

# **Florida Real Estate Broker**

## **Broker Text Book**

**Approved by the Florida Real Estate Commission  
For the Broker Pre-License Course**

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# PREFACE

Florida is growing faster than any state in the country, and the real estate industry is a major participant in that growth. A real estate career in Florida can be very rewarding. And education is the foundation for any success achieved. Studies show that the top real estate agents in Florida hold a broker's license as broker associates. These are individuals that have the desire and drive to take their career to the next level and buyers and sellers recognize this professional dedication.

This book is based on the most current syllabus published by the Florida Real Estate Commission for broker's pre-licensing education. The author, David Collins, practiced real estate on a full-time basis for over twenty years and brings a unique insight to understanding the practical application of real estate brokerage.

The author of this book would like to take this opportunity to thank a number of individuals who were instrumental in the success of this book: James Mitchell, Esq., former Assistant State Attorney General assigned to counsel the Florida Real Estate Commission and the Foundation Advisory Commission, provided invaluable insight and understanding of a complicated business; and the Division of Real Estate, with particular thanks to Jo Ellen Peacock, Education Coordinator, for her assistance and direction with the requirements necessary for the development of this publication.

A Big thanks must also go to Mary Gerlach for her professional review and editing efforts of the text and to Philip Armour for the exceptional design of the cover. Finally, many thanks to the thousands of students who gave their input enabling the author to produce what he believes is an exceptional publication.

The author wishes to express his sincerest hopes for your success in the real estate business. Congratulations for taking the first step towards the furtherance of your real estate career!

David L. Collins  
August 2015

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1 **CHAPTER ONE:**

2 **BECOMING A REAL ESTATE BROKER**



3 **TALK THE TALK**

4 **Florida Resident:** A person who has resided in Florida for at least four months or a person  
5 who is residing in Florida with an intent to remain for at least four months

6 **Group License:** License issued to sales associates and broker associates when there is proof  
7 that ownership or control of various properties is substantially held by the same individual(s)  
8 although the properties are owned in the name of different interlocking or affiliated entities

9 **Involuntary Inactive:** A licensee fails to renew his or her license in a timely manner; also  
10 defines a licensee's status if the employing broker has his or her license suspended or revoked

11 **Licensure:** The process of applying for and receiving a real estate license

12 **Nonresident:** An applicant or licensee who does not reside in Florida

13 **Multiple Licenses:** Permits a broker to be the broker-of-record for more than one brokerage  
14 entity

15 **Mutual Recognition:** Permits a nonresident from a mutual recognition state to obtain an  
16 equivalent Florida real estate license by passing a law only exam

17 **Registration:** Authorization by the Division of Real Estate to place an individual on the register  
18 (record) of officially recognized individuals and businesses

19 **Voluntary Inactive:** When a licensee chooses not to have an active license or when a licensee  
20 files the proper form with the DRE requesting inactive status

21  
22 **AREAS OF CRITICAL CONCERN**

- 23 • Understand broker applicant requirements and situations that could cause an application to be  
24 denied
- 25 • Understand the consequences of failing to disclose a prior conviction
- 26 • Understand post-license and continuing-education requirements for brokers and sales  
27 associates
- 28 • Know that it is unlawful to practice with an expired license and understand the consequences  
29 of renewing a license without actually completing the continuing education requirement
- 30 • Distinguish between licensure and registration
- 31 • Understand the requirements of registering real estate business entities and its officers,  
32 directors, and partners
- 33 • Understand the particulars and requirements of multiple licenses and group licenses
- 34 • Know the rules for change of address, residency, and change of business address
- 35

1 **I. BROKER LICENSURE**

2 A. Broker Requirements: Each prospective licensee must submit to the Department  
3 of Business and Professional Regulation, Division of Real Estate (DRE), a completed  
4 application form, electronic fingerprinting, and appropriate application fee. The application must  
5 be fully completed with all questions answered. Take special care to answer questions  
6 accurately and honestly, especially questions about your personal history, background, and  
7 possible criminal activities.

8  
9 There are certain minimal requirements that must be met by all broker applicants:

- 10
- 11 • Be eighteen years of age or older
  - 12 • Possess a high school diploma or equivalent
  - 13 • Be honest, trustworthy, truthful, of good character, and have a reputation of  
14 dealing fairly with others
  - 15 • Disclose if convicted of a crime or if ever entered a plea of nolo contendere (no  
16 contest)
  - 17 • Disclose if ever declared mentally incompetent
  - 18 • Disclose if ever known by any other name
  - 19 • Disclose if another state has either denied a real estate license application or if  
20 such a license has ever been suspended or revoked
  - 21 • Disclose if a license or registration to practice any regulated profession has ever  
22 been denied
  - 23 • Disclose if the applicant has been found guilty of any practice or conduct that  
24 would have been grounds for suspension or revocation under Florida Real Estate  
25 License Law (F.S. 475)
- 26

27 If discovered by the Department of Business and Professional Regulations, Division of  
28 Real Estate, or the Florida Real Estate Commission that an applicant has deliberately withheld  
29 information about a conviction, his or her application will be denied. If discovered after the  
30 license has been issued, the license may be revoked.

31  
32 Please note that there is no **FLORIDA RESIDENCY** or U.S. citizenship requirement for  
33 an applicant. A non-resident applicant is required to be knowledgeable in Florida real estate  
34 law, statutes, and administrative rules. They must meet all educational and testing  
35 requirements as prescribed by Florida Statute.

36  
37 The DRE has thirty days to review your application and check for errors and omissions.  
38 The DRE has a maximum of ninety days to inform the applicant if the application has been  
39 approved or denied. If the application is denied, the applicant has the right to an administrative  
40 hearing under Florida Statute Chapter 120. If the DRE fails to notify an applicant within ninety  
41 days of receiving a fully-completed application, the application is deemed approved. The  
42 application is valid for two years after receipt by DRE of a fully completed application.

43  
44 B. Education Requirements: Broker applicants must complete the FREC Course  
45 II Broker Pre-License 72-hour course. The FREC Course II may be started after six months of  
46 being an active sales associate under the supervision of one or more brokers. However, the  
47 state examination can only be taken after complying with the 24-month experience requirement.  
48 Florida sales associates must complete the 45-hour post-license education requirement prior to  
49 taking the state broker exam. The broker pre-license course can be taken either through the  
50 internet (distant learning) or in a live classroom setting.

1 The end-of-course examination (as well as the state examination) consists of questions  
2 on management, finance, investment, appraising, real estate law, five questions on math, and 6-  
3 8 questions based on a closing statement. A private computer-based testing company  
4 administers the state exam. Students must pass the end of course exam with a grade of 70%  
5 and pass the state examination with a grade of 75%.

6  
7 Certain individuals are exempt from the requirement to attend a pre-license class.  
8 Those types of individuals include:

- 9  
10 1. College graduates with a four-year degree in real estate  
11 2. Out-of-state brokers applying for a Florida broker license under mutual  
12 recognition procedures.

13  
14 C. **MUTUAL RECOGNITION:** An out-of-state licensed broker in good standing who  
15 resides in any state that Florida has a mutual recognition agreement with may obtain a Florida  
16 broker's license by submitting an approved application and passing a 40-question examination  
17 on Florida real estate law with a passing score of 75% or higher.

18  
19 If the mutual recognition applicant moves to Florida before passing the law test, then the  
20 mutual recognition procedure is no longer available for that applicant. However, the applicant  
21 may obtain a Florida license under normal application and requirement guidelines.

22  
23 Florida has entered into mutual recognition with nine states: Alabama, Georgia,  
24 Mississippi, Nebraska, Tennessee, Arkansas, Indiana, Connecticut, and Oklahoma.

25  
26 D. **Experience Requirement:** In order to qualify for a Florida broker license, the  
27 applicant must have sufficient prior experience. This experience requirement can be satisfied  
28 by working as an active sales associate under the supervision of one or more brokers in any  
29 state or by working as an active broker in another state for twenty-four months during the  
30 preceding five years. Time spent working for an owner-employer does not qualify towards the  
31 experience requirement.

32  
33 The experience requirement for a broker license is also satisfied if the applicant has held  
34 a sales associate's license for at least twenty-four months during the last five years while  
35 employed and paid a salary by a government agency and performing services of real estate.

36  
37 E. **Broker State Exam:** After receiving the end-of-course report for the FREC  
38 Course II (and notice of an approved application form the Division of Real Estate), the broker  
39 applicant is qualified to take the state examination.

40  
41 At the testing center, the applicant student will be directed to a user-friendly computer  
42 based terminal. After a brief orientation, the student should be quite comfortable with the testing  
43 equipment. The applicant will be given a total of 3.5 hours to complete the examination.

44 The test is graded immediately upon completion and the student is notified of the results.  
45 If the applicant does not pass the examination, arrangements must be made to retake the test at  
46 the applicant's convenience. The applicant has the right to review only the incorrect questions  
47 and answers on the examination. In addition, the applicant has the right to object to any  
48 questions he or she believes to be unfair or inaccurate and request an administrative hearing  
49 under F.S 120.

1 F. Post-License Education Requirement: After obtaining the initial broker's license,  
2 the licensee must complete sixty hours of post-license education before the initial broker license  
3 expires. Failure to timely complete and pass the post-license education course will result in the  
4 broker's license being declared null and void when discovered by the Division.  
5

6 Every broker's license expires on either March 31st or September 30th, depending on  
7 the effective date. The initial license is valid for a period of time greater than eighteen months  
8 but less than twenty-four months. For example, if an applicant passed his or her state  
9 examination on July 1, 2003, his or her license would expire on March 31, 2005 (21 months).  
10 Thereafter, each additional license period is valid for a full two years (March 31, 2007).  
11

12 Once the applicant has passed the state examination, the DBPR will issue the initial  
13 license which contains an effective date (start date). The initial license will also contain an  
14 expiration date (either March 31st or September 30th). The licensee must successfully  
15 complete sixty hours of post-license education prior to the expiration date.  
16

17 G. Continuing-Education Requirement: During the first renewal period after initial  
18 license issue, and all renewals thereafter, the licensee is required to complete fourteen hours of  
19 continuing education for each two-year license period thereafter, including three hours of core  
20 law. This 14-hour continuing-education requirement can be satisfied through classroom  
21 attendance or through approved distance learning courses.  
22  
23

## 24 II. LICENSURE REQUIREMENTS FOR SALES ASSOCIATES

25 A. Pre-License Requirements: Each sales associate applicant must satisfactorily  
26 complete a FREC Course I which is a 63-hour sales associate pre-license course. The pre-  
27 license course includes, but is not limited to, real estate law, Florida real estate license law,  
28 principles and practices of real estate, and real estate math. Pre-license courses can be taken  
29 either through the internet or in a classroom. If taken in a classroom, students may not miss  
30 more than eight classroom hours. Students/applicants must pass a one hundred question final  
31 examination consisting of forty-five questions on principles and practices, forty-five questions on  
32 real estate law, and ten math questions.  
33

34 A grade of 70% or higher is necessary to satisfactorily pass the examination. If the  
35 applicant does not attain a grade of 70% or higher, the applicant must wait at least thirty days  
36 before taking a different final examination. If the applicant does not attain a grade of 70% or  
37 higher on the second exam, the entire FREC Course I must be repeated.  
38

39 Once the FREC Course I examination is passed, the applicant/student will receive an  
40 end of course report which is valid for two years from the successful completion date. If the  
41 applicant/student does not successfully complete the state exam within that 2-year period, the  
42 applicant/student must repeat the entire FREC Course I.  
43

44 B. Post-License Requirement for Sales Associates: After obtaining the initial sales  
45 associate license, the licensee must complete a 45-hour post-license education course before  
46 the initial license expires. Failure to timely complete and pass the post-license education  
47 course will result in the sales associate's license being declared null and void when discovered  
48 by the Division. Every sales associate's license expires on either March 31st or September  
49 30th, depending on when the state examination is passed.  
50

1 C. Continuing Education Requirement: During the first renewal period after initial  
2 license issue, and all renewals thereafter, the licensee is required to complete fourteen hours of  
3 continuing education for each 2-year license period thereafter, including three hours of core law.  
4 This 14-hour educational requirement can be satisfied through classroom attendance or through  
5 approved distance learning courses.  
6  
7

### 8 III. LICENSE RENEWAL

9 Every real estate license must be renewed by either March 31st or September 30th,  
10 depending on the license's effective date. Prior to expiration, each licensee is expected to  
11 complete a renewal application and confirm that all educational requirements have been met.  
12

13 A. Active vs. Inactive: When an applicant passes the state examination, the initial  
14 license status is voluntary inactive. In order to activate this new license, the licensee must  
15 submit the proper form either at the time of testing at the testing site or submit the proper form  
16 to the DRE. For a broker to become active, he or she may either continue to practice under his  
17 or her current employer as a broker associate without submitting the proper form or, if he or she  
18 chooses to change his or her status to an active broker or transfer to another brokerage as a  
19 broker associate, submit a completed form with appropriate information and signatures.  
20

21 If a person's license is inactive, he or she is prohibited from performing real estate  
22 services for a fee. An active license becomes inactive if either:  
23

- 24 1. The licensee fails to timely renew, or
  - 25 2. The licensee requests inactive status by filing the proper form with the DRE
- 26

27 B. Voluntary vs. Involuntary: A licensee may choose to have his or her license  
28 placed inactive. To do so, the licensee files the proper form, continues to comply with all  
29 education requirements, and pays the appropriate fees. Such a person is said to have his or  
30 her license on **VOLUNTARY INACTIVE** status.  
31

32 However, if a licensee fails to either:  
33

- 34 1. Timely submit a renewal application,
  - 35 2. Pay the appropriate renewal fee,
  - 36 3. Complete fourteen hours of continuing education, or
  - 37 4. When his or her employing broker's license is either suspended or revoked
- 38

39 then his or her license automatically becomes **INVOLUNTARY INACTIVE**. An involuntary  
40 inactive license can remain in effect for two years after which time the license becomes null and  
41 void.  
42

43 An involuntary inactive licensee may elect to change his or her license to active status  
44 as follows:  
45

- 46 1. If the license has been Involuntary Inactive for twelve months or less, then the  
47 licensee must submit the proper renewal form, pay the appropriate fees  
48 (including late fee), and confirm that the continuing education requirements have  
49 been fulfilled.  
50



- 1           2.       If the license has been Involuntary Inactive for more than twelve months but less  
2                    than twenty-four months, the licensee must submit the proper renewal form, pay  
3                    the appropriate fees (including late fee), and show completion of twenty-eight  
4                    hours, in-class or distant education (reactivation credit).



7           **AUTHOR'S NOTE:** *If a sales associate is working for a broker who becomes  
8                    either suspended or revoked, then all associates working for that broker become  
9                    involuntary inactive. Those sales associates will then have to move their  
10                   licenses to another broker through the proper registration method.*

13           C.       Reporting Requirements: Licensees must notify the DBPR/Division of Real  
14           Estate within 30 days of a conviction of any "crime". Failure to do so could result in revocation  
15           of the license.

17           D.       License Renewal Exception of Armed Forces Members: When a licensee is in  
18           good standing with the DRE and is inducted into active military duty, all renewals or license  
19           requirements are excused for the period of active duty and up to an additional six months after  
20           active duty terminates. In order for this exception to apply, the licensee must not actively  
21           participate in real estate during the exemption period. Otherwise, all renewal requirements must  
22           be fulfilled.

24           A licensee who is a spouse of a member of the Armed Forces of the U.S. is exempt from  
25           all renewal requirements (provided the spouse is on active duty) and remains exempt for an  
26           additional period of six months after the spouse's military discharge. To be eligible for the  
27           exemption, the licensee must not engage in the practice of real estate activities for profit and  
28           does not reside in Florida.

31           **IV.       REGISTRATION VS. LICENSURE**

32           Real estate sales associates and brokers are licensed and are afforded the privilege to  
33           practice real estate in Florida. To be valid and current, those licenses are registered with the  
34           DRE. Registration simply means placing on record the name and address of each licensed  
35           broker and sales associate, the name of the business and the business address, and the name  
36           and address of each officer, director, partner, or general partner. If an officer, director, partner,  
37           or general partner is unlicensed, his or her name is simply registered with the DRE with the  
38           understanding that no services of real estate may be offered or performed.

39           Failing to properly register an individual or business entity will subject the licensee  
40           and/or business to a monetary fine and citation of \$200.00

44           **V.       TYPES OF LICENSE STATUS**

45           Real estate licensees can have the following types of status:

- 47           1.       Effective: When the proper form has been submitted and received by the  
48                   DRE, the licensee has a current and valid (active or voluntary inactive) license.

- 1           2.    Ineffective:   When a license is cancelled or ceases to be in force.  
2  
3           a.    Cancelled:   Anytime that a broker resigns, dies, or fails to renew his or  
4           her license, the registration of all licensees under that broker are  
5           cancelled unless a replacement broker is registered within fourteen days.  
6  
7           b.    Suspended:  A temporary penalty issued against a licensee not to  
8           exceed ten years. During the time of suspension, the licensee may not  
9           practice real estate.  
10  
11          c.    Cease to be in force: If a licensee fails to provide the DRE with any type  
12          of required notification (e.g. change of address information), the license  
13          ceases to be in force after the 10-day notification period lapses.  
14  
15          d.    Involuntary Inactive: When a licensee fails to renew his or her license or  
16          when a broker has his or her license either suspended or revoked,  
17          licenses placed with that broker are involuntarily inactive.  
18  
19          3.    Void:   When a license has either been revoked or has expired.  
20  
21          a.    Revoked:  A permanent loss of the license ordered by FREC  
22  
23          b.    Expired:  Failure to properly renew license (also defined as involuntarily  
24          inactive).  License becomes null and void two years after original  
25          expiration date.  
26

## 27 28 **VI.    MULTIPLE LICENSES**

29           An active broker may be issued multiple licenses that allows a broker to be the broker of  
30 record for more than one brokerage entity, provided the broker can demonstrate a genuine  
31 business need and demonstrate that no conflict of interest exists among the brokerage entities.  
32

## 33 34 **VII.   GROUP LICENSE**

35           Sales associates and broker associates who are employed by an unlicensed owner of  
36 real estate (such as a developer) may be issued a group license which will entitle the licensee to  
37 work in sales for separate projects provided the licensee can demonstrate that the same  
38 person(s) is the driving force behind both projects. A licensee possessing a group license is still  
39 considered to have only one employer. Additionally, a person holding a group license can only  
40 market the product owned by that unlicensed owner-employer.  
41

## 42 43 **VIII.   CHANGE OF ADDRESS**

44           If a broker changes his or her main business address, the DRE must be notified within  
45 ten days. Failure to provide the change-of-address information could result in a citation and  
46 cause the license to "cease to be in force" until the proper change of address is submitted.  
47

48           In addition, if a licensee changes brokers the new employing broker must notify the DRE  
49 within ten days of the change. Failure to provide the change-of-address information could result  
50 in a citation and cause the license to "cease to be in force" until the proper change of address is  
51 submitted.

1 The DRE requires that all licensees and brokerages provide their current physical and  
2 mailing addresses. Current mailing address is defined as a licensee's physical address where  
3 mail is received or a post office box number if mail is not delivered to the licensee's residence.  
4 If a licensee changes their mailing address they are required to notify the DRE within ten days.  
5 Failure to make proper notification could result in a fine up to \$500.  
6  
7

8 **IX. SERVICES REQUIRING REAL ESTATE LICENSURE**

9 The services of real estate include the following:

- 10 1. **Buying**
- 11 2. **Advertising**
- 12 3. **Renting (or rental information list)**
- 13 4. **Selling**
- 14 5. **Auctioning**
- 15 6. **Leasing**
- 16 7. **Exchanging**

17  
18  
19 Remember: **BAR SALE**

20  
21 Who is required to hold a real estate license?

22  
23 Answer: Anyone who

- 24 1. performs any service of real estate,
- 25 2. in the state of Florida,
- 26 3. for someone else, **and**
- 27 4. for compensation or the mere expectation of compensation

28  
29  
30 must possess a valid and current real estate license unless they are exempt by law.  
31 Compensation can mean anything of value such as money, reimbursement of expenses, or  
32 other consideration of value. If any of these four requirements are not performed, no real estate  
33 license is required.  
34  
35

36 **X. EXEMPTIONS FROM LICENSURE**

37 Certain types of individuals are exempt from licensure although technically it could be  
38 argued that they are performing real estate services for another, in the state of Florida, for  
39 someone else, and for compensation. Those types of exempt individuals include the following:

- 40 1. Any salaried employee of the owner of an apartment building or complex when  
41 renting units from an on-site rental office and he or she is not being paid a  
42 commission
- 43 2. A salaried manager of a condominium or co-operative when leases do not  
44 exceed one year and he or she is not being paid a commission
- 45 3. Employees of the State of Florida when performing real estate services for the  
46 state
- 47 4. Attorneys when performing duties within the scope of their attorney-client  
48 relationship
- 49  
50  
51

- 1           5.     Persons who have been given a power of attorney are exempt for signing  
2           documents only
- 3
- 4           6.     CPA's when performing duties that fall within the scope of their respective  
5           profession
- 6
- 7           7.     Anyone who is court appointed
- 8
- 9           8.     Persons who rent mobile home lots or recreational vehicle lots in mobile home or  
10          travel trailer parks
- 11
- 12          9.     An employee of a real estate developer when paid a salary only and no  
13          commission
- 14
- 15          10.    An employee of a corporation involved in buying or selling company-owned  
16          property as long as it is incidental to his or her employment
- 17
- 18          11.    A partner in a real estate partnership who receives no more than his or her  
19          normal pro-rata share of profits
- 20
- 21          12.    Persons selling cemetery lots
- 22
- 23          13.    Television and radio announcers and persons in public relations and advertising  
24          media provided the service performed is incidental to their employment in  
25          advertising
- 26
- 27          14.    Hotel and motel clerks for short-term rentals
- 28
- 29
- 30
- 31



## SUMMARY

- 32
- 33   ➤   Broker applicants must be at least eighteen years of age, possess a high school diploma or  
34   equivalent, and possess good character. In addition, broker applicants must have prior  
35   experience either working as a sales associate under the supervision of a broker or brokers  
36   for at twenty-four months out of the preceding five years. Out-of-state experience is  
37   acceptable. Applications could be denied if the applicant fails to meet the minimum  
38   requirements.
- 39
- 40   ➤   Failing to disclose a prior conviction could result in denial of the application or subsequent  
41   license revocation.
- 42
- 43   ➤   Brokers must complete sixty hours of post-license education before the initial Broker license  
44   expires and must complete fourteen hours of continuing education for each license renewal  
45   period thereafter.

- 1 ➤ It is unlawful to perform real estate services unless a license is current, active, and valid.  
2 Licensees who falsify their renewal applications by claiming to have attended the required  
3 educational requirements may have their licenses revoked upon discovery by the Florida  
4 Real Estate Commission.  
5  
6 ➤ Licensure means having the privilege of practicing real estate for compensation.  
7 Registration is placing on record the name and address of all individuals who are affiliated  
8 with a real estate brokerage either as a broker, sales associate, broker associate, officer,  
9 director, or partner.  
10  
11 ➤ Brokerages must register with the Division of Real Estate the name and address of all  
12 officers, directors, and partners of real estate brokerage corporations and partnerships.  
13  
14 ➤ Multiple licenses are issued to brokers only who desire to be the broker of record for more  
15 than one brokerage entity. Group license is available to sales associates and broker  
16 associates who work for an owner-developer who is unlicensed to broker real estate.  
17  
18 ➤ The Division of Real Estate must be notified within ten days anytime a licensee changes his  
19 or her address or employer and when a business entity changes its address.  
20  
21  
22  
23  
24  
25  
26  
27  
28



29 CHAPTER ONE QUIZ

- 30  
31 1. Which applicant does not meet the minimum requirements for the issuance of a Florida  
32 broker license?  
33  
34 A. A Montana (non-mutual recognition state) broker who has been active for the last  
35 three years and completed FREC Course II  
36 B. A Florida attorney who has been a member of the Bar for two years and an  
37 active Florida Sales Associate for three years, but has not completed FREC  
38 Course II  
39 C. A Florida Sales Associate who has been active for six years, has a 4-year degree  
40 in real estate, but has not completed FREC Course II  
41 D. A broker from Alabama (mutual recognition state), active for two years, but has  
42 not completed FREC Course II.  
43  
44  
45

1 2. Brad intentionally failed to disclose a felony conviction on his broker license application.  
2 After a standard background check, the Division of Real Estate discovered the conviction.  
3 Which of the following is the most likely outcome?  
4

- 5 A. The application will be approved if it was a minor felony.
- 6 B. The application will require a letter of recommendation prior to approval.
- 7 C. The application will be denied.
- 8 D. The application will be denied only if Brad had his out-of-state real estate license  
9 revoked.

10  
11  
12 3. What is the post-license education requirement for broker associates?  
13

- 14 A. 14 hours
- 15 B. 45 hours
- 16 C. 60 hours
- 17 D. 72 hours

18  
19  
20 4. What will happen if a Florida real estate licensee fails to timely complete the post-license  
21 education requirement?  
22

- 23 A. Automatic suspension
- 24 B. Cancellation
- 25 C. Null and void
- 26 D. Involuntary inactive

27  
28  
29 5. What is the experience requirement for a broker applicant?  
30

- 31 A. Must have worked as a licensed sales associate for an active real estate broker,  
32 or been an active broker in another state, for twenty-four months of the preceding  
33 five years
- 34 B. Must have worked for an active real estate broker for one year
- 35 C. Must have worked for either a broker or owner/developer for twenty-four months  
36 of the preceding five years
- 37 D. Must have held an active sales associate license for one year

38  
39  
40 6. Sales Associate Donna has moved from Port St. Lucie, Florida, to Destin, Florida, and  
41 started working with a new broker. Which statement is correct?  
42

- 43 A. Donna must inform the Division of Real Estate of her change of address within  
44 ten days.
- 45 B. Donna must inform the Division of Real Estate of her change of address within  
46 sixty days.
- 47 C. It is the responsibility of Donna's new broker to inform the Division of Real Estate  
48 of Donna's new address.
- 49 D. Donna does not have to inform the Division of Real Estate if she files for a new  
50 homestead.

51

1 7. Which of the following will allow a broker to be the broker of record for more than one  
2 brokerage entity?

- 3  
4 A. Group license  
5 B. Multiple licenses  
6 C. Complex license  
7 D. Developer license  
8

9  
10  
11 8. A group license:

- 12  
13 A. Is used for large real estate brokerages  
14 B. Allows licensees to work for various properties owned and developed by the  
15 same individual(s) although the properties are owned in the name of different  
16 interlocking or affiliated entities  
17 C. Allows brokers to be the broker of record for more than one real estate brokerage  
18 D. Is available when a licensee chooses not to have an active license and files a  
19 form requesting a group license  
20

21  
22  
23 9. Bill works for broker Jeff, but broker Jeff's license has just been suspended for a year.  
24 Bill's license status will now be considered:

- 25  
26 A. Ineffective  
27 B. Void  
28 C. Cancelled  
29 D. Involuntary inactive  
30

31  
32 10. Fred has the following experience working as a licensed Florida Sales Associate:  
33 August 4, 2006, through March 17, 2008, working for Broker Janet. From March 18, 2008,  
34 through the present, he has been working for owner/developer Johnson Development, Inc.,  
35 reporting directly to its President Bo Johnson who now wants Fred to obtain a broker license. Is  
36 Fred eligible for a Florida Broker's license?

- 37  
38 A. Yes, because Fred has the necessary work experience  
39 B. No, unless he is also holds a 4-year degree in real estate  
40 C. No, because he does not have the necessary experience  
41 D. Yes, since he is presently working for an owner developer  
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- 1 11. Tara holds a sales associate license from Tennessee (a mutual recognition state) for  
2 seven years. After moving to Tampa, she desires to obtain Florida sales associate license  
3 under Mutual Recognition rules. Is she eligible?  
4
- 5 A. Yes, if she has at least one year's experience
  - 6 B. No, she must complete the 63-hour FREC Course I since she is not eligible for  
7 mutual recognition
  - 8 C. Yes, if she passes the 40-question state law exam
  - 9 D. No, since she has more than one year experience, she is only eligible for a  
10 broker's license under mutual recognition  
11