

## **COURSE FOR NEW AFFILIATES**

### **Six Written Assignments**

TREC Rules require that there be 6 written assignments and a final exam with the Course for New Affiliates. Therefore, we have approached this as an opportunity to assure you are familiar with the location your firm's paper work, and offer you a little practice completing several forms.

The sellers are: Elvis and Pricilla King residing at and selling 333 Rock and Roll Road, Music City, TN 37000 Phone 615-555-3454

The buyers are: Conway and Twitty Begood residing at and moving from 8900 Quiet Pasture Place, Goodplace. TN 37200, 931-555-4444

Any other details, you can just improvise. You may use originals or copies of your companies' documents.

1. **Locate and complete a listing agreement** as per the policy of your office. Forward the agreement for review to the instructor. This may be done before, or at the same time you submit you final examination.
2. **Locate and complete buyer agreement** as per the policy of your office. Forward the agreement for review to the instructor. This may be done before, or at the same time you submit you final examination.
3. **Locate and complete an offer to purchase agreement** as per the policy of your office. Forward the agreement for review to the instructor. This may be done before, or at the same time you submit you final examination.
4. **Complete a short line ad for the King's property** as per the policy of your office. Forward the ad for review to the instructor. This may be done before, or at the same time you submit you final examination.
5. **Locate and review a "state property disclosure form"** Write at the top of the form if you would or would not complete the form for your seller. Forward the form for review to the instructor. This may be done before, or at the same time you submit you final examination.
6. **Please write a brief note to the instructor regarding your personal plan to generate business for your self and your firm.** Please indicate if your firm has a coach or manager offering you assistance to jump start your career.

**COURSE FOR NEW AFFILIATES  
Final Examination**

1. Tennessee law allows an open listing to sell a property. However, most Multiple Listing Services do not.  
(T) (F)
2. A Comparative Market Analysis referred to as a CMA or a Broker's Opinion of Value (Broker's Opinion) is a report which compares one home to similar homes in a particular area to determine an approximate current market value.  
(T) (F)
3. If you are not a member of a multiple listing service, you will most likely need to use courthouse records to gather the needed material to complete a CMA.  
(T) (F)
4. By law, every licensee is obligated to protect some information as confidential, other than any adverse facts which must be disclosed. Confidential information includes any facts revealed by a consumer which may be helpful to the other party  
(T) (F)
5. Tennessee agency law states that an agency relationship does not exist without a bilateral, written agency agreement between the licensee and the buyer or seller. Therefore, a disclosure form, such as the "Confirmation of Agency Status", is a irrevocable agency agreement!  
(T) (F)
6. Concerning contracts: An offer is made by an offeror and expresses that person's willingness to enter into a particular agreement. The offeree is the person to whom the offer is made.  
(T) (F)
7. An option is a right to buy or lease property at a specified price during a designated period of time. The option right is given to the optionee by the optionor (owner).  
(T) (F)
8. Each contract requires an offer and acceptance of that offer. An offer must be a clear, unequivocal and direct approach to another party to contract..  
(T) (F)

9. Novation is the replacement of one contract between two parties with another contract, either between the same parties or others.  
(T) (F)
10. With mentally-challenged persons, the contract may be void or voidable at the minor's or mentally-challenged person's option.  
(T) (F)
11. The Civil Rights Act of 1866 provides that all U.S. citizens have the same rights as white citizens to "inherit, purchase, sell, hold, and convey real and personal property". Therefore, the law only protects discrimination along racial lines.  
(T) (F)
12. Private clubs may limit the rental or occupancy of their noncommercial lodgings to members.  
(T) (F)
13. If your sellers are unwilling to abide by fair housing laws, you should review the law, and explain to them that you cannot honor their request unless they sign an agreement that the discrimination is only at their demand.  
(T) (F)
14. The Fair Housing Act doesn't expressly forbid discrimination by buyers or renters who prefer certain locations. However, the U.S. Department of Housing and Urban Development has stated that buyers' representatives could be held liable for violating the Fair Housing Act if they followed the discriminatory instructions of their clients.  
(T) (F)
15. Risk management can be defined as a plan of action to minimize the real estate broker's risk of liability and generally involves four components: (1) education, (2) risk shifting, (3) risk anticipation and (4) risk control.  
(T) (F)
16. Agents should be educated to recognize and deal with the types of issues that most frequently result in litigation.  
(T) (F)
17. If the seller is too busy to complete the state property disclosure statement, the affiliate broker is under agent/client obligation to inspect the property and complete the form.  
(T) (F)

18. In determining liability or fraud: A fact is material if it would affect a reasonable buyer's decision to purchase the property or how much to pay for it.  
(T) (F)
19. Under Tennessee law, It is unlawful for a real estate licensee, a relocation firm, or a firm with a corporate relocation policy or benefits, or anyone on behalf of any such licensee or firm, to counsel a client of another real estate licensee on how to terminate or amend an existing agency contract.  
(T) (F)
20. In Tennessee, a real estate licensee representing an owner of residential real property as the listing broker has a duty to inform each such owner represented by that licensee of the owner's rights and obligations under TCA 66-5-206.  
(T) (F)
21. . For property management purposes, real estate can be divided into four major classifications: residential, commercial, industrial and specialpurpose property. Each type of property requires a different combination of knowledge and skills on the part of the manager.  
(T) (F)
22. As a real estate agent, you have a commitment to protect the public good somewhat as a police officer is obligated to protect the public. You also you have a commitment to maintain a high standard of business conduct.  
(T) (F)
23. When one takes advantage of a position of trust to the detriment of another party solely for the purpose of one's own gain, we say that this person is unethical.  
(T) (F)
24. The credit score is actually a numerical score showing a present day "snapshot" of the borrower's credit worthiness. It takes into consideration the amount of credit available, the management of existing credit, and any detrimental information provided through public records.  
(T) (F)
25. Regarding credit scores: Although 620 is generally considered a minimum score, an applicant with a lower score may still be able to obtain a loan by providing further information regarding items that have lowered the score or by taking action to correct some of the adverse credit.  
(T) (F)

# The Career Institute

## TREC CONTINUING EDUCATION ANSWER SHEET

Return your answer sheet to: Jim Gibbs, Instructor, P.O. Box 477, Murfreesboro, TN 37133

### TREC 3755 - COURSE FOR NEW AFFILIATES

>>>>> Please note that the answer slots for TRUE and FALSE are the same as "a.[T]" and "b.[F]"

- |                             |                             |
|-----------------------------|-----------------------------|
| 1. a.[T] b.[F] c.[ ] d.[ ]  | 14. a.[T] b.[F] c.[ ] d.[ ] |
| 2. a.[T] b.[F] c.[ ] d.[ ]  | 15. a.[T] b.[F] c.[ ] d.[ ] |
| 3. a.[T] b.[F] c.[ ] d.[ ]  | 16. a.[T] b.[F] c.[ ] d.[ ] |
| 4. a.[T] b.[F] c.[ ] d.[ ]  | 17. a.[T] b.[F] c.[ ] d.[ ] |
| 5. a.[T] b.[F] c.[ ] d.[ ]  | 18. a.[T] b.[F] c.[ ] d.[ ] |
| 6. a.[T] b.[F] c.[ ] d.[ ]  | 19. a.[T] b.[F] c.[ ] d.[ ] |
| 7. a.[T] b.[F] c.[ ] d.[ ]  | 20. a.[T] b.[F] c.[ ] d.[ ] |
| 8. a.[T] b.[F] c.[ ] d.[ ]  | 21. a.[T] b.[F] c.[ ] d.[ ] |
| 9. a.[T] b.[F] c.[ ] d.[ ]  | 22. a.[T] b.[F] c.[ ] d.[ ] |
| 10. a.[T] b.[F] c.[ ] d.[ ] | 23. a.[T] b.[F] c.[ ] d.[ ] |
| 11. a.[T] b.[F] c.[ ] d.[ ] | 24. a.[T] b.[F] c.[ ] d.[ ] |
| 12. a.[T] b.[F] c.[ ] d.[ ] | 25. a.[T] b.[F] c.[ ] d.[ ] |
| 13. a.[T] b.[F] c.[ ] d.[ ] |                             |

*I attest that I have read all appropriate material and completed the final examination for this course*

Today's Date: \_\_\_\_\_

Name: \_\_\_\_\_ TREC Lic. # \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail Address: \_\_\_\_\_

Address for Certificate: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_