

# NORTH CAROLINA 75-HOUR BROKER COURSE PRACTICE TEST (SAMPLE)

**STUDY GUIDE**



**SAMPLE STUDY GUIDE  
WITH LIMITED QUESTIONS**

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

<https://nc75hrbroker.examzify.com>



**Copyright © 2026 by Examzify - A Kaluba Technologies Inc. product.**

**ALL RIGHTS RESERVED.**

No part of this book may be reproduced or transferred in any form or by any means, graphic, electronic, or mechanical, including photocopying, recording, web distribution, taping, or by any information storage retrieval system, without the written permission of the author.

Notice: Examzify makes every reasonable effort to obtain accurate, complete, and timely information about this product from reliable sources.

SAMPLE

# Table of Contents

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

SAMPLE

# 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

SAMPLE

- 1. What must a broker do when they receive an offer that is not accepted?**
  - A. Reject the offer permanently
  - B. Return the offer to the prospective buyer
  - C. Negotiate further with the buyer
  - D. File the offer for future reference
- 2. What is the appropriate response to a buyer insisting on property showings only in certain neighborhoods against fair housing laws?**
  - A. Include at least one showing in a black neighborhood
  - B. Request a signed agreement to protect from fair housing violations
  - C. Terminate the agreement if they're unyielding
  - D. Keep the request off the record and comply
- 3. What would the monthly rate be if annual taxes are \$750? Round to the nearest cent.**
  - A. \$125.00
  - B. \$14.42
  - C. \$62.50
  - D. \$75.00
- 4. In North Carolina, how long must real estate records be retained by the broker?**
  - A. 1 year
  - B. 2 years
  - C. 3 years
  - D. 4 years
- 5. What does the term "material fact" mean in real estate?**
  - A. Any fact that could influence a buyer's decision to purchase a property
  - B. A fact that is irrelevant to the buyer's decision
  - C. A detail that only affects the seller
  - D. A consideration that is only important during negotiation

- 6. Under which circumstance might a lender require private mortgage insurance?**
- A. When the borrower is able to put at least 25% down on a conventional loan.
  - B. When the borrower is applying for a Federal Housing Administration mortgage.
  - C. When the borrower is unable to put at least 20% down on a conventional loan.
  - D. When the borrower wants a lower interest rate.
- 7. Which of the following is a residential dwelling with shared walls?**
- A. Apartment
  - B. Condominium
  - C. Single-family detached home
  - D. Townhome
- 8. What is a legal dual agency arrangement?**
- A. A broker doesn't disclose the buyer's identity to the seller to avoid bias.
  - B. A broker only seeks consent after knowing the seller will accept the buyer's offer.
  - C. A broker represents a seller who is buying a home from his sister.
  - D. A broker's clients give informed written consent for dual representation.
- 9. What does the term "listed property" refer to?**
- A. Property undergoing renovation
  - B. Property that is currently listed for sale with a broker
  - C. Property under foreclosure
  - D. Property sold at auction
- 10. What might happen if a home inspector is not licensed in North Carolina?**
- A. They may still operate freely
  - B. They would face regulatory action and penalties
  - C. They would be allowed to inspect only commercial properties
  - D. They could only perform inspections for personal acquaintances

## **Answers**

SAMPLE

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

SAMPLE

## **Explanations**

SAMPLE

## 1. What must a broker do when they receive an offer that is not accepted?

- A. Reject the offer permanently
- B. Return the offer to the prospective buyer**
- C. Negotiate further with the buyer
- D. File the offer for future reference

*When a broker receives an offer that is not accepted, returning the offer to the prospective buyer is the appropriate action. This approach maintains transparency and professionalism in the transaction process. By returning the offer, the broker communicates to the buyer that their offer was considered but ultimately not accepted, allowing the buyer the opportunity to understand their position and decide whether to submit a new offer or negotiate terms if they choose. Returning the offer also ensures that the buyer does not feel left in limbo about their proposal. This act upholds the broker's duty to keep all parties informed and engaged in the negotiation process, which is essential for maintaining trust and strong relationships in real estate transactions. It allows for open communication between the buyer and broker. The other options would not align with standard practices in real estate transactions. For instance, permanently rejecting the offer does not provide the buyer with the option to revise or improve their offer. Negotiating further with the buyer might not be viable if there is no interest from the seller in the terms presented, and filing the offer for future reference could be seen as neglecting the buyer's wishes and failing to communicate effectively.*

## 2. What is the appropriate response to a buyer insisting on property showings only in certain neighborhoods against fair housing laws?

- A. Include at least one showing in a black neighborhood
- B. Request a signed agreement to protect from fair housing violations
- C. Terminate the agreement if they're unyielding**
- D. Keep the request off the record and comply

*The appropriate response to a buyer insisting on showings only in certain neighborhoods, which violates fair housing laws, is to terminate the agreement if they're unyielding. Fair housing laws are designed to prevent discrimination in housing-related transactions based on race, color, religion, sex, national origin, disability, and familial status. When a buyer demonstrates an insistence on only viewing properties in specific neighborhoods due to discriminatory reasons, it is the responsibility of the real estate professional to uphold fair housing standards. By choosing to terminate the agreement, the agent acts in compliance with legal obligations, demonstrating a commitment to fairness and equality in housing. Maintaining professional integrity and adhering to the laws is crucial in real estate practice. Continuing the relationship under such terms could implicate the agent in discriminatory practices, leading to legal consequences. Other options may involve actions that could be perceived as ignoring or circumventing fair housing laws, which isn't advisable. It's essential for real estate professionals to navigate these situations with a firm adherence to ethical and legal standards.*

**3. What would the monthly rate be if annual taxes are \$750? Round to the nearest cent.**

- A. \$125.00
- B. \$14.42
- C. \$62.50**
- D. \$75.00

*To determine the monthly rate from annual taxes of \$750, you need to divide the total annual amount by 12, since there are 12 months in a year. Calculating it gives:  $\$750 \text{ (annual taxes)} \div 12 \text{ (months)} = \$62.50$ . This calculation shows the amount of taxes that needs to be paid on a monthly basis, which is what the question is asking for. Rounding is not necessary here since the calculation results in a whole number. Therefore, the monthly rate is indeed \$62.50. This figure accurately reflects the monthly burden of the annual tax, making it the correct choice in the context of the question.*

**4. In North Carolina, how long must real estate records be retained by the broker?**

- A. 1 year
- B. 2 years
- C. 3 years**
- D. 4 years

*In North Carolina, the retention period for real estate transaction records mandated for brokers is three years. This requirement aligns with the state's regulations, which emphasize the importance of maintaining thorough records for the duration of this time frame. Brokers must keep documentation such as contracts, closing statements, and any correspondence concerning transactions to ensure compliance with legal and regulatory standards. Retaining records for three years helps protect brokers and their clients, providing necessary documentation in case of disputes or legal inquiries that may arise after a transaction concludes. By adhering to this retention period, brokers can demonstrate accountability and transparency in their business practices.*

**5. What does the term "material fact" mean in real estate?**

- A. Any fact that could influence a buyer's decision to purchase a property**
- B. A fact that is irrelevant to the buyer's decision
- C. A detail that only affects the seller
- D. A consideration that is only important during negotiation

*The term "material fact" in real estate refers to any fact that could influence a buyer's decision to purchase a property. This concept is crucial because it recognizes that certain information is fundamentally important to a buyer's evaluation and ultimate decision-making process regarding a property purchase. Material facts can include elements such as the condition of the property, zoning issues, neighborhood crime rates, or anything else that could significantly impact the buyer's perception of value or desirability. The identification of material facts is essential for both sellers and agents, as failure to disclose such facts can lead to legal implications, including potential lawsuits for misrepresentation or fraud. Therefore, understanding what constitutes a material fact helps ensure that all parties are fully informed and can engage in a fair transaction. In contrast, details that do not influence a buyer's decision are not considered material facts. These could be specific preferences or minutiae that do not affect the value or operation of the property, making them irrelevant to the buyer's choices. Additionally, considerations that only impact the seller or are only significant in negotiation do not align with the definition of material facts, which are fundamentally about the buyer's perspective and interest in the property.*

**6. Under which circumstance might a lender require private mortgage insurance?**

- A. When the borrower is able to put at least 25% down on a conventional loan.
- B. When the borrower is applying for a Federal Housing Administration mortgage.

C. When the borrower is unable to put at least 20% down on a conventional loan.

- D. When the borrower wants a lower interest rate.

*A lender typically requires private mortgage insurance (PMI) when the borrower is unable to provide a down payment of at least 20% on a conventional loan. This requirement exists because a smaller down payment increases the lender's risk; if the borrower defaults on the mortgage, there is less equity in the home to recover losses. PMI mitigates this risk by providing the lender with insurance coverage in case the borrower fails to repay the loan, effectively protecting the lender's financial interest. In contrast, a down payment of 25% or more significantly reduces the lender's risk and typically eliminates the need for PMI. A Federal Housing Administration (FHA) mortgage has its own insurance requirements, which differ from conventional loans and do not involve private mortgage insurance. Additionally, wanting a lower interest rate does not directly correlate with PMI requirements, as PMI is specifically related to the size of the down payment rather than the interest rate on the loan.*

**7. Which of the following is a residential dwelling with shared walls?**

- A. Apartment
- B. Condominium
- C. Single-family detached home

D. Townhome

*A townhome, or townhouse, is defined as a residential dwelling that shares walls with one or more neighboring units. This architectural style typically involves a series of homes that are attached in a row, where each homeowner owns their individual unit while sharing common walls. The design allows for denser housing, which can make townhomes a popular choice in urban or suburban settings where space is limited. In contrast, an apartment refers to a rented residential unit within a larger building. While apartments may also involve shared walls, the emphasis is more on the rental aspect and the overall structure than on the ownership that characterizes townhomes. A condominium (condo) is a similar concept in that it can involve shared walls; however, it is primarily defined by the ownership structure where units are individually owned but common areas are shared. A single-family detached home stands out as a standalone structure that does not share walls with any adjacent dwelling, which distinguishes it significantly from townhomes. Understanding these distinctions is crucial for real estate professionals, as they impact the types of listings and marketing strategies used for different property types.*

## 8. What is a legal dual agency arrangement?

- A. A broker doesn't disclose the buyer's identity to the seller to avoid bias.
- B. A broker only seeks consent after knowing the seller will accept the buyer's offer.
- C. A broker represents a seller who is buying a home from his sister.
- D. A broker's clients give informed written consent for dual representation.**

*A legal dual agency arrangement occurs when a broker represents both the buyer and the seller in the same transaction. In this scenario, informed written consent from both parties is essential. This consent ensures that both the buyer and the seller are fully aware that the broker has a relationship with both sides and is aware of the potential conflicts of interest that may arise. It provides legal protection for the broker and establishes transparency in the transaction. The other options do not adequately represent the requirements of a legal dual agency. For instance, not disclosing the buyer's identity to avoid bias does not address the need for consent or the ethical considerations involved in dual agency. Seeking consent only after learning that a buyer's offer will be accepted undermines the process of obtaining informed consent, since it does not ensure that both parties have agreed to the dual representation from the outset. Lastly, representing a seller who is buying a home from a relative does not inherently create a dual agency situation unless the broker also represents the buyer; thus, it does not fulfill the criteria for a legal dual agency arrangement.*

## 9. What does the term "listed property" refer to?

- A. Property undergoing renovation
- B. Property that is currently listed for sale with a broker**
- C. Property under foreclosure
- D. Property sold at auction

*The term "listed property" refers to property that is currently listed for sale with a broker. This means that the seller has entered into a listing agreement with a real estate broker, allowing the broker to market and sell the property on their behalf. The listing indicates that the property is officially on the market and available for prospective buyers to view and purchase. In real estate, being listed is a crucial step, as it provides the property with visibility and exposes it to a larger audience through various marketing channels, including Multiple Listing Services (MLS), online listings, and open houses. This is a key component of the selling process, distinguishing properties that are actively for sale from those that are not. Other options, such as undergoing renovation, are not related to the active selling status of the property, while properties in foreclosure and those sold at auction pertain to different legal and financial contexts rather than the status of being actively marketed for sale through a brokerage.*

**10. What might happen if a home inspector is not licensed in North Carolina?**

- A. They may still operate freely
- B. They would face regulatory action and penalties**
- C. They would be allowed to inspect only commercial properties
- D. They could only perform inspections for personal acquaintances

*A home inspector in North Carolina must be licensed to ensure they meet specific standards of education and competency in the field. If an inspector operates without a license, they would face regulatory action and penalties from the North Carolina Home Inspector Licensure Board. This includes potential fines, suspension, or revocation of their ability to perform inspections legally. Licensing serves to protect consumers by ensuring that home inspectors have the necessary knowledge to conduct thorough and accurate inspections, identify problems, and provide reliable reports. Operating without a license undermines the integrity of the profession and can lead to serious consequences for both the inspector and the clients they serve. While other scenarios suggest different limitations on the activities of unlicensed inspectors, none provide the legal and regulatory framework that applies to home inspectors in North Carolina. The significant emphasis on licensing reinforces the commitment to consumer protection and industry standards, highlighting the importance of having qualified professionals in real estate transactions.*

SAMPLE

## 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://nc75hrbroker.examzify.com>

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

SAMPLE