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

Topic	Details
Topic 1	• 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.
Topic 2	• 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 3	• 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 4	• 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.

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North Carolina Real Estate Commission NC Real Estate Broker National Sample Questions (Q115-Q120):

NEW QUESTION # 115

When selling a house that was built before 1978, the seller is required to:

- A. pay for a lead-based paint risk assessment.
- B. conduct an inspection for lead-based paint hazards.
- C. mitigate any lead-based paint hazards on the property.
- D. give the buyer the opportunity to conduct their own lead paint inspection.

Answer: D

Explanation:

Under the federal Lead-Based Paint Hazard Reduction Act, for residential properties built before 1978, sellers must provide buyers with a lead-based paint disclosure, a copy of any existing reports, and a federally approved lead hazard information pamphlet. In addition, buyers must be given a 10-day period to conduct their own lead inspection or risk assessment (unless waived in writing). Sellers are not required to test or remediate. Therefore, the correct answer is B.

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NEW QUESTION # 116

A property is selling for \$690,000, and the seller's estimated closing expenses amount to \$8,000. If the seller originally purchased the property for \$410,000 and paid \$3,000 in closing expenses, what is the seller's estimated profit on the sale?

- A. \$275,000
- B. \$291,000
- C. \$269,000
- D. \$285,000

Answer: C

Explanation:

$$\begin{aligned}\text{Seller's estimated profit} &= \text{Sale Price} - \text{Seller's Closing Costs} - (\text{Original Purchase Price} + \text{Original Closing Costs}) \\ &= \$690,000 - \$8,000 - (\$410,000 + \$3,000) \\ &= \$690,000 - \$8,000 - \$413,000 = \$269,000\end{aligned}$$

Correct answer: A

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NEW QUESTION # 117

A real estate licensee's advertisement for a house includes only the following phrase about financing:

"Assume the owner's original loan with only a \$1,000 down payment!" What is wrong with this advertisement?

- A. It does not provide the brokerage firm's name as licensed.
- B. It does not also include the original balance on the loan.
- C. It does not also include the loan's annual percentage rate and other financing terms.
- D. Nothing, so long as it is the real estate licensee's own property.

Answer: C

Explanation:

According to the Truth in Lending Act (TILA) and advertising guidelines in North Carolina, if a licensee advertises specific financing terms-such as the amount of down payment-this triggers the requirement to disclose additional terms, including the annual percentage rate (APR), amount of payments, and term of the loan. The failure to include these terms makes the advertisement misleading and non-compliant.

NEW QUESTION # 118

To equalize each comparable property to the subject property when performing the sales comparison approach, the appraiser should make adjustments to:

- A. only the subject property.
- B. the property being appraised.
- C. both the subject and comparable properties.
- **D. only the comparable properties.**

Answer: D

Explanation:

In the sales comparison approach, appraisers always make adjustments to the comparable properties - never to the subject property - to reflect how they differ from the subject. This ensures that all comparables are on an equal footing with the subject being appraised. Thus, answer B is correct.

NEW QUESTION # 119

Morgan has an appurtenant easement to cross Julie's land to get to his cornfield. Julie's land is the:

- **A. servient tenement**
- B. encroachment
- C. dominant tenement
- D. reserved tenement

Answer: A

Explanation:

An appurtenant easement involves two properties: the dominant tenement (the one that benefits from the easement) and the servient tenement (the one that is burdened by the easement). In this case, Morgan benefits from the easement (dominant tenement), and Julie's land must allow access (servient tenement). Therefore, Julie's land is correctly identified as the servient tenement.

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NEW QUESTION # 120

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