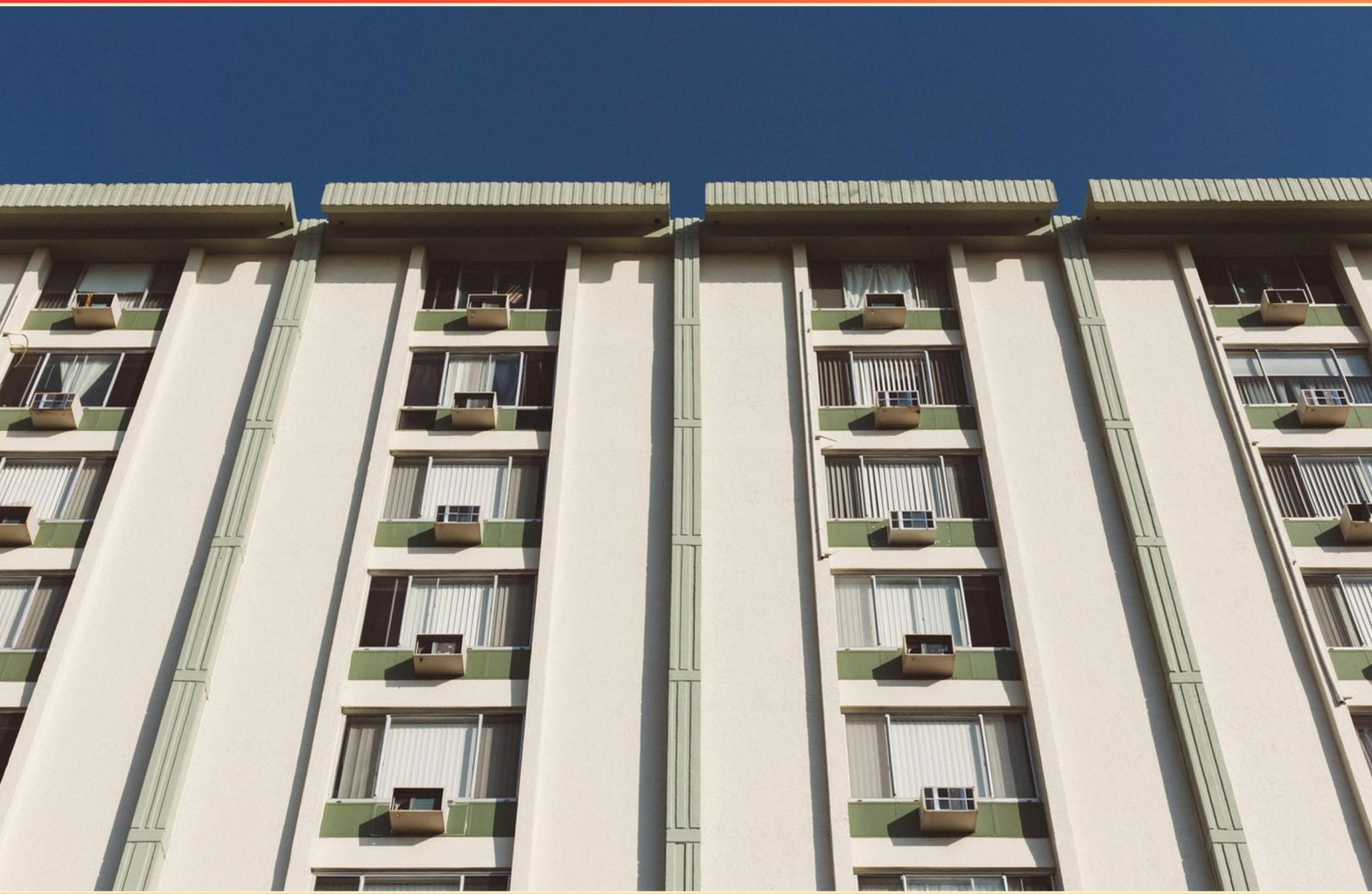


ILLINOIS LEASING AGENT PRACTICE EXAM (SAMPLE)

STUDY GUIDE



**SAMPLE STUDY GUIDE
WITH LIMITED QUESTIONS**

**VISIT US ONLINE FOR
THE FULL VERSION STUDY GUIDE**

<https://illinoisleasingagent.examzify.com>



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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. Using a religious phrase or symbol in an advertisement is considered:**
 - A. Encouraging diversity
 - B. Most likely discriminatory
 - C. Acceptable in all cases
 - D. Promoting community values

- 2. A visually impaired man inquires about renting an apartment and uses an assistant animal. What might he be responsible for regarding the property?**
 - A. Repairs to the unit if the assistance animal or owner damage the property
 - B. Paying a pet deposit as required by the landlord
 - C. Providing extensive vet records for the assistant animal
 - D. Finding alternative accommodation without an assistant animal

- 3. What does the statute of frauds require for certain contracts?**
 - A. They must be verbal agreements
 - B. They must be in writing
 - C. They require third-party witnesses
 - D. They must be notarized

- 4. What is a potential consequence for a landlord who does not provide a written explanation for keeping a security deposit?**
 - A. The tenant may sue for the return of the deposit
 - B. The landlord can face criminal charges
 - C. The lease may be terminated
 - D. The landlord may be fined by the state

- 5. What does the Fair Housing Act of 1960 prohibit discrimination based on?**
 - A. Gender
 - B. Color, religion, national origin
 - C. Age
 - D. Disability only

- 6. When a property manager makes two buildings available to families with children, what practice is being exhibited?**
- A. Selling
 - B. Steering
 - C. Discrimination
 - D. Redlining
- 7. What is the correct statement regarding a \$100 check received by a listing agent from another licensee?**
- A. It is acceptable because the amount is less than \$500
 - B. It is acceptable because the amount is less than \$250
 - C. It is unacceptable because the broker needs to know about this
 - D. It is unacceptable because it is against the license act to receive payment directly from another licensee
- 8. What is the best practice when advertising a property?**
- A. Focus on attracting families
 - B. Highlight the property's features
 - C. Include personal preferences
 - D. Make it appealing to investors
- 9. What is the date associated with the Civil Rights Act?**
- A. 1870
 - B. 1964
 - C. 1866
 - D. 1975
- 10. According to the Statute of Frauds, how must contracts for the sale or lease of real estate be?**
- A. Oral
 - B. In writing
 - C. Notarized
 - D. Signed by witnesses

Answers

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

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Explanations

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1. Using a religious phrase or symbol in an advertisement is considered:

- A. Encouraging diversity
- B. Most likely discriminatory**
- C. Acceptable in all cases
- D. Promoting community values

Using a religious phrase or symbol in an advertisement is considered most likely discriminatory because it can alienate or offend individuals who do not share the same beliefs. This can create a perception of exclusion, whereby the advertisement appeals only to a specific group and disregards others, potentially leading to discrimination claims. In a diverse society and marketplace, it is crucial to ensure that marketing materials are inclusive and do not favor one particular religion over others. While some may argue that using religious elements promotes community values or diversity, this intent may not translate effectively to all audiences. Therefore, advertisers must be cautious about incorporating religious imagery or language, as doing so can inadvertently marginalize those outside of that belief system.

2. A visually impaired man inquires about renting an apartment and uses an assistant animal. What might he be responsible for regarding the property?

- A. Repairs to the unit if the assistance animal or owner damage the property**
- B. Paying a pet deposit as required by the landlord
- C. Providing extensive vet records for the assistant animal
- D. Finding alternative accommodation without an assistant animal

In the scenario presented, the visually impaired man utilizing an assistant animal is indeed likely to be responsible for any repairs to the unit that result from damage caused by either the animal or himself. This principle aligns with the general lease agreements that stipulate tenants must maintain the premises and are responsible for any damages they cause. While service animals are not considered pets under the law, tenants with assistant animals still hold accountability for their actions and the condition of the property. Typically, landlords are required to make reasonable accommodations for individuals with disabilities, such as allowing assistant animals. However, this does not absolve the tenant from the responsibility for damage that might occur in the unit. Therefore, if the assistance animal were to cause damage, the tenant would be on the hook for repairs just as they would be for any other type of damage that is a result of their own actions or those of individuals within their control. On the other hand, pet deposits are not applicable in this scenario since assistant animals are not classified as pets and therefore do not usually require such fees. Providing extensive veterinary records is unnecessary in this context as assistant animals are not subjected to the same requirements as conventional pets. Lastly, finding alternative accommodation without an assistant animal would fundamentally contradict the rights afforded to individuals with

3. What does the statute of frauds require for certain contracts?

- A. They must be verbal agreements
- B. They must be in writing**
- C. They require third-party witnesses
- D. They must be notarized

The statute of frauds mandates that certain types of contracts must be documented in writing to be enforceable. This legal framework is designed to prevent misunderstandings and fraud that could arise from oral agreements, which can be difficult to prove. Specific contracts that are typically required to be written under the statute of frauds include those involving the sale or transfer of real estate, leases that extend beyond one year, and certain agreements to pay someone else's debt. By requiring a written record, the statute also ensures that there is clear evidence of the terms agreed upon, which provides both parties with legal protection. Thus, the necessity for these contracts to be in writing serves a crucial role in safeguarding interests and facilitating fair transactions.

4. What is a potential consequence for a landlord who does not provide a written explanation for keeping a security deposit?

- A. The tenant may sue for the return of the deposit**
- B. The landlord can face criminal charges
- C. The lease may be terminated
- D. The landlord may be fined by the state

When a landlord fails to provide a written explanation for keeping a security deposit after a tenant vacates the property, the tenant retains the right to seek legal recourse. This situation allows the tenant to sue for the return of the deposit, as they may argue that the landlord did not follow the legal requirements set forth in the lease agreement or applicable state laws regarding security deposits. In Illinois, landlords are typically required to notify tenants in writing of any deductions made from their security deposit and provide a detailed explanation for these deductions within a specific timeframe. Failure to do so can significantly weaken the landlord's position when a dispute arises, potentially leading to legal action from the tenant to reclaim their funds. While other possible consequences for a landlord may exist, such as fines or other penalties depending on specific state regulations, the immediate outcome typically centers around the tenant's right to sue for the recovery of their deposit.

5. What does the Fair Housing Act of 1960 prohibit discrimination based on?

- A. Gender
- B. Color, religion, national origin**
- C. Age
- D. Disability only

The Fair Housing Act of 1968, which is part of the Civil Rights Act, prohibits discrimination in housing based on specific characteristics, including color, religion, and national origin. This legislation aims to eliminate housing discrimination and ensure equal access to housing for all individuals, regardless of these characteristics. The act is designed to promote fair and equal housing opportunities, making it illegal for landlords, real estate agents, and others involved in housing to refuse to sell or rent to individuals based on their color, religion, or national origin, among other protected classes. This approach is foundational to fostering inclusivity and diversity within communities. While gender, age, and disability are also important aspects of discrimination, they are covered under different laws or amendments that may not be primarily associated with the Fair Housing Act itself. Gender discrimination is addressed under Title VII of the Civil Rights Act, while age discrimination is generally covered by the Age Discrimination in Employment Act and disability discrimination falls under the Americans with Disabilities Act. Hence, the focus of the Fair Housing Act specifically on color, religion, and national origin is what makes this choice the correct answer.

6. When a property manager makes two buildings available to families with children, what practice is being exhibited?

- A. Selling
- B. Steering**
- C. Discrimination
- D. Redlining

The practice being exhibited when a property manager makes two buildings available to families with children is known as steering. Steering occurs when real estate agents or property managers guide potential tenants or buyers toward or away from certain areas based on characteristics like family status, race, or other protected classes. In this context, by only making two buildings available to families with children, the property manager is influencing where families can reside based on their familial status, which can perpetuate segregation and inequality in housing options. In the realm of fair housing laws, such behavior is not permissible, as it can limit access to housing based on family status and is considered discriminatory. This practice violates the Fair Housing Act, which is designed to prevent discrimination in housing based on factors such as familial status, and aims to ensure that families with children have equal access to housing opportunities.

7. What is the correct statement regarding a \$100 check received by a listing agent from another licensee?

- A. It is acceptable because the amount is less than \$500
- B. It is acceptable because the amount is less than \$250
- C. It is unacceptable because the broker needs to know about this
- D. It is unacceptable because it is against the license act to receive payment directly from another licensee**

The understanding that a listing agent should not receive any direct payment from another licensee is grounded in the regulations set forth in the Illinois Real Estate License Act. This act is designed to ensure that all financial transactions related to real estate are conducted transparently and through the appropriate channels, typically the broker. When a listing agent receives a check directly from another licensee, it raises concerns regarding compliance with these regulatory guidelines. Such actions could lead to conflicts of interest or lack of accountability and could violate the provisions of the act that require payment to be handled through their licensed broker. Therefore, direct payments between licensees are generally deemed unacceptable to maintain proper oversight and ethical standards in real estate transactions. The other options suggest scenarios where receiving a payment might be seen as acceptable based on the amount. However, the regulatory framework does not allow for any exceptions based on the payment amount, reinforcing the principle that all financial dealings must adhere strictly to the established protocols. This protects both the agents and their clients by ensuring that all funds are properly accounted for and that all parties are operating within the legal guidelines set for the real estate profession.

8. What is the best practice when advertising a property?

- A. Focus on attracting families
- B. Highlight the property's features**
- C. Include personal preferences
- D. Make it appealing to investors

Highlighting the property's features is essential in advertising because it provides potential tenants with a clear understanding of what the property offers. This includes details such as the size of the rooms, the quality of appliances, outdoor space, and any unique selling points that set the property apart from others in the market. When advertisers emphasize these attributes, they can attract the right audience who is specifically looking for those features. For example, a newly renovated kitchen or a location close to public transportation can be significant deciding factors for prospective tenants. Clear, attractive advertisements that showcase these elements tend to generate more interest and inquiries, ultimately leading to quicker leasing opportunities. Other options may not effectively serve the broader audience. While attracting families could be useful in certain contexts, focusing solely on one demographic can limit the reach. Including personal preferences is often irrelevant to prospective tenants and can even detract from the essential information they need. Making it appealing to investors might cater to a niche market but doesn't directly address the needs of potential renters, which is far more critical in leasing scenarios.

9. What is the date associated with the Civil Rights Act?

- A. 1870
- B. 1964**
- C. 1866
- D. 1975

The Civil Rights Act that is most widely recognized and associated with significant advances in civil rights is the one enacted in 1964. This landmark legislation aimed to eliminate discrimination based on race, color, religion, sex, or national origin, and it played a crucial role in the civil rights movement in the United States. The earlier acts from 1866 and 1870 were important in their own right. The Civil Rights Act of 1866 was one of the first laws in the U.S. meant to protect the rights of African Americans post-Civil War, specifically granting citizenship and equal protection under the law. However, the 1964 Civil Rights Act had a broader impact, establishing protections against discrimination in various domains, including employment and education, and laying the groundwork for future civil rights legislation. The Civil Rights Act of 1975 further built on previous civil rights reforms, focusing primarily on reducing discrimination against women in education. However, it is the 1964 Act that stands out as the most pivotal in the context of civil rights in America. Therefore, recognizing the significance and the comprehensive nature of the 1964 Civil Rights Act is crucial for understanding the historical framework of civil rights legislation in the United States.

10. According to the Statute of Frauds, how must contracts for the sale or lease of real estate be?

- A. Oral
- B. In writing**
- C. Notarized
- D. Signed by witnesses

Contracts for the sale or lease of real estate must be in writing to be enforceable under the Statute of Frauds. This legal principle is designed to prevent fraudulent claims and misunderstandings regarding such agreements by providing a clear record that can be referenced if disputes arise. A written contract must contain essential terms such as the identities of the parties involved, a description of the property, and the terms of the lease or sale. While oral agreements might be valid in some contexts, they do not hold up under the requirements of the Statute of Frauds for real estate transactions, which emphasize the importance of written documentation in this area of law. Notarization and witness signatures can add layers of validation and protection, but they are not required for the contract to meet the basic criteria laid out by the Statute of Frauds.

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://illinoisleasingagent.examzify.com>

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

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