florida real estate practice exam

florida real estate practice exam is an essential tool for aspiring real estate professionals preparing to obtain their Florida real estate license. This article provides an in-depth guide to understanding the Florida real estate practice exam, including its structure, content, effective preparation strategies, and tips for success. Readers will learn about the types of questions included, the importance of practice exams in building confidence, and how to identify trusted resources. By the end, candidates will be equipped with the knowledge needed to approach the exam with greater assurance and increase their chances of passing on the first attempt. Whether you are a new candidate or looking to refresh your understanding of the exam process, this comprehensive guide will help you navigate every aspect of the Florida real estate practice exam.

- Understanding the Florida Real Estate Practice Exam
- Exam Structure and Content Overview
- Benefits of Taking Practice Exams
- Key Topics Covered in the Practice Exam
- Effective Study Strategies for Success
- Choosing Reliable Practice Exam Resources
- Tips for Exam Day

Understanding the Florida Real Estate Practice Exam

The Florida real estate practice exam serves as a critical preparatory tool for those seeking to obtain their real estate license in Florida. It is designed to simulate the actual licensing exam administered by the Florida Department of Business and Professional Regulation (DBPR). The practice exam allows candidates to familiarize themselves with the exam format, question types, and time constraints they will encounter. By taking multiple practice exams, aspiring real estate agents can identify their strengths and weaknesses, ultimately improving their overall performance and readiness for the official test.

The practice exam covers a broad range of topics relevant to real estate law, practice, and principles specific to Florida. It is a valuable resource for both first-time test-takers and those who may have previously attempted the licensing exam. Utilizing florida real estate practice exam resources can significantly boost a candidate's confidence and competence, making it an indispensable part of the exam preparation process.

Exam Structure and Content Overview

The Florida real estate practice exam closely mirrors the structure and content of the actual licensing exam. Understanding the layout and what to expect is crucial for effective preparation. The official Florida sales associate exam consists of 100 multiple-choice questions, and candidates must score at least 75% to pass. The exam is divided into two main sections: national real estate principles and Florida-specific laws and regulations.

Practice exams typically follow this structure to give candidates an authentic testing experience. Time management is essential, as the actual exam is limited to 3.5 hours. The practice exam allows candidates to practice pacing themselves and answering questions efficiently under timed conditions.

• Number of questions: 100

· Question format: Multiple choice

• Time limit: 3.5 hours

• Passing score: 75%

• Sections: National real estate, Florida-specific laws

Benefits of Taking Practice Exams

Completing a florida real estate practice exam offers several advantages for candidates preparing for

the licensing test. Practice exams not only help in knowledge assessment but also reduce test anxiety

by familiarizing candidates with the testing environment and question formats. Consistent practice is

proven to enhance retention and understanding of key real estate concepts.

Another significant benefit is the ability to pinpoint areas that require further study. By reviewing

incorrect answers and understanding the reasoning behind them, candidates can focus their study

efforts on topics that need improvement. This targeted approach increases efficiency and maximizes

the chances of passing the actual exam.

Key Topics Covered in the Practice Exam

The florida real estate practice exam encompasses a wide range of topics essential for real estate

professionals in Florida. Mastery of these subjects is crucial for success on the licensing exam. The

following are the key areas typically included:

Effective Study Strategies for Success
Each of these topics is represented in the practice exam to ensure comprehensive coverage and prepare candidates for every aspect of the licensing process.
10. Investment and taxation concerns
9. Appraisal and property valuation methods
8. Environmental issues affecting real estate
7. Real estate finance and calculations
6. Federal and Florida state fair housing laws
5. Property rights, estates, and tenancies
4. Contracts and real estate transactions
3. Real estate brokerage activities and procedures
2. Florida real estate license law
Real estate principles and practices

Success on the florida real estate practice exam requires more than rote memorization. Candidates

should adopt effective study strategies to ensure thorough understanding and retention of the material.

The following approaches can help maximize exam performance:

- Develop a structured study plan, allocating time to each major topic based on personal strengths and weaknesses.
- Take multiple practice exams to gauge progress and adapt study efforts accordingly.
- Review explanations for both correct and incorrect answers to reinforce learning.
- Utilize flashcards and study guides for quick review of key terms and concepts.
- Participate in study groups or forums to discuss complex topics and clarify doubts.
- Schedule regular breaks during study sessions to maintain focus and avoid burnout.

By integrating these methods, candidates can approach the florida real estate practice exam with increased confidence and preparedness.

Choosing Reliable Practice Exam Resources

Selecting high-quality florida real estate practice exam resources is vital for effective preparation. Not all practice exams are created equal; candidates should ensure that their chosen materials are up-to-date, accurate, and aligned with the current Florida real estate exam standards.

Look for practice exams created by reputable education providers with experience in Florida real estate licensing. These resources often include detailed answer explanations, performance tracking,

and updates that reflect recent changes in laws and regulations. Reliable resources may also offer additional study aids such as video tutorials, printed manuals, and mobile applications for on-the-go study.

Tips for Exam Day

The final step in preparing for the Florida real estate licensing exam is ensuring a smooth experience on test day. Candidates who have completed multiple florida real estate practice exams will feel more comfortable and ready to tackle the real thing. Here are some practical tips:

- Arrive at the testing center early to allow time for check-in procedures.
- Bring all required identification and documentation as specified by the DBPR.
- Read each question carefully before selecting your answer.
- Manage your time efficiently, keeping an eye on the clock without rushing.
- If unsure about a question, make your best guess and move on, returning if time allows.
- Stay calm and focused by practicing deep breathing or relaxation techniques as needed.

Following these tips, along with thorough practice and preparation, will greatly improve the chances of passing the Florida real estate exam on the first attempt.

Q: What is the florida real estate practice exam?

A: The florida real estate practice exam is a simulated test designed to help candidates prepare for the official Florida real estate licensing exam. It mirrors the structure, content, and question types of the actual exam, enabling candidates to assess their knowledge and readiness.

Q: How many questions are on the Florida real estate practice exam?

A: The practice exam typically consists of 100 multiple-choice questions, just like the official Florida sales associate licensing exam.

Q: What score do I need to pass the Florida real estate exam?

A: Candidates must achieve a score of at least 75% on the official Florida real estate licensing exam to pass.

Q: What topics are included in the florida real estate practice exam?

A: The practice exam covers topics such as real estate principles, Florida real estate law, contracts, brokerage activities, fair housing, property rights, finance, appraisal, and more.

Q: Are there time limits on the florida real estate practice exam?

A: Most practice exams are timed to match the official exam, which allows 3.5 hours to complete 100 questions.

Q: How can I improve my score on the florida real estate practice

exam?

A: To improve your score, review study materials thoroughly, take multiple practice exams, focus on weak areas, and understand the reasoning behind each answer.

Q: Where can I find reliable florida real estate practice exam resources?

A: Reliable practice exams can be found through reputable real estate education providers, online exam prep platforms, and official licensing course providers.

Q: Is the florida real estate practice exam similar to the actual licensing exam?

A: Yes, the practice exam is designed to closely resemble the actual licensing exam in terms of question format, topics covered, and difficulty level.

Q: Why is taking a florida real estate practice exam important?

A: Practice exams help candidates familiarize themselves with the exam format, identify areas for improvement, reduce test anxiety, and increase the likelihood of passing the official exam.

Q: Can I retake the florida real estate practice exam multiple times?

A: Yes, it is recommended to take the practice exam multiple times to track progress, reinforce learning, and build confidence before attempting the official licensing exam.

Florida Real Estate Practice Exam

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Florida Real Estate Practice Exam: Ace Your Exam with Confidence

Are you ready to conquer the Florida real estate licensing exam? The prospect of passing can feel daunting, but with the right preparation, success is within reach. This comprehensive guide dives deep into the Florida real estate practice exam, offering valuable insights, tips, and resources to help you confidently navigate the test and achieve your real estate dreams. We'll cover everything from understanding the exam format to utilizing effective study strategies, ensuring you're fully prepared for exam day. Let's get started!

Understanding the Florida Real Estate Practice Exam

The Florida real estate sales associate and broker exams are rigorous assessments designed to gauge your knowledge and competency in the field. Understanding the exam's structure is the first step to mastering it. This involves familiarity with:

Exam Format: The exam is primarily multiple-choice, testing your understanding of Florida real estate laws, principles, and practices. Knowing the question types and time constraints will significantly impact your performance.

Content Areas: The exam covers a broad range of topics, including real estate principles, contracts, agency, finance, and fair housing laws. A thorough understanding of each area is critical for success. Passing Score: Achieving a passing score requires a solid grasp of the material. Familiarize yourself with the passing score requirement to set realistic study goals.

Exam Providers: Understanding which organizations administer the exam in Florida will aid in scheduling and accessing relevant resources.

Essential Study Strategies for Success

Effective preparation is key to passing the Florida real estate practice exam. These strategies can significantly improve your chances:

1. Utilize High-Quality Study Materials:

Don't underestimate the importance of choosing reliable and up-to-date study materials. This includes official Florida real estate textbooks, reputable practice exams, and study guides. Look for materials that align with the current exam content outline.

2. Create a Detailed Study Plan:

Developing a structured study plan is crucial for efficient learning. Break down the exam content into manageable sections, allocating specific time periods for each topic. Regular review and consistent study sessions are essential.

3. Practice, Practice:

Taking numerous practice exams is arguably the most effective study method. Practice exams simulate the actual exam environment, allowing you to identify weak areas and track your progress. Analyze your mistakes and focus on improving your understanding of challenging concepts.

4. Join Study Groups:

Collaborating with fellow aspiring real estate agents can be incredibly beneficial. Discussing challenging topics, sharing study strategies, and quizzing each other can enhance your understanding and boost your confidence.

5. Seek Professional Guidance:

Consider enrolling in a comprehensive real estate pre-licensing course. These courses provide structured learning, expert instruction, and access to valuable resources, increasing your chances of success.

Focusing on Key Content Areas: A Deeper Dive

The Florida real estate exam covers a vast array of topics. Let's delve into some key areas demanding special attention:

Real Estate Math: Mastering real estate calculations, including commission calculations, loan amortization, and property taxes, is vital. Practice these problems extensively.

Florida Real Estate Laws: A strong understanding of Florida-specific real estate laws, including agency relationships, disclosure requirements, and fair housing regulations, is paramount.

Contracts: Thoroughly understand the different types of real estate contracts, their components, and the legal implications. Practice analyzing contract scenarios.

Property Valuation: Familiarize yourself with various appraisal methods and factors influencing property value. Understanding market analysis is crucial.

Property Ownership: Grasp the various forms of property ownership, including fee simple, leasehold, and joint tenancy, and their legal implications.

Navigating the Exam Day: Tips for Success

On exam day, preparation and a strategic approach are key:

Arrive Early: Allow ample time to find the testing center and get settled. Being rushed will negatively impact performance.

Read Carefully: Pay close attention to every word in each question and answer choice.

Misinterpretations can lead to incorrect answers.

Manage Your Time: Allocate your time wisely to ensure you can answer all questions. Don't spend too much time on any single question.

Review Your Answers: If time permits, review your answers before submitting the exam. This allows for corrections and ensures accuracy.

Stay Calm: Maintain a calm and focused mindset throughout the exam. Panic will only hinder your performance.

Conclusion

Passing the Florida real estate practice exam requires diligent preparation, effective study strategies, and a commitment to mastering the subject matter. By following the tips and strategies outlined in this guide, you can significantly increase your chances of success and launch your rewarding career in Florida real estate. Remember, consistent effort and focused study are the keys to unlocking your potential.

Frequently Asked Questions (FAQs)

- 1. How many questions are on the Florida real estate exam? The number of questions varies slightly depending on the exam type (sales associate or broker), but generally ranges between 100-110 multiple-choice questions.
- 2. How much time do I have to complete the exam? You typically have 3 hours to complete the exam.
- 3. Can I retake the exam if I fail? Yes, you can retake the exam after a waiting period. Check with the Florida Department of Business and Professional Regulation for specific details on rescheduling.
- 4. What types of ID are required for the exam? You'll need to bring a valid, government-issued photo ID. Check the testing center's specific requirements.

5. Where can I find additional practice exams? Many online resources and real estate prep courses offer practice exams. Look for materials specifically designed for the Florida real estate licensing exam.

florida real estate practice exam: Real Estate License Exam Prep Stephen Mettling, David Cusic, Ryan Mettling, 2023-05-12 Features of Real Estate License Exam Prep (RELEP): National Principles & Law Key Point Review (60 pages) Real Estate Math Key Formula Review & Practice (20 pages) National Practice Tests (500 questions) Sample Exam (75 questions) We know the real estate licensing exam can be tough, and very nerve-wracking to prepare for. That's why we created the Real Estate License Exam Prep (RELEP) the way we did. Since we have been managing real estate schools and developing curriculum for forty years, we know how all this works - or fails to work. First, RELEP is comprehensive in that it contains both key content review and testing practice. RELEP's national key point reviews are a succinct compression of tested national principles and practices that comprise the national portion of state license exams from coast to coast. Our content is drawn from our own national textbook, Principles of Real Estate Practice - one of the most widely used principles textbooks in the country. Thus the breadth and depth of the law reviews and test questions reflect the topic emphasis of the three major testing services for the national portion of the state exam. A word about the test questions... RELEP's testing practice section consists of ten national practice tests and one sample test. The practice tests are roughly 50 questions in length and the sample test is 75 questions. The guestions are direct, to the point, and designed to test your understanding. When you have completed a given test, you can check your answers against the answer key in the appendix. You may also note that each question's answer is accompanied by a brief explanation, or "rationale" to further reinforce your understanding. Your particular study and testing practice strategy using RELEP is up to you. But to fully exploit its comprehensive content coverage, you should try to review and memorize the key point reviews as much as possible. Then you should make every effort to take each exam, review your mistakes, and re-read the key point reviews that cover your weaker areas. One note of caution is also in order: this National edition of RELEP does not contain state laws and practices applicable in your state of residence or where you intend to get your license. Therefore you will need to study state-level laws given to you by your prelicense school in order to pass the state portion of the state exam. While we are in the process of adding state-level materials to our RELEP series we still have a ways to go. So, until we have state review materials for your state, we give you this publication - a total-coverage review and practice resource of the highest quality for the national portion of the state exam. Now that we've have been straightforward with you, a second word of caution. Don't be fooled by other national prep books that contain no state-level materials - that advertise you will pass your state exam by learning and reviewing what's in their publication. You won't. It is absolutely essential that you develop a comprehensive understanding of both national and state laws and principles in order to pass your state's license examination. While RELEP is as comprehensive a national prep text as it gets, in the end -- as your prelicense course hopefully informed you -- it's all up to you. It still takes hard work and study to pass. But we have done our best here to get you ready for the national portion of the state exam. Following that, the most we can do is wish you the best of success in taking and passing your state exam. So good luck!! Current states with state-specific versions of Real Estate License Exam Prep- AL, AZ, AR, CA, CO, CT, FL, GA, IL, IN, KS, KY, MD, MA, MI, MN, MS, MO, NV, NJ, NY, NC, OK, OH, OR, PA, RI, SC, TN, TX, VA & WA.

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questions based off of questions from previous exams in the past 10 years. With this complete guide you can save time reading through hundreds of pages of textbooks and study only the most common questions covered on the exams through practice exams. Florida Real Estate Exam Prep That is Proven to Work 400 questions covering topics like Florida real estate law, economics, tax, regulations, procedures, duties, relationships (buyer, seller, lender, borrower, tenant, landlord, etc.), architecture, property rights, and mathematics. Detailed explanations for each answer to ensure you understand all of the important concepts Drill common mathematics problems Work Smarter, Not Harder Zero filler, only relevant content and explanations to help you pass the exam Ace the exam in as little as 2 weeks by focusing on core FL real estate topics Bonus chapter with a list of Florida's top real estate brokers and interviewing tips to help you expedite your job search after you receive your Florida real estate license

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Practice Tests John A Yoegel, 2006-08-28 Your guide to a higher score on the Florida Real Estate
Sales Associate Exam * Why CliffsTestPrep Guides? * Go with the name you know and trust * Get the information you need--fast! * Written by test-prep specialists About the contents: * Introduction *
How to use this book to hone your test-taking skills * Tactics for answering math questions * How to use the practice tests to pinpoint areas to review * Developing a test-taking strategy that works for you 5 Full-Length Practice Tests * Practice tests mirror the actual exam * Questions span the 21 different subject areas typically covered on the exam * Answers and explanations clarify points and help you focus your study productively Test-Prep Essentials from the Experts at CliffsNotes More than Notes! * CliffsAP * CliffsComplete * CliffsQuickReview * CliffsTestPrep * CliffsStudySolver

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Professionals, professional exam writers and exam proctors. It will also answer questions like: - Do I need other course materials from companies like Allied Real Estate School? How about Anthony Real Estate School or Kaplan Real Estate School? Are they even good schools to attend? - What kinds of questions are on the California Real Estate License Exam? - Should I use the CA Real Estate License Exams for Dummies Book? This Real Estate Study Guide contains over 1200+ real estate exam questions and answers with full explanations. It includes a real estate MATH ONLY portion, a real estate vocabulary exam as well as the California state exam questions and answers. You will receive questions and answers that are similar to those on the California Department of Real Estate Exam You deserve the BEST real estate exam prep program there is to prepare you to pass, and it gets no better than this. The California Real Estate Salesperson Exam is one of the hardest state exam to pass in the United States. We have compiled this simple exam cram book that quickly and easily prepares you to take your state licensing exam and pass it on the 1st try. Our Real Estate Exam Review is designed to help you pass the real estate exam in the quickest, easiest and most efficient manner possible. Throw away your real estate course test books and class notes, this is all you need to pass!

Florida real estate practice exam: Questions and Answers to Help You Pass the Real Estate Exam John W. Reilly, Paige Bovee Vitousek, 2000 There is no question about it...

QUESTIONS & ANSWERS is one of the most trusted and recommended exam prep tools available. Why? Because it's designed to help you pass any national licensing exam, including ASI, AMP, PSI, Experior, and state-designed exams, on the first try. Here are some other reasons why QUESTIONS & ANSWERS is so effective: Over 1,800 practice questions with answers fully explained. Expanded chapter overviews discuss the key concepts of each chapter. Key words defined at the beginning of each chapter help you master each exam subject area. Speed questions highlighted throughout the text cover the essential points in a chapter for those who want a quick review. Broker-level questions identified throughout the text distinguish higher-level questions from basic-level and intermediate-level questions. False friends feature identifies seemingly similar terms that are often confused with each other. Special sections containing real estate math questions, sample salesperson and broker final exams, and review exams.--BOOK COVER.

florida real estate practice exam: Florida Real Estate Exam Prep 2024-2025 Conan Miguel Singleton, Lamech Strom Lawrence, Florida Real Estate Exam Prep 2024-2025: 1,000 Practice Questions with Detailed Answers and Full Explanations, Including 6 Full-Length Practice Exams is your ultimate guide to mastering the Florida Real Estate Exam. Whether you're a first-time test-taker or a seasoned professional looking to refresh your knowledge, this comprehensive study tool is designed to provide you with everything you need to pass the exam with confidence. This book is meticulously organized to cover all essential topics required by the Florida Real Estate Commission (FREC), ensuring that you are fully prepared for the challenges of the exam. With 1,000 carefully crafted practice questions, each accompanied by detailed explanations, you'll not only learn the correct answers but also understand the reasoning behind them. This approach helps solidify your knowledge and improves your ability to apply it in real-world scenarios, which is crucial for both the exam and your future career in real estate. Key Features: Comprehensive Coverage: The book thoroughly covers all major topics, including Real Estate Principles and Practices, Real Estate Law, Real Estate Calculations, Florida-Specific Real Estate Practices, and more. Each chapter is designed to build your knowledge step-by-step, making complex concepts easier to understand and retain. 1,000 Practice Questions: Test your knowledge with a wide range of practice questions that reflect the format and difficulty of the actual Florida Real Estate Exam. These questions are designed to help you identify your strengths and areas for improvement. Detailed Answers and Explanations: Each practice question is followed by a detailed answer and explanation, providing you with insight into the correct response and helping you avoid common pitfalls. This ensures that you not only know the answer but also understand the logic behind it. 6 Full-Length Practice Exams: Simulate the real exam experience with six full-length practice exams. These exams are structured to mirror the actual test, helping you build endurance, manage your time effectively, and reduce

test-day anxiety. Updated for 2024-2025: The content is up-to-date with the latest Florida real estate laws and regulations, ensuring that you are studying relevant and current material. User-Friendly Layout: The book is organized for easy navigation, allowing you to study in a way that suits your learning style. Whether you prefer to focus on one topic at a time or test yourself with practice exams, this guide is flexible enough to meet your needs. This book is not just about passing the exam; it's about preparing you to excel in your real estate career. The skills and knowledge you gain from this guide will serve you well beyond the exam, equipping you with the confidence and expertise to thrive in the Florida real estate market. Who This Book is For: Aspiring Real Estate Agents: Those preparing to take the Florida Real Estate Sales Associate Exam for the first time. Licensed Professionals: Current agents and brokers who need to refresh their knowledge or prepare for license renewal. Real Estate Educators: Instructors looking for a comprehensive resource to support their teaching and help students succeed. By the time you finish this book, you'll have a thorough understanding of the key concepts, a solid test-taking strategy, and the confidence to pass the Florida Real Estate Exam. Take the next step in your real estate career and ensure your success with this essential study guide.

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Brokerage Activities and Procedures Violations of License Law, Penalties, and Procedures Federal and State Laws Pertaining to Real Estate Property Rights: Estates & Tenancies; Condos, Coops, CDDs, HOAs, and Time-Sharing Title, Deeds and Ownership Restrictions Legal Descriptions Real Estate Contracts Residential Mortgages Types of Mortgages and Sources of Financing Real Estate Related Computations; Closing Transactions The Real Estate Market and Analysis Real Estate Appraisal Real Estate Investments and Business Opportunity Brokerage Taxes Affecting Real Estate Planning, Zoning and Environmental Hazards Real Estate Mathematics For Florida students looking for a Florida-specific exam prep book, Florida Real Estate License Exam Prep is now available.

florida real estate practice exam: Florida Real Estate License Exam Prep: All-in-One Review and Testing to Pass Florida's Real Estate Exam David Cusic, Ryan Mettling, Jane Somers, 2017-12-11 Features of Florida Real Estate License Exam Prep (FL-RELEP): Florida Practices & Law Key Point Review in the same 19 sections as the FREC 1 prelicense course (70 pages) Real Estate Math Key Formula Review & Practice (20 pages) 16 Practice Tests covering Florida and National Content (575 questions with explanations) Florida License Exam Simulation (100 questions with explanations) We know the real estate licensing exam can be tough, and very nerve-wracking to prepare for. That's why we created the Florida Real Estate License Exam Prep (FL-RELEP) the way we did. Since we have been managing real estate schools and developing curriculum for forty years, we know how all this works - or fails to work. First, FL-RELEP is comprehensive. It contains both extensive content review as well as testing practice. And the text review, unlike most competing books, is Florida-specific - not just simplistic national content, but terse, relevant and accurate state and national laws and regulations presented as a set of 'key point reviews' ideal for pre-test memorization. FL-RELEP precisely follows the official 50+ page Florida syllabus topic by topic in the correct ordered sequence. Consequently, the material serves as a more user-friendly review for students who have taken pre-license courses throughout Florida containing this required content and organization. FL-RELEP's national key point reviews are a succinct compression of tested national principles and practices drawn from our own national textbook, Principles of Real Estate Practice - one of the most widely used principles textbooks in the country. Finally, our review content and question selection is tailored to follow the state testing outline promulgated by the state of Florida. As such, the breadth and depth of the law reviews and test questions reflect the topic emphasis of Florida's license exam. A word about the tests. The FL-RELEP's test questions are designed to cover the content covered by the law reviews - which reinforces your learning of the total body of information tested by the state of Florida. The questions are direct, to the point, and designed to test your understanding. When you have completed a given test, you can check your answers against the answer key in the appendix. You may also note that each guestion's answer is accompanied by a brief explanation to further reinforce your understanding. In the end, as you know, it's all up to you. Unlike other publications, we are not going to tell you that using this book will guarantee that you pass the Florida state exam. It still takes hard work and study to pass. But we have done our best here to get you ready. Following that, the most we can do is wish you the best of success in taking and passing your Florida exam. So good luck!!

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Closing Costs, The contract of sales and leases, Construction & Environmental Issues, Property Management, Real Estate Investment & Analysis, Forms of Property Ownership

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florida real estate practice exam: Florida Real Estate 45-Hour Course Companion Pamela Kemper, Jeffrey Kemper, 2018-07-13 Every real estate sales licensee in the state of Florida is required to take an approved 45-hour post-licensing sales course prior to the first renewal of the licensee's license. This book, Florida Real Estate 45-Hour Course Companion corresponds with Azure Tide's state-approved course to meet this requirement. The content of Florida Real Estate 45-Hour Course Companion is based on the authors' own experiences in building a real estate business. It contains a heavy emphasis on prospecting for business building opportunities. Furthermore, it teaches agents how to handle buyer and seller objections-enabling them to get more listings and sell more houses. It is a great asset for Florida Real Estate licensees needing to fulfill their post-licensing requirements and for those wanting to build a successful real estate business. Florida Real Estate 45-Hour Course Companion is divided into 4 sections with a total of 16 chapters. SECTION 1 BUSINESS BUILDING, focuses on building a thriving real estate business. SECTION 2 THE DEAL, focuses on successfully taking a deal from contract to closing. SECTION 3 LEGAL ISSUES, focuses on legal issues affecting the practice of real estate. SECTION 4 PROPERTY MANAGEMENT, focuses on providing property management services. This state-approved course is required within the licensee's first renewal period to maintain a Florida Real Estate license. It is designed to help a new licensee navigate through the many issues of starting a real estate career.

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