LOUISIANA 90-HOUR COURSE: REAL PROPERTY, OWNERSHIP, DEEDS, AND AUCTIONS PRACTICE EXAM (SAMPLE)

STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

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Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

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How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 – 45 minutes). Review a handful of questions, reflect on the explanations.

3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

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Questions

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1. What is a significant health concern related to lead-based paint?

A. It can cause lung cancer

B. It requires buyer disclosures for properties built pre-1978

C. It leads to respiratory issues due to mold

D. It can deteriorate structures more rapidly

2. What role does a real estate agent play during a property sale?

A. They act as an arbitrator in disputes

B. They manage the financial aspects of the sale

C. They represent clients in negotiating sales agreements

D. They assess the property's value for tax purposes

3. What is real property?

A. Movable assets and fixtures

B. Land and any permanent structures or improvements attached to it

C. Investment in stocks and bonds

D. Items that can be carried or transferred

4. What does a planned unit development involve?

A. A mix of various land uses in a single development

B. A single type of residential housing unit only

C. Strict zoning regulations with no flexibility

D. A focus on industrial development exclusively

5. What does delivery and acceptance refer to in deed transactions?

A. The simple signing of the deed

B. The grantor's actual delivery and the grantee's acceptance

C. Only the receiver's formal acceptance in writing

D. The physical inspection of the property by the grantee

6. What is "foreclosure" in real estate?

A. The legal process by which a lender takes possession of a property due to default on loan payments

B. A method for buyers to acquire property at auction

C. A voluntary sale of property by the owner

D. A procedure to renegotiate mortgage terms

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7. What is a broker's license?

A. A certification for property appraisers

B. A credential that allows a person or business to represent buyers and sellers in real estate transactions

C. A requirement for managing rental properties

D. A license needed to perform real estate inspections

8. What defines a quitclaim deed?

A. A deed that guarantees clear title to the property

B. A deed to relinquish interest without warranty of title

C. A deed that transfers property with full warranty

D. A deed that includes a purchase price agreement

9. What is the role of a bid catcher in an auction?

A. To collect payments from winning bidders

B. To watch the crowd for bids and convey them to the auctioneer

C. To advertise the items being auctioned

D. To count the number of items being sold

10. What is a unique characteristic of real property compared to personal property?

A. Real property can be moved easily

B. Real property is always subject to depreciation

C. Real property is immobile and unique in nature

D. Real property includes all forms of currency

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Answers

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1. B
2. C
3. B
4. A
5. B
6. A
7. B
8. B
9. B
10. C

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Explanations

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1. What is a significant health concern related to lead-based paint?

A. It can cause lung cancer

B. It requires buyer disclosures for properties built pre-1978

C. It leads to respiratory issues due to mold

D. It can deteriorate structures more rapidly

Lead-based paint is a significant health concern primarily because it poses serious health risks, especially to children, who can suffer from lead poisoning. Properties built before 1978 are particularly relevant in this context because that year marks the ban on the use of lead-based paint in residential properties in the United States. As a protective measure, the federal government mandates that sellers and landlords disclose the presence of lead-based paint in homes built before this date. This regulation is designed to inform potential buyers and renters about the risks associated with lead-based paint so they can make informed decisions regarding their health and safety. By requiring disclosures, the law seeks to minimize the risk of lead exposure and its associated health problems, such as developmental delays, learning difficulties, and various neurological issues. The other options address health concerns or property condition issues but do not directly pertain to the regulatory requirements associated with lead-based paint.

2. What role does a real estate agent play during a property sale?

A. They act as an arbitrator in disputes

B. They manage the financial aspects of the sale

C. They represent clients in negotiating sales agreements

D. They assess the property's value for tax purposes

A real estate agent plays a crucial role in negotiating sales agreements, which is why this choice is correct. During a property sale, the agent acts on behalf of their client—be it a buyer or seller—to facilitate the transaction. This involves understanding the market dynamics, the client's needs and interests, and employing negotiation strategies to achieve the best possible terms. The agent also provides expertise on pricing, helps draft offers, and counters offers, ensuring that the communication between the parties is clear and effective. Their experience in negotiations often helps to smooth out any potential conflicts and reach an agreement that satisfies both parties. While agents may have some understanding of financial aspects related to the sale, such as facilitating the understanding of pricing and commissions, they are not typically responsible for managing the financial transactions directly. Assessing a property's value is usually conducted by appraisers rather than real estate agents, although agents may provide comparative market analyses to inform pricing decisions. Lastly, acting as an arbitrator requires a neutral stance in disputes, which is not the role of an agent who advocates for a specific client's interests. Thus, the agent's primary function during a sale is indeed to negotiate the sales agreements effectively.

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3. What is real property?

A. Movable assets and fixtures

B. Land and any permanent structures or improvements attached to it

C. Investment in stocks and bonds

D. Items that can be carried or transferred

Real property refers specifically to land and anything permanently affixed to it, such as buildings, roads, and other structures. This definition encompasses not only the land itself but also improvements made to the land, which can include residential and commercial developments, infrastructure, and environmental additions like landscaping. The key aspect of real property is its permanence; unlike movable assets, which can be easily relocated, real property includes items that are intended to remain in a specific location and are integral to the use or enjoyment of that land. This distinction is crucial, as it highlights the nature of ownership and rights related to property use. Understanding this concept is fundamental in real estate, as it influences zoning laws, property taxes, and the legal implications of buying, selling, or transferring property. In comparison, other choices such as movable assets or items that can be carried do not capture the permanence that characterizes real property. This clarity helps in evaluating property-related transactions and regulations within the context of real estate law.

4. What does a planned unit development involve?

A. A mix of various land uses in a single development

B. A single type of residential housing unit only

C. Strict zoning regulations with no flexibility

D. A focus on industrial development exclusively

A planned unit development (PUD) is fundamentally characterized by a mix of various land uses within a single development. This concept allows for the integration of residential, commercial, and sometimes recreational spaces, all designed to coexist harmoniously in one cohesive community. The goal of a PUD is to promote a more efficient use of land while providing diverse housing options and amenities that serve the community's needs. In contrast to other choices, a PUD is not limited to a single type of residential housing or specifically focused on industrial development. Rather, it encompasses a broader vision that includes multiple land uses, which can enhance the connectivity and vibrancy of the area. Additionally, while PUDs may have zoning requirements, they are often designed to allow for flexibility in the application of zoning regulations, enabling developers and planners to create innovative solutions that may not be possible under strict zoning rules. Therefore, the essence of a planned unit development is its mixed-use nature, making it a distinctive and beneficial approach to urban planning.

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5. What does delivery and acceptance refer to in deed transactions?

A. The simple signing of the deed

B. The grantor's actual delivery and the grantee's acceptance

C. Only the receiver's formal acceptance in writing

D. The physical inspection of the property by the grantee

Delivery and acceptance in deed transactions is crucial for ensuring that the transfer of property rights is valid and legally effective. This concept refers to two distinct but interconnected actions: the grantor's actual delivery of the deed and the grantee's acceptance of it. The act of delivery signifies that the grantor intends to transfer ownership of the property, indicating that the deed is meant to be executed and become effective. This can be accomplished through various means, such as physically handing over the deed or taking other actions that demonstrate a clear intention to transfer ownership. Acceptance by the grantee completes the transaction, signifying that they agree to receive the property and its associated rights. This acceptance does not always need to be formalized in writing; it can be demonstrated through actions or conduct that indicate an acceptance of the deed. In this context, the choice accurately reflects the legal principles surrounding the transfer of property through a deed, as both the grantor's delivery and the grantee's acceptance are essential elements that must occur for the deed to be valid. Without either element, the transaction may be challenged or deemed incomplete.

6. What is "foreclosure" in real estate?

A. The legal process by which a lender takes possession of a property due to default on loan payments

B. A method for buyers to acquire property at auction

C. A voluntary sale of property by the owner

D. A procedure to renegotiate mortgage terms

Foreclosure is defined as the legal process by which a lender takes possession of a property due to the borrower's default on loan payments. This process typically begins after a series of missed payments and involves the lender moving to recoup their losses by selling the property. It serves as a means for the lender to recover the amount owed on the mortgage by obtaining ownership of the property, often culminating in a public auction of the property to retrieve the outstanding debt. While other options present various real estate concepts, they do not accurately define foreclosure. For instance, acquiring property at auction is a different process, often related to properties that have entered foreclosure but does not, in itself, define what foreclosure is. Similarly, a voluntary sale of property by the owner or renegotiating mortgage terms represents actions taken either by property owners or lenders that do not constitute foreclosure, which specifically involves the involuntary taking of property due to default. Therefore, the first choice clearly and directly encapsulates the essence of foreclosure in real estate.

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7. What is a broker's license?

A. A certification for property appraisers

B. A credential that allows a person or business to represent buyers and sellers in real estate transactions

C. A requirement for managing rental properties

D. A license needed to perform real estate inspections

A broker's license is indeed a credential that allows a person or business to represent buyers and sellers in real estate transactions. This license indicates that the holder has met certain educational and experience requirements, and has passed a state examination focused on real estate practices and laws. Having a broker's license enables individuals to legally assist in the buying, selling, leasing, and managing of real estate properties on behalf of clients. In the context of real estate, brokers play a crucial role as intermediaries in transactions, providing expertise and guidance to facilitate successful deals. This includes negotiating terms, marketing properties, and conducting due diligence on behalf of clients. The other options refer to different aspects of real estate and might involve specific credentials or requirements, but they do not encapsulate the primary function of a broker's license, which is centered on representing clients in real estate transactions.

8. What defines a quitclaim deed?

A. A deed that guarantees clear title to the property

B. A deed to relinquish interest without warranty of title

C. A deed that transfers property with full warranty

D. A deed that includes a purchase price agreement

A quitclaim deed is characterized as a legal instrument used to transfer whatever interest the grantor holds in a property without providing any guarantees or warranties regarding the title. This means that the grantor is essentially relinquishing their interest in the property but is not making any assurances that the title is clear or free of encumbrances. If there are any liens, claims, or potential issues with the title, the grantee has no recourse against the grantor. This type of deed is often used in situations where the parties know each other and trust one another, such as transferring property between family members or resolving estate issues. By not guaranteeing a clear title, quitclaim deeds are typically quicker and simpler than other types of deeds, such as warranty deeds, which do guarantee the title and provide greater protection to the grantee. The other options describe various features of different types of deeds. For instance, a deed that guarantees a clear title would be more aligned with a warranty deed, which comes with assurances about the condition of the title being transferred. A deed with full warranty involves a promise to defend the title against any claims. Meanwhile, mentioning a purchase price agreement is not a standard characteristic of a quitclaim deed, as it focuses solely on the transfer of

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9. What is the role of a bid catcher in an auction?

A. To collect payments from winning bidders

B. To watch the crowd for bids and convey them to the auctioneer

C. To advertise the items being auctioned

D. To count the number of items being sold

The role of a bid catcher in an auction is primarily focused on monitoring the activity of bidders and effectively communicating their offers to the auctioneer. This function is crucial because the bid catcher helps ensure that all bids are accurately captured, which is vital for fair and transparent auction proceedings. By watching the crowd and observing the gestures or signals from participants who wish to place bids, the bid catcher acts as an intermediary between the bidders and the auctioneer. This helps to maintain the flow of the auction and ensures that no bids are overlooked, which can ultimately influence the outcome of the auction. Other roles, such as collecting payments from winning bidders or counting the number of items sold, are not within the remit of a bid catcher. These tasks are typically handled by other personnel involved in the auction process. Advertising items may be part of a different role as well, as it focuses on attracting bidders rather than facilitating the bidding process itself. The primary function of the bid catcher is to ensure that every bid is properly communicated, making choice B the accurate and relevant description of this role.

10. What is a unique characteristic of real property compared to personal property?

A. Real property can be moved easily

B. Real property is always subject to depreciation

C. Real property is immobile and unique in nature

D. Real property includes all forms of currency

Real property is defined by its immobility and uniqueness, distinguishing it sharply from personal property. Real property refers to land and anything permanently attached to it, such as buildings and other structures. The characteristic of immobility means that real estate cannot be moved from one location to another without losing its identity as real property; it remains in a fixed position. The uniqueness of real property stems from the fact that no two parcels of land are exactly the same, as they encompass distinct geographical features, locations, and legal boundaries. This uniqueness often affects its value, as two properties adjacent to each other can still have vastly different prices based on their individual attributes and market conditions. In contrast, personal property is movable and can be easily transported from one place to another. It includes items like vehicles, furniture, and equipment, which do not share the same characteristics of land and buildings. Understanding this fundamental distinction is crucial for comprehending how property is classified in legal and real estate contexts.

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Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

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We wish you the very best on your exam journey. You've got this!

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