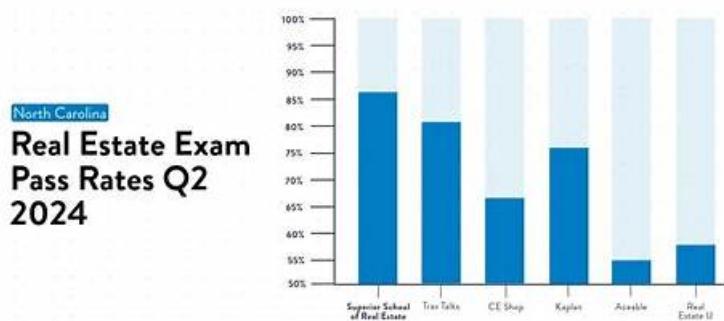


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North Carolina Real Estate Commission NCREC-Broker-N Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">State Portion: Practice and Procedures: This part of the exam measures the skills of provisional brokers in practical, day-to-day operations within North Carolina. It covers contracts and closing processes, use of state-specific forms, and procedures for managing transactions. It also includes state statutes on property transfers, landlord-tenant law, and fair housing requirements. This focus ensures provisional brokers can carry out transactions correctly within state guidelines.
Topic 2	<ul style="list-style-type: none">State Portion: Legal Framework: This section of the exam evaluates provisional brokers on the rules and statutes that apply specifically in North Carolina. It includes license law, the Real Estate Commission's authority, and disciplinary procedures. It also covers how agency relationships must be created and disclosed under state law. These legal frameworks define the responsibilities and compliance requirements for practicing in the state.
Topic 3	<ul style="list-style-type: none">National Portion: Core Concepts: This section of the exam measures the skills of broker candidates and focuses on the basic principles of real estate. It covers property ownership, forms of estates, property rights, and how interests are transferred. It also evaluates contracts, agency duties, and the role of brokers in maintaining lawful and ethical agreements. These core concepts ensure candidates understand the foundational rules of practice across the United States.
Topic 4	<ul style="list-style-type: none">National Portion: Applied Knowledge: This part of the exam measures the applied knowledge of broker candidates and emphasizes practical skills. It includes financing and valuation methods, market analysis, and understanding mortgage processes. Candidates are also tested on land use controls, zoning, environmental regulations, required disclosures, and common real estate calculations. This applied knowledge ensures brokers can handle real-world scenarios effectively.

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North Carolina Real Estate Commission NC Real Estate Broker National Sample Questions (Q80-Q85):

NEW QUESTION # 80

Which of the following actions by a listing broker is an example of willful misrepresentation?

- A. Forgetting to disclose a minor repair needed in the property
- B. Accidentally providing incorrect square footage of a property
- C. Deliberately hiding structural damage from a buyer
- D. Misunderstanding the zoning ordinance for a property

Answer: C

Explanation:

Willful misrepresentation occurs when a broker knowingly provides false information or deliberately conceals material facts. Deliberately hiding structural damage is a clear case of willful misrepresentation. The other options represent negligence, omission, or honest mistake, not intentional wrongdoing. Correct answer: B.

NEW QUESTION # 81

A homeowner signs a contract with a broker stating that the homeowner will pay the broker a commission if the broker finds a ready, willing, and able buyer for the house in the next 60 days. What is the BEST way to describe this contract as of the day they sign it?

- A. Express and executory
- B. Express and executed
- C. Implied and executed
- D. Implied and executory

Answer: A

Explanation:

This is an express contract because terms are clearly stated, and executory because performance (finding a buyer) is yet to occur. It is not executed until the broker succeeds. Thus, it's an express, executory contract as defined in contract law and Broker#N study materials.

NEW QUESTION # 82

On a settlement statement, the seller's net proceeds are calculated by:

- A. subtracting the seller's debits from the buyer's debits.
- B. subtracting the seller's debits from the seller's credits.
- C. subtracting the buyer's credits from the seller's credits.
- D. subtracting closing costs from the purchase price.

Answer: B

Explanation:

The seller's net proceeds are the total credits due to the seller (such as the sale price) minus all debits (such as mortgage payoff, commissions, taxes, and other closing costs). Therefore, the formula is:

Net Proceeds = Seller's Credits # Seller's Debits.

Correct answer: D.

NEW QUESTION # 83

A salaried employee of a North Carolina brokerage firm that practices property management must have a real estate license if they perform which task?

- A. Showing apartment units to prospective tenants
- **B. Negotiating the amount of a security deposit**
- C. Accepting applications for a lease
- D. Completing a preprinted lease contract

Answer: B

Explanation:

In North Carolina, salaried employees working under a licensed brokerage or property management firm may engage in certain administrative or ministerial tasks without a real estate license-such as showing rental units, collecting rent, and accepting applications. However, negotiating lease terms or the amount of a security deposit involves brokerage-level activity and requires a real estate license. Therefore, the correct answer is C.

NEW QUESTION # 84

According to the North Carolina Real Estate Commission Rules, what must be included in a written agency agreement?

- A. A broker protection clause
- **B. The broker's license number**
- C. An automatic renewal clause
- D. The expiration date of the broker's license

Answer: B

Explanation:

According to 21 NCAC 58A .0104(a), a written agency agreement in North Carolina must include the broker's license number and a definite expiration date. These are required by the Commission to ensure regulatory clarity and accountability. A broker protection clause is optional and negotiated between parties. Automatic renewal clauses are prohibited in listing agreements. Therefore, the correct and required component is the broker's license number.

NEW QUESTION # 85

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