Finance 382 Real Estate Principles and Practice

Student's Name

Instructor: Jan E. Beran Version A

FILL IN YOUR NAME (Lastname_Firstname) WHERE INDICATED, BE SURE TO FILL IN THE CORRESPONDING BUBBLES. Do not put your SSN on your bubble sheet. Mark the version of your test (A) on your bubble sheet in column K, (Fill in Bubbles 1=A, 2=B, 3=C and 4=D). Sheets without a name or without a version code will not be graded, and a ZERO will be recorded as your score. When completed, put your bubble sheet in the corresponding pile. I will not re-sort or hand grade the exam sheets. You may use a calculator but YOU MAY NOT USE THE CALCULATOR ON YOUR PHONE. <u>You have 50 minutes to complete the exam.</u>

Spring 2017 Exam 4 Jacobus ch. 8 (Exchanges), 15, 16, 19 (Ethics), 22, 24, 25 and 27

Multiple Choice

Identify the choice that best completes the statement or answers the question.

- 1. A seller received \$81,000 at the close of escrow after paying \$1,750 in closing costs and a 6% brokerage fee. What was the sales price of the house?
 - a. \$82,750c. \$89,230b. \$87,480d. \$88,032
- 2. How does the amount of tax exempt real estate in a community affect nonexempt property owners.
 - **a.** fewer taxable properties bear the burden of the entire tax needs
 - **b.** more non-taxable properties reducing the burden of the entire tax need
 - c. more non-taxable properties reduce the community budget for necessary services
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- 3. If a potential investment is referred to as an alligator, the investor knows he can expect
 - **a.** water problems. **c.** no profit.
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- 4. The practice of directing home seekers to particular neighborhoods on the basis of race, color, religion, sex, or national origin
 - **a.** is known as steering.
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- 5. A housing market "bubble" is usually characterized by all of the following except:
 - **a.** Buyer's market **c.** Rising prices
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- 6. The word variance in land use applies to
 - **a.** an open-ended use permit.
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- 8. When there is a space specified along each property line in a neighborhood within which no building may be erected, it is called
 - a. a sidewalk. **c.** a setback.
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- 9. Pat bought a home for \$75,000. He put up \$5,000 earnest money and secured an 80% loan. The bank charged four points and a 2.5% loan fee. Pat received a \$900 credit from the proration of taxes. How much cash will he need to bring to close this transaction?
 - **a.** \$13,000 \$13,975 c. **b.** \$13,900 **d.** \$18,000
- **10.** All of the following are sources of return from an investment in real estate except:
 - Appreciation **c.** Mortgage reduction a.
 - **d.** Cash flow b. Repairs
- 11. A licensed agent must be aware of local zoning ordinances for all of the following reasons EXCEPT
 - **a.** zoning requirements are material facts.
 - **b.** licensees must report zoning violations to the proper authorities.
 - the agent must inform his principal of the effects of zoning on his property. c.
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 - It is limited to fear of loss of value because of the changing of the racial composition of a a. neighborhood.
 - **b.** It is known as block busting.
 - It is encouraged by the Fair Housing Act of 1968. c.
 - The prohibition applies only to licensed real estate agents. d.
- **13.** A typical HO-2 homeowner's policy covers damage caused by
 - **a.** civil war.

mudflow.

b.

freezing water pipes. d. earthquakes.

c.

- 14. A buyer's walk-through is conducted for the purpose of
 - appraising the property in order to get a loan on it. a.
 - inspecting the property for major structural defects. b.
 - meeting the seller and obtaining the keys to the property. c.
 - making a final inspection just prior to closing. d.
- **15.** REALTORS must treat clients and customers . This should be a life goal of all persons.
 - **a.** perfidiously honestly c.
 - **b.** betraval d. furtively

16. All of the following items are usually paid by the seller at the close of a residential sale escrow EXCEPT

- **a.** title search. c. commission.
- appraisal fee. d. title insurance. b.
- 17. An insurance endorsement is also known as
 - an assumption an assignment. a. c.
 - d. an addendum an attachment. b.

- 18. The New York fire insurance form does not provide coverage for losses
 - **a.** by fire.
 - **b.** by lightning.
 - c. sustained while removing property from damaged premises.
 - d. by flood.
- 19. When a person sells land for more than he paid for it,
 - **a.** no tax is due if the money is reinvested in land within twelve months.
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 - **c.** the gain is taxed at the corporate rate.
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- **21.** The tax rate on a property is \$3.32 per \$100 of assessed valuation. The assessed value is \$55,864. What is the annual tax payment? (round to the nearest dollar)
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- 22. A client wants to only look at homes in "safe" neighborhoods. The real estate agent should:
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- 23. A list of <u>anticipated</u> closing costs given to the borrower by the lender as required by RESPA:
 - **a.** HUD 1

- **c.** Good Faith Estimate
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- 24. All of the following are prohibited by the Fair Housing Law of 1968, as amended, EXCEPT
 - **a.** discrimination in advertising.
 - **b.** denial of availability of housing on the basis of religion.
 - c. discrimination in terms or conditions for sale or rent.
 - **d.** discrimination on the basis of age.
- **25.** A Tenant's Policy of insurance (HO-4) covers:
 - **a.** Liability to others for personal injury
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- **26.** A taxpayer with real estate held for investment who wishes to sell the property and to defer the income tax liability on the gain may want to consider:
 - **a.** a refinance

c. an outright sale

b. an exchange

d. a deed of trust

- 27. In an escrow closing, what is the purpose of the neutral third party?
 - Bring certified funds to closing c. Execute the deed
 - **b.** Carry out the contract **d.** Release the liens
- **28.** Income tax savings that an investment can produce for its owner:

a.

- a. tax shelter c. cash-on-cash
- **b.** at-risk rule **d.** blue-sky

29. Federal tax laws have traditionally allowed owners of investment properties to deduct all of the following EXCEPT

- a. depreciation on land. c. operating costs.
- **b.** maintenance costs. **d.** ad valorem taxes.
- **30.** The ability of the government to control land use through zoning laws is derived from the government's:
 - **a.** police power **c.** taxation power
 - **b.** deed restrictions **d.** right of eminent domain
- 31. In order to determine taxable gain on a residence, the
 - **a.** basis must be subtracted from the amount realized from the sale.
 - **b.** closing costs are subtracted from the sale price.
 - **c.** basis and the amount realized from the sale must be the same.
 - d. sales price is subtracted from the basis.
- 32. The Federal Fair Housing Act prohibits discrimination based on which of the following?
 - a. Race, nation origin or color c. Religion, sex or military status
 - **b.** Religion, sex or age **d.** Race, sex or marital status
- **33.** A white woman owned a duplex and lived in half and rented out the other half. She put a "For Rent" sign in the front yard. The first applicant was a black man whom she turned down stating that she didn't rent to men. He later learned that she had rented the unit to a white male. Under the circumstances, the first applicant has
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 - **d.** access to HUD legal assistance while he files his case.
- **34.** A disabled Muslim lawyer responding to a classified advertisement, applied to rent an apartment in a large complex for which she and her two young children were financially qualified to rent. The property manager:
 - **a.** may reject the application on the basis of her employment as a lawyer
 - **b.** must rent to her because of her sex, or religion
 - c. must rent to her because of familial status and/or her disability
 - d. may reject the application because the apartment does not accept children
- 35. The Real Estate Settlement Procedures Act (RESPA) is designed to regulate which of the following?
 - **a.** Procedures for recording titles to real estate
 - b. Ceilings on interest rates charged
 - **c.** Those who are qualified to prepare a settlement statement
 - d. Disclosures of closing information

36. Zoning is

a.

- a power originating from the sovereign state governments. a.
- exercised to regulate types of uses, use densities, subdivision requirements, and racial b. and ethnic quotas.
- c. exercised by building inspectors.
- **d.** little used and of declining importance in real estate.
- **37.** The following public improvements would most probably be funded by a special assessment EXCEPT
 - installation of street lights. c. reconstruction of city sewage plant. a. **b.** curbs.
 - d. widening of neighborhood streets.

38. REALTORS® share a common responsibility of honor and _____:

- inveigle **a.** integrity c.
- **b.** competition d. perfidy

39. Which of the following is a copyrighted term owned by NAR?

- Realty **Realtor**® a. c.
- **b.** Realtist d. Narob
- **40.** Through zoning, a community can protect existing land users from all of the following EXCEPT
 - encroachment by undesirable uses. c. incompatible uses of land.
 - **b.** uncontrolled development. **d.** competitive business establishments.
- **41.** The Fair Housing Act prohibits all of the following EXCEPT:
 - **a.** discrimination in housing because of race
 - **b.** discrimination in housing to the disabled
 - c. the sale of a home in a non9ntegrated neighborhood to a black family
 - **d.** failure to rent an apartment in an adult complex to a family with children
- **42.** Showing a prospective buyer homes only in particular neighborhoods based on race, color, religion, sex, national origin, non-handicapped or adults only is known as
 - **a.** block busing. c. steering.
 - redlining. d. subrogation. b.
- **43.** A disinterested party representing both buyer and seller in a real estate sale is the
 - broker. c. escrow agent. a.
 - **b.** salesperson. d. attorney-in-fact.
- 44. Which of the following is NOT considered a discriminatory practice under the federal Fair Housing Act?
 - refusing to sell a house to a person who is disabled because they cannot qualify for a a. loan
 - **b.** advertising a preference to whom you will sell
 - restricting the rental of a property by national origin c.
 - refusing to rent to a property to a black family because the husband is disabled d.
- **45.** Taxes become a lien
 - **a.** in advance. **c.** in arrears.
 - **b.** only when delinquent. **d.** when an assessment appeal is filed.

46. Assessed value

- a. The sales price of a property less commissions, fix-up and closing costs
- **b.** A value placed on a property for the purpose of property taxation
- c. Rate expressed in tenths of a cent per dollar
- d. The price paid for property less any depreciation
- **47.** The money paid for insurance is called the insurance
 - a. rider. c. peril.
 - b. endorsement. d. premium.
- **48.** Any addition to the basic property insurance contract which covers losses beyond those ordinarily covered are known as:
 - a. equities c. endorsements
 - **b.** warranty **d.** assignments
- **49.** The difference between a variance and a nonconforming use is that
 - **a.** a variance changes the permitted use; nonconforming use does not.
 - **b.** nonconforming use changes zoning; a variance does not.
 - **c.** the nonconforming use first occurs after the zoning changes.
 - **d.** the variance was in effect before the zoning.
- **50.** At a closing meeting, the seller would sign which of the following instruments?
 - **a.** Mortgage on the property **c**
 - **c.** Satisfaction piece
 - **b.** Promissory note **d.** Deed to the property
- **51.** Denise applied for a permit to build a greenhouse in her back yard. Her request was denied because of setback requirements. She appealed at a hearing before the planning board and subsequently had her permit approved. Denise obtained
 - **a.** a variance.
 - **b.** an offset deed.

- **c.** a plat approval.
- d. an encroachment permit.

Spring 2017 Exam 4 Jacobus ch. 8 (Exchanges), 15, 16, 19 (Ethics), 22, 24, 25 and 27 Answer Section

MULTIPLE CHOICE

1.	D		
2.	A	40.	D
3.	В	41.	~
4.	А	42.	C
5.	А		
6.	D	43.	С
7.	А	44.	A
8.	С	45.	А
9.	А	46.	В
10.	В	47.	D
11.	В	48.	С
12.	В	49.	A
13.	С	50.	D
14.	D	51.	A
15.	С	51.	11
16.	В		
17.	В		
18.	D		
19.	В		
20.	А		
21.	D		
22.	В		
23.	С		
24.	D		
25.	B		
26.	B		
27.	B		
28. 20	A		
29. 20	A		
30. 31.	A		
31. 32.	A A		
32. 33.	B		
33. 34.	A		
35.	D		
35. 36.	A		
37.	C		
38.	A		
<u>39.</u>	C		

- **40.** D
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- **43.** C
- **44.** A
- 45. A46. B
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- **50.** D
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MULTIPLE CHOICE

1.	D		
2.	B	40.	В
3.	D	41.	С
4.	А	42.	A
5.	С	43.	A
6.	А	44.	A
7.	А		
8.	С	45.	A
9.	В	46.	A
10.	D	47.	D
11.	С	48.	A
12.	D	49.	В
13.	D	50.	А
14.	C	51.	В
15.	C		
16.	A		
17.	C		
18.	A		
19. 20	B		
20. 21.	B A		
21. 22.	D		
22. 23.	A		
24.	A		
25.	A		
26.	В		
27.	С		
28.	А		
29.	В		
30.	В		
31.	В		
32.	D		
33.	D		
34.	С		
35.	D		
36.	В		
37.	A		
38.	B		
39.	С		

- **40.** B
- **41.** C
- **42.** A
- **43.** A
- 44. A45. A
- **45.** A **46.** A
- 47. D
- **48.** A
- **49.** B
- **50.** A
- **51.** B

Finance 382 Real Estate Principles and Practice

Student's Name

Instructor: Jan E. Beran Version C

FILL IN YOUR NAME (Lastname_Firstname) WHERE INDICATED, BE SURE TO FILL IN THE CORRESPONDING BUBBLES. Do not put your SSN on your bubble sheet. Mark the version of your test (C) on your bubble sheet in column K, (Fill in Bubbles 1=A, 2=B, 3=C and 4=D). Sheets without a name or without a version code will not be graded, and a ZERO will be recorded as your score. When completed, put your bubble sheet in the corresponding pile. I will not re-sort or hand grade the exam sheets. You may use a calculator but YOU MAY NOT USE THE CALCULATOR ON YOUR PHONE. <u>You have 50 minutes</u> to complete the exam.

Spring 2017 Exam 4 Jacobus ch. 8 (Exchanges), 15, 16, 19 (Ethics), 22, 24, 25 and 27

Multiple Choice

Identify the choice that best completes the statement or answers the question.

- Taxes become a lien

 a. in advance.
 b. only when delinquent.
 c. in arrears.
 d. when an assessment appeal is filed.
- 2. When there is a space specified along each property line in a neighborhood within which no building may be erected, it is called

a.	a sidewalk.	c.	a setback.
b.	a commercial lot.	d.	an offset.

3. REALTORS must treat clients and customers _____. This should be a life goal of all persons.

a. perfidiouslyb. betrayalc. honestlyd. furtively

4. REALTORS[®] share a common responsibility of honor and _____:

a. integrityb. competitionc. inveigled. perfidy

5. A housing market "bubble" is usually characterized by all of the following except:

- a. Buyer's market c. Rising prices
- b. Seller's market d. Housing shortage
- 6. How does the amount of tax exempt real estate in a community affect nonexempt property owners.
 - a. fewer taxable properties bear the burden of the entire tax needs
 - **b.** more non-taxable properties reducing the burden of the entire tax need
 - c. more non-taxable properties reduce the community budget for necessary services
 - d. fewer taxable properties are needed to pay the entire budget
- 7. In an escrow closing, what is the purpose of the neutral third party?
 - **a.** Bring certified funds to closing **c.** Execute the deed
 - **b.** Carry out the contract **d.** Release the liens
- 8. Assessed value
 - **a.** The sales price of a property less commissions, fix-up and closing costs
 - **b.** A value placed on a property for the purpose of property taxation
 - c. Rate expressed in tenths of a cent per dollar
 - **d.** The price paid for property less any depreciation

- **9.** A seller received \$81,000 at the close of escrow after paying \$1,750 in closing costs and a 6% brokerage fee. What was the sales price of the house?
 - a.\$82,750c.\$89,230b.\$87,480d.\$88,032
- **10.** A typical HO-2 homeowner's policy covers damage caused by
 - a. civil war. c. freezing water pipes.
 - **b.** mudflow. **d.** earthquakes.
- 11. The purchase agreement and local custom usually requires that the Buyer pay for:
 - a. Termite inspection c. Repairs to roof
 - b. Termite treatment d. Unpaid taxes
- 12. The ability of the government to control land use through zoning laws is derived from the government's:
 - **a.** police power **c.** taxation power
 - **b.** deed restrictions **d.** right of eminent domain
- **13.** A disabled Muslim lawyer responding to a classified advertisement, applied to rent an apartment in a large complex for which she and her two young children were financially qualified to rent. The property manager:
 - **a.** may reject the application on the basis of her employment as a lawyer
 - **b.** must rent to her because of her sex, or religion
 - c. must rent to her because of familial status and/or her disability
 - **d.** may reject the application because the apartment does not accept children
- **14.** The difference between a variance and a nonconforming use is that
 - **a.** a variance changes the permitted use; nonconforming use does not.
 - **b.** nonconforming use changes zoning; a variance does not.
 - **c.** the nonconforming use first occurs after the zoning changes.
 - d. the variance was in effect before the zoning.
- **15.** The Fair Housing Act prohibits all of the following EXCEPT:
 - **a.** discrimination in housing because of race
 - **b.** discrimination in housing to the disabled
 - **c.** the sale of a home in a non9ntegrated neighborhood to a black family
 - **d.** failure to rent an apartment in an adult complex to a family with children
- **16.** Federal tax laws have traditionally allowed owners of investment properties to deduct all of the following EXCEPT
 - a. depreciation on land. c. operating costs.
 - **b.** maintenance costs. **d.** ad valorem taxes.
- 17. The money paid for insurance is called the insurance
 - a. rider.b. endorsement.c. peril.d. premium.
- **18.** The tax rate on a property is \$3.32 per \$100 of assessed valuation. The assessed value is \$55,864. What is the annual tax payment? (round to the nearest dollar)
 - a. \$185
 c. \$592

 b. \$594
 d. \$1.855

- 19. Which of the following is NOT considered a discriminatory practice under the federal Fair Housing Act?
 - **a.** refusing to sell a house to a person who is disabled because they cannot qualify for a loan
 - **b.** advertising a preference to whom you will sell
 - **c.** restricting the rental of a property by national origin
 - **d.** refusing to rent to a property to a black family because the husband is disabled
- 20. Which of the following is a copyrighted term owned by NAR?
 - a. Realty c. Realtor®
 - b. Realtist d. Narob
- 21. A licensed agent must be aware of local zoning ordinances for all of the following reasons EXCEPT
 - **a.** zoning requirements are material facts.
 - **b.** licensees must report zoning violations to the proper authorities.
 - c. the agent must inform his principal of the effects of zoning on his property.
 - **d.** the law of agency requires knowledge and competence regarding permitted uses of listed property.
- 22. To be considered a good investment, when a property which generates a negative cash flow is sold,
 - **a.** there must be a substantial increase in property value.
 - **b.** there need be little increase in property value.
 - c. the investor is best off if the property has decreased in value.
 - **d.** there must be a substantial down payment.
- 23. All of the following are sources of return from an investment in real estate except:
 - a. Appreciation c. Mortgage reduction
 - **b.** Repairs **d.** Cash flow
- 24. At a closing meeting, the seller would sign which of the following instruments?
 - **a.** Mortgage on the property **c.** Satisfaction piece
 - b. Promissory note d. Deed to the property
- 25. A list of **anticipated** closing costs given to the borrower by the lender as required by RESPA:
 - **a.** HUD 1 **c.** Good Faith Estimate
 - b. Beneficiary Statement d. Closing Statement
- 26. All of the following are prohibited by the Fair Housing Law of 1968, as amended, EXCEPT
 - **a.** discrimination in advertising.
 - **b.** denial of availability of housing on the basis of religion.
 - **c.** discrimination in terms or conditions for sale or rent.
 - **d.** discrimination on the basis of age.
- 27. A white woman owned a duplex and lived in half and rented out the other half. She put a "For Rent" sign in the front yard. The first applicant was a black man whom she turned down stating that she didn't rent to men. He later learned that she had rented the unit to a white male. Under the circumstances, the first applicant has
 - **a.** a discrimination case based on the 1968 Fair Housing laws.
 - b. a discrimination case based on the Civil Rights Act of 1866.
 - c. no recourse since the building is owner occupied.
 - **d.** access to HUD legal assistance while he files his case.

- **28.** A taxpayer with real estate held for investment who wishes to sell the property and to defer the income tax liability on the gain may want to consider:
 - **a.** a refinance

- **c.** an outright sale
- b. an exchange d. a deed of trust
- **29.** A buyer's walk-through is conducted for the purpose of
 - **a.** appraising the property in order to get a loan on it.
 - **b.** inspecting the property for major structural defects.
 - **c.** meeting the seller and obtaining the keys to the property.
 - d. making a final inspection just prior to closing.
- **30.** Showing a prospective buyer homes only in particular neighborhoods based on race, color, religion, sex, national origin, non-handicapped or adults only is known as
 - a. block busing. c. steering.
 - b. redlining. d. subrogation.
- **31.** Zoning is
 - **a.** a power originating from the sovereign state governments.
 - **b.** exercised to regulate types of uses, use densities, subdivision requirements, and racial and ethnic quotas.
 - c. exercised by building inspectors.
 - **d.** little used and of declining importance in real estate.
- 32. Through zoning, a community can protect existing land users from all of the following EXCEPT
 - a. encroachment by undesirable uses. c. incompatible uses of land.
 - **b.** uncontrolled development. **d.** competitive business establishments.
- 33. The Federal Fair Housing Act prohibits discrimination based on which of the following?
 - a. Race, nation origin or color c. Religion, sex or military status
 - **b.** Religion, sex or age **d.** Race, sex or marital status
- 34. The New York fire insurance form does not provide coverage for losses
 - **a.** by fire.
 - **b.** by lightning.
 - c. sustained while removing property from damaged premises.
 - **d.** by flood.
- **35.** Any addition to the basic property insurance contract which covers losses beyond those ordinarily covered are known as:
 - a. equities c. endorsements
 - **b.** warranty **d.** assignments
- 36. A client wants to only look at homes in "safe" neighborhoods. The real estate agent should:
 - **a.** Steer them into a safe neighborhood
 - **b.** Advise them the agent cannot do that without violating the Fair Housing laws
 - c. Ignore their request and show them houses in any neighborhood the agent chooses
 - d. Only show them houses that the agent has personally listed and none others

- **37.** The word variance in land use applies to
 - **a.** an open-ended use permit.
 - **b.** loan rates which raise and lower during the term of the loan.
 - **c.** property taxes.
 - d. zoning.
- **38.** A disinterested party representing both buyer and seller in a real estate sale is the
 - a. broker.

- **c.** escrow agent.
- b. salesperson. d. attorney-in-fact.
- **39.** An insurance endorsement is also known as
 - a. an assumption c. an assignment.
 - **b.** an attachment. **d.** an addendum
- **40.** In order to determine taxable gain on a residence, the
 - **a.** basis must be subtracted from the amount realized from the sale.
 - **b.** closing costs are subtracted from the sale price.
 - **c.** basis and the amount realized from the sale must be the same.
 - d. sales price is subtracted from the basis.
- **41.** A Tenant's Policy of insurance (HO-4) covers:
 - **a.** Liability to others for personal injury
 - **b.** Theft and vandalism
 - **c.** Damage to the building
 - d. Medical coverage for injuries sustained in automobile accident
- 42. The Real Estate Settlement Procedures Act (RESPA) is designed to regulate which of the following?
 - a. Procedures for recording titles to real estate
 - **b.** Ceilings on interest rates charged
 - c. Those who are qualified to prepare a settlement statement
 - **d.** Disclosures of closing information
- 43. All of the following items are usually paid by the seller at the close of a residential sale escrow EXCEPT
 - **a.** title search.

b.

- appraisal fee. **d.** title insurance.
- 44. The practice of directing home seekers to particular neighborhoods on the basis of race, color, religion, sex, or national origin

c. commission.

- **a.** is known as steering.
- **b.** amounts to redlining.
- c. is prohibited by the Civil Rights Act of 1866.
- **d.** constitutes block busting.
- **45.** Income tax savings that an investment can produce for its owner:
 - a. tax shelter c. cash-on-cash
 - b. at-risk rule d. blue-sky

- 46. When a person sells land for more than he paid for it,
 - **a.** no tax is due if the money is reinvested in land within twelve months.
 - **b.** there is a federal tax applicable to the gain.
 - c. the gain is taxed at the corporate rate.
 - d. the gain is taxed by all state governments.
- **47.** Denise applied for a permit to build a greenhouse in her back yard. Her request was denied because of setback requirements. She appealed at a hearing before the planning board and subsequently had her permit approved. Denise obtained
 - a. a variance. c. a plat approval.
 - **b.** an offset deed. **d.** an encroachment permit.
- 48. The following public improvements would most probably be funded by a special assessment EXCEPTa. installation of street lights.c. reconstruction of city sewage plant.
 - b. curbs.d. widening of neighborhood streets.
- **49.** If a potential investment is referred to as an alligator, the investor knows he can expect
 - **a.** water problems. **c.** no profit.
 - **b.** a negative cash flow. **d.** a break even investment
- 50. Which of the following is true regarding the inducement of panic selling in a neighborhood for financial gain?a. It is limited to fear of loss of value because of the changing of the racial composition of a neighborhood.
 - **b.** It is known as block busting.
 - c. It is encouraged by the Fair Housing Act of 1968.
 - **d.** The prohibition applies only to licensed real estate agents.
- **51.** Pat bought a home for \$75,000. He put up \$5,000 earnest money and secured an 80% loan. The bank charged four points and a 2.5% loan fee. Pat received a \$900 credit from the proration of taxes. How much cash will he need to bring to close this transaction?
 - a. \$13,000c. \$13,975b. \$13,900d. \$18,000

Spring 2017 Exam 4 Jacobus ch. 8 (Exchanges), 15, 16, 19 (Ethics), 22, 24, 25 and 27 Answer Section

MULTIPLE CHOICE

40. 41. 42. 43.	A B D
41. 42.	В
42.	
	1)
43.	
	В
44.	А
45.	А
46.	В
47.	А
48.	С
	В
	В
	A
51.	л
	45. 46.

- **40.** A
- **41.** B
- **42.** D
- **43.** B
- 44. A45. A
- **46.** B
- **47.** A
- **48.** C
- **49.** B
- **50.** B
- **51.** A

Spring 2017 Exam 4 Jacobus ch. 8 (Exchanges), 15, 16, 19 (Ethics), 22, 24, 25 and 27 [Version Map]

	Α	В	С
MC	1	33	9
MC	2	4	6
MC	3	29	49
MC	4	42	44
MC	5	25	5
MC	6	3	37
MC	7	43	22
MC	8	17	2
MC	9	6	51
MC	10	31	23
MC	11	20	21
MC	12	36	21 50
MC	13	15	10
MC	14	32	29
MC	15	14	3
MC	16	49	43
MC	17	38	39
MC	18	12	34
MC	19	40	46
MC	20	7	11
MC	21	47	18
MC	22	2	36
MC	23	39	25
MC	24	10	26
MC	25	9	26 41
MC	26	30	28
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MC	40	35	32
MC	41	34	15
MC	42	27	30
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MC	44	37	19
MC	45	48	1
MC	46	26	8
MC	47	1	17
MC	48	8	35
MC	49	44	14

	Α	В	С
MC	50	22	24
MC	51	16	47