

32ND EDITION

FLORIDA REAL ESTATE

Exam Manual for Sales Associates and Brokers

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FLASH CARD
CD-ROM INCLUDED

Dearborn[™]
Real Estate Education

Exam Manual for Sales Associates and Brokers, 32ND EDITION

Florida Real Estate Exam Manual for Sales Associates and Brokers is the most comprehensive study tool available in the state for both **sales associate students** and **broker exam candidates** preparing for their license exams. Updated annually to include the latest developments in Florida real estate laws and practice, the 32nd edition features the following study aids:

- The Key Point Reviews are now cross referenced to *Florida Real Estate Principles, Practices & Law* and *Florida Real Estate Broker's Guide*. These references help students identify and locate specific chapters for additional review.
- The Sample Exam questions include corresponding chapter references to *Florida Real Estate Principles, Practices & Law* and to the broker textbook, *Florida Real Estate Broker's Guide*.
- More than 600 questions offer sales associate students and broker exam candidates the opportunity to test their knowledge and memory of essential terms, practices, and laws.
- Two 100-question exams closely parallel the state exam's format and content.
- Key Concepts and Key Terms offer a time-saving and straightforward review of essential material in *Florida Real Estate Principles, Practices & Law*.
- Closing statement problem designed exclusively for broker candidates. The problem is similar to the closing statement calculation that broker candidates must complete on their license exam.
- Math problems designed exclusively for broker candidates, who should be proficient in solving *all* of the math problems in this manual—including new investment problems.
- Flash card CD-ROM provides an interactive platform to review key real estate terms.

Build Your Successful Career with
Dearborn™ Real Estate Education

Post-Licensing Education for Real Estate Sales Associates, by George Gaines, Jr., David S. Coleman, and Edward J. O'Donnell

Florida Real Estate Broker's Guide, by Linda L. Crawford and Edward J. O'Donnell

Real Estate Math: What You Need to Know, by George Gaines, Jr., David S. Coleman, and Linda L. Crawford

Fundamentals of Marketing for the Real Estate Professional, by Doris Barrell and Mark Nash

Power Real Estate Letters, by William H. Pivar and Bradley A. Pivar



For the latest updates on
Florida real estate laws and
practices, visit our Web site
at www.dearborn-fla.com.

The *Florida Real Estate Exam Manual for Sales Associates and Brokers* provides a concise, focused approach to preparing for the Florida real estate license exams, and is designed to aid both sales associate students and broker students. You can review key concepts in a relatively short span of time and work through a variety of practice questions. The State of Florida does *not* use national real estate exams. The license exams are developed by the Bureau of Education and Testing within the Florida Department of Business and Professional Regulation. The material in this book is specifically designed to prepare you for Florida's license exams.

The Key Point Reviews contain the most important concepts explained in the textbook, *Florida Real Estate Principles, Practices & Law (PP&L)*, and will reinforce the information learned in the sales associate course. Sales associate *and* broker candidates are tested on material from the sales associate prelicense course so it is important to study this material to prepare for the license exam.

It may seem a little odd that the Key Point Reviews are not in numerical order. Instead, we have grouped the chapters by topics: real estate law; Florida real estate license law; general real estate law; and real estate principles and practices. The chapters listed in the Contents refer to the chapters of *PP&L*. Because a good portion of the state exam concerns Florida license law, we have grouped these chapters together to make exam preparation easier.

This edition has been revised to further assist broker candidates with preparing for the broker license exam. The sample exam questions (starting on page 109) indicate the chapter in the sales associate textbook, *PP&L*, that corresponds to the sample questions. We have also included the corresponding chapters in the broker textbook, *Florida Real Estate Broker's Guide*. If there is a set of questions that are particularly troubling for you, refer to the corresponding chapters in *PP&L* and the *Broker's Guide* for additional study. This edition also features math problems exclusively designed for broker candidates. Broker candidates should be proficient in solving *all* of these math problems, including the investment problems that follow the general math problems.

SUCCESSFUL EXAM-TAKING STRATEGIES

This section of the book lays out a strategy for answering multiple-choice questions. You need a proven strategy (or plan) for taking and passing the exam on the first try. Part of a successful strategy is learning how to become "test wise." It also involves understanding a test writer's objectives. If you understand how questions are constructed and are familiar with the subjects that are tested, you are well on your way to reaching your goal on exam day.

KEY POINT REVIEWS

The key point reviews are a no-nonsense approach to reviewing the most important concepts in *PP&L*. The key point reviews are organized into two parts. The first part covers Florida real estate license law and general real estate law (chapters 2, 3, 4, 5, 6, 7, 8, 9, 11, and 20). Sales associate candidates *and* broker candidates need to study these chapters carefully to prepare for

The second part of the practice questions section contains real estate principles and practices multiple-choice questions. The principles and practices questions (as well as the law and math questions) are presented in the same chapter sequence as is used in the Key Point Reviews section of the manual.

The third part of this section is made up of math problems. Each math area is represented. A step-by-step math solution is provided for every math calculation! This edition also features math problems exclusively designed for broker candidates. Broker candidates should be proficient in solving all of these math problems, including the broker investment problems on page 157 and practice closing statement on page 159.

Practice Exam 1 and Practice Exam 2 are found in parts four and five of the sample question section. These are 100-question practice exams. The exams have been carefully constructed to match the proportion of principles and practices, license law, and math questions on the state license exam. Every effort has been made to ensure that the practice exams are approximately as difficult as the typical Florida state license exam.

ANSWER KEYS

Answer Keys to ALL of the practice questions appear at the end of this book. The answer keys to the two practice exams are cross-referenced to the appropriate chapter in *PP&L*. This will help you focus on those areas where you need additional review. The answer key explanations and solutions give you immediate feedback on what you answered right and wrong on all test items. In addition, a Math Cross-Reference Key lists the math testing areas by name and chapter number.

Every effort has been made to provide you with a great study tool. But success doesn't come easy. It takes hard work and determination. So pull up a chair and get a cup of coffee or your favorite beverage and get to work. I know you can accomplish your goal!

Best of luck,
Linda L. Crawford
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