

Tennessee Real Estate License Exam Questions

Section: Tennessee Real Estate Exams • **Total Questions:** 10 • **Format:** Verified Q&A

1. When a licensed affiliate broker advertises real estate services NOT for a franchise or cooperative advertising group, the advertisement must include the affiliate broker's

- (A) name.
 - (B) firm name.
 - (C) license number.
 - (D) telephone number.
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2. The listing price is usually the

- (A) assessed value.
 - (B) net sales price.
 - (C) value from the CMA.
 - (D) appraisal value.
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3. A seller places a property on the market for sale at a certain price. A buyer sees the property and makes a written offer to purchase that is 90% of the asking price. The seller rejects that offer, but will accept an offer of 95% of the original asking price. The buyer rejects that counteroffer. The original offer is

- (A) rescinded
 - (B) null and void
 - (C) irrevocable
 - (D) binding
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4. A borrower will likely be required to pay mortgage insurance premiums if a property is financed by

- (A) an FHA loan.
 - (B) an owner-financed loan.
 - (C) a VA loan.
 - (D) a land contract/contract for deed.
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5. In commercial property leasing, listing agents should ensure that the owner complies with:

- (A) their fiduciary responsibilities to the tenant.
 - (B) state and federal Fair Housing laws.
 - (C) the Americans with Disabilities Act.
 - (D) market lease rates.
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6. The sale, or pledge for security, of property held in tenancy by the entirety requires

- (A) that the property be free of any encumbrance
 - (B) a fair exchange of value
 - (C) the signatures of both owners to be effective
 - (D) one of the parties to sue for partition
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7. If a licensee has a complaint filed against him with the Commission and he or she is found in violation,

- (A) he or she must complete 16 hours of continuing education.
 - (B) he or she must attend a full meeting of TREC.
 - (C) he or she may pay only a monetary civil penalty.
 - (D) his or her license will be suspended automatically.
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8. Tennessee law requires the broker's **business name and telephone number**** to appear on**

- (A) marketing websites only
 - (B) email advertising only
 - (C) websites and bulletin boards but not e-mail
 - (D) all forms of internet electronic advertising
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9. A tenant has a commercial lease that requires that the tenant pay taxes, insurance, maintenance, and parking lot repairs. What kind of lease does the tenant have?

- (A) net
 - (B) gross
 - (C) ground
 - (D) percentage
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10. The PRIMARY purpose of the Tennessee Real Estate Commission is to

- (A) provide legal recourse for people who are harmed during the course of a real estate transaction.
 - (B) support training and education for people wishing to work in the real estate industry.
 - (C) provide a ready source of funds for claims against individuals involved in real estate transactions.
 - (D) protect the public by examining, licensing, and regulating real estate licensees.
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