, might limit the seller's exposure in the market, which is why those options do not align with Illinois regulations. Such a shorter timeframe could hinder the sale process, potentially resulting in insufficient marketing efforts and fewer opportunities to attract buyers.

## 10. What must sellers disclose under the Illinois residential real property disclosure act?

- A. An occupant on the property has aids**
- B. Water blew into an open window during the storm**
- C. The property was a site of a recent murder**
- D. They have occupied the property in the last 12 months**

Under the Illinois Residential Real Property Disclosure Act, sellers are required to disclose various pertinent details about the property they are selling. One of the key obligations is to inform potential buyers of any material defects in the property as well as their occupancy status. The requirement for sellers to disclose that they have occupied the property in the last 12 months serves to provide transparency and insight into the property's history and condition. This disclosure is important because it can affect the perception of the property's livability and may influence the buyer's decision. Understanding the previous usage of the property can alert buyers to potential issues that may arise from occupancy, such as maintenance needs, localized wear and tear, or even evidence of problems like pest infestations that may become apparent with recent use. The other options pertain to circumstances that may not be required disclosures under Illinois law. For instance, while some conditions might be relevant or concerning, they do not fall under the enforceable obligations established by the act regarding the condition and occupancy of the property.

# 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!**

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