

Tampa Real Estate Post Licensing Practice Test (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. What financial adjustment is made to the seller at closing?**
 - A. Debit seller for the full amount of taxes**
 - B. Credit seller for the entire tax amount**
 - C. Debit seller and credit seller half the tax amount**
 - D. Debit seller and credit seller for any excess**

- 2. What is the total proration amount on the closing statement?**
 - A. Debit seller, credit seller \$2,378.58**
 - B. Debit buyer, credit seller \$2,378.58**
 - C. Debit buyer, credit buyer \$2,378.58**
 - D. Debit seller, credit buyer \$2,378.58**

- 3. Is the do not call registry an allowed resource to find new prospects?**
 - A. Yes**
 - B. No**
 - C. Only for business calls**
 - D. Only for charitable calls**

- 4. What is the function of a property appraisal?**
 - A. To estimate the potential rental income**
 - B. To provide an opinion of the property's market value**
 - C. To ensure compliance with safety regulations**
 - D. To determine the seller's asking price**

- 5. What is one key benefit of a competitive listing price?**
 - A. It guarantees a profit for the seller.**
 - B. It can lead to multiple offers on the property.**
 - C. It often results in a lower commission for the agent.**
 - D. It ensures the property is sold within one month.**

6. Which is a common challenge sales associates face in property sales?

- A. Communicating with clients**
- B. Managing time effectively**
- C. Understanding market trends**
- D. All of the above**

7. Who does the day of closing belong to, according to the terms provided?

- A. Buyer**
- B. Seller**
- C. Escrow agent**
- D. Real estate agent**

8. When a sales associate smiles and nods during a conversation, this technique is known as?

- A. Matching**
- B. Empathizing**
- C. Agreeing**
- D. Complimenting**

9. What does it mean when it's stated "the day of closing belongs to the buyer"?

- A. The buyer is responsible for taxes from that day forward**
- B. The seller remains responsible for taxes**
- C. It is the last day of the seller's ownership**
- D. Both the buyer and seller share responsibility for taxes**

10. If a sale and purchase contract lists personal property with separate values, is sales tax due on those items?

- A. No, personal property is exempt**
- B. Yes, sales tax would be due on the items**
- C. Only if specified in the contract**
- D. Only if the buyer requests it**

Answers

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

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Explanations

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1. What financial adjustment is made to the seller at closing?

- A. Debit seller for the full amount of taxes**
- B. Credit seller for the entire tax amount**
- C. Debit seller and credit seller half the tax amount**
- D. Debit seller and credit seller for any excess**

At closing, the financial adjustments made to the seller regarding property taxes typically involve a debit for the amount of property taxes that have accrued up until the closing date. This is because the seller is responsible for property taxes incurred during their ownership up to the point the property is sold. Thus, the seller is debited for the full amount of taxes owed for the current tax period. While buyers usually credit the seller for the portion of taxes that will be paid after closing, the seller's total tax liability until the closing date is debited from their proceeds. This process ensures that all financial obligations for property taxes are settled appropriately before the transaction is finalized. Other options indicate actions that do not align with the actual practices at closing. For instance, stating that the seller would be credited for the entire amount is misleading, as the seller would only receive credit for the amount they are owed after closing, not before.

2. What is the total proration amount on the closing statement?

- A. Debit seller, credit seller \$2,378.58**
- B. Debit buyer, credit seller \$2,378.58**
- C. Debit buyer, credit buyer \$2,378.58**
- D. Debit seller, credit buyer \$2,378.58**

The correct answer is a debit to the seller and a credit to the seller, which suggests that the total proration amount reflects the seller's financial responsibility towards certain costs or fees that need to be accounted for at closing. In real estate transactions, proration refers to the division of expenses and income between the buyer and seller based on the closing date. Various costs such as property taxes, homeowner association fees, or rent may need to be adjusted accordingly. When an amount is debited to the seller, it indicates that this amount is being deducted from the seller's proceeds of the sale, which they are responsible for, up until the date of closing. Having a corresponding credit to the seller means that this amount is acknowledged in the closing statement as a reduction in their net proceeds, which is a common practice in real estate to ensure all parties are accurately reflecting their financial obligations. Therefore, accurately identifying the proration is crucial, as it affects how much the seller ultimately receives from the closing and ensures that they are accountable for expenses up to that point. It is essential for real estate professionals to properly calculate these prorations to facilitate a smooth closing process and avoid disputes.

3. Is the do not call registry an allowed resource to find new prospects?

- A. Yes
- B. No**
- C. Only for business calls
- D. Only for charitable calls

The do not call registry serves as a crucial consumer protection mechanism to prevent unwanted telemarketing calls. When individuals register their phone numbers on this list, they indicate their desire not to be contacted for promotional purposes. As a real estate professional, using the do not call registry to find new prospects would violate these regulations, as you would be attempting to contact individuals who have explicitly opted out of receiving such communications. Therefore, the do not call registry is not an appropriate resource for identifying new prospects in real estate transactions. In this context, the other options suggest scenarios where contacting individuals might be permissible, but the foundational principle remains that respecting the wishes of consumers on the do not call list is paramount. Engaging with potential clients through legitimate avenues that do not infringe on their privacy is essential for maintaining ethical standards in the real estate industry.

4. What is the function of a property appraisal?

- A. To estimate the potential rental income
- B. To provide an opinion of the property's market value**
- C. To ensure compliance with safety regulations
- D. To determine the seller's asking price

The primary function of a property appraisal is to provide an opinion of the property's market value. Appraisals are conducted by certified professionals who assess various factors, including the property's condition, location, comparable sales, and market trends. This comprehensive evaluation results in a valuation that reflects what the property is worth in the current market. While estimating potential rental income, ensuring compliance with safety regulations, and determining the seller's asking price may all be important aspects of real estate transactions, they are not the central purpose of a property appraisal. The appraisal's focus is distinctly on market value, which is essential for various uses, such as financing, tax assessments, or determining sale prices. This understanding is crucial for real estate professionals when advising clients on pricing, financing options, and investment decisions.

5. What is one key benefit of a competitive listing price?

- A. It guarantees a profit for the seller.
- B. It can lead to multiple offers on the property.**
- C. It often results in a lower commission for the agent.
- D. It ensures the property is sold within one month.

A competitive listing price is significant because it attracts a wider pool of potential buyers, which can lead to multiple offers on the property. When a home is priced appropriately according to market conditions, comparable properties, and buyer demand, it draws interest from buyers who are actively searching in that price range. This heightened interest can create a sense of urgency among potential buyers, encouraging them to make offers quickly, often leading to bidding wars. Such competition can ultimately push the final sale price above the listing price, benefiting the seller. The other options do not accurately reflect the nature of a competitive listing price. While sellers hope to achieve a profit, pricing alone cannot guarantee one, as market variability and home condition also play critical roles. Furthermore, competitive pricing does not naturally result in lower commissions for agents, which are typically agreed upon separately. Lastly, there is no certainty that a home will sell within a specific timeframe like one month, as many factors influence the sales process, including market dynamics and property presentation.

6. Which is a common challenge sales associates face in property sales?

- A. Communicating with clients
- B. Managing time effectively
- C. Understanding market trends
- D. All of the above**

In the field of property sales, sales associates encounter a variety of challenges that can impact their success. The correct answer highlights that all the listed factors—communicating with clients, managing time effectively, and understanding market trends—are indeed common challenges. Communicating with clients is crucial for sales associates, as they must convey information clearly, listen to clients' needs, and build trust. Miscommunication can lead to misunderstandings and potentially lost sales. Time management is another significant challenge, involving the balancing of multiple tasks such as client meetings, property showings, and paperwork. Ineffective time management can result in missed opportunities and a decrease in productivity. Understanding market trends is essential for making informed decisions and providing clients with accurate advice. Sales associates must stay updated on market conditions to appropriately price properties, identify investment opportunities, and advise clients on the best timing for buying or selling. Overall, a successful sales associate must navigate these challenges simultaneously, making the combined nature of these difficulties a critical aspect of their role in the real estate industry. Therefore, recognizing that all these areas are interrelated challenges solidifies the answer as correct.

7. Who does the day of closing belong to, according to the terms provided?

- A. Buyer**
- B. Seller**
- C. Escrow agent**
- D. Real estate agent**

The day of closing primarily belongs to the buyer because it is the date when the buyer officially takes ownership of the property. On this day, the buyer completes the payment for the property and the transfer of title is finalized, marking the conclusion of the transaction. This day is significant as it symbolizes the culmination of the buyer's efforts in purchasing a home, including securing financing, conducting inspections, and negotiating terms. The roles of the seller, escrow agent, and real estate agent are crucial leading up to closing, but the closing day itself is particularly focused on the buyer. The seller's role culminates in the transfer of ownership, while the escrow agent ensures that all conditions of the sale are satisfied before finalizing the closing. The real estate agent facilitates the process but does not hold ownership or claim related to the closing day. Thus, all elements align with the buyer's interests and rights on this day.

8. When a sales associate smiles and nods during a conversation, this technique is known as?

- A. Matching**
- B. Empathizing**
- C. Agreeing**
- D. Complimenting**

The technique described, where a sales associate smiles and nods during a conversation, is known as matching. This involves mirroring the body language, facial expressions, and emotional cues of the person with whom one is interacting. By doing so, the sales associate creates a sense of rapport and connection, making the other person feel more comfortable and understood. This non-verbal communication fosters a positive interaction, which is crucial in building trust in a sales relationship. In the context of sales, matching goes beyond just physical gestures; it also includes vocal tone and speech patterns. This approach can enhance communication effectiveness, as people tend to respond more favorably to those they perceive as similar to themselves or who understand their feelings and perspectives.

9. What does it mean when it's stated "the day of closing belongs to the buyer"?

- A. The buyer is responsible for taxes from that day forward**
- B. The seller remains responsible for taxes**
- C. It is the last day of the seller's ownership**
- D. Both the buyer and seller share responsibility for taxes**

When it is stated, "the day of closing belongs to the buyer," it primarily emphasizes that from the moment the closing transaction is finalized, the buyer takes ownership of the property. As a result, the buyer becomes responsible for property taxes from that day onward. This means that any tax assessments or obligations attached to the property after the closing date will fall under the buyer's responsibility. Ownership transfer at closing signifies that the seller has fully relinquished their rights to the property, and all associated financial responsibilities, such as property taxes, are now the buyer's. This concept is foundational in real estate transactions and clarifies expectations for both parties involved during the closing process. The determination of tax responsibility aligns with common practice in property transactions where ownership indicates financial liability moving forward. The other choices do not fully capture the implications of the day of closing. The seller's ownership ceases, but they are not publicly held responsible for taxes after that date, and shared responsibilities would typically not apply unless otherwise stipulated in a specific agreement.

10. If a sale and purchase contract lists personal property with separate values, is sales tax due on those items?

- A. No, personal property is exempt**
- B. Yes, sales tax would be due on the items**
- C. Only if specified in the contract**
- D. Only if the buyer requests it**

When a sale and purchase contract includes personal property with separate values, sales tax is indeed due on those items. This is because personal property, distinct from real estate, typically falls under the category of taxable goods in many jurisdictions. The listing of these items with specified values indicates that they are being sold as part of the transaction, which triggers the need for sales tax to be applied to those items. Sales tax is assessed based on the sale of tangible personal property, so when these items are included in a real estate transaction, their separate valuation sets the groundwork for calculating the applicable tax. This obligation is standard practice to ensure compliance with tax laws regarding the sale of personal property, regardless of whether it is explicitly requested by the buyer or included in the contract.

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://tamparealestate.examzify.com>

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

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