

### Commission and Sales Price

1. The asking price of a home is \$119,000. It sold for  $\frac{4}{5}$  of its asking price.. If the Multiple listing calls for a 50/50 split between brokers, and the commission is 7% How much will each receive?

A) \$8,330    B) \$ 3,664    C) \$4,165    D) \$3,332

2.    Sales:            Commission rate:  
      \$228,000        6%  
      \$365,700        3%  
      \$126,900        6%

A salesperson receives 25% of all commissions listed above. How much did he earn?

A) \$8,066.25    B) \$10,809    C) \$8,540.75    D) \$17,294

3. After paying the brokers commission of 6% and expenses of \$570, a seller desires a net amount to himself of \$143,000. What must the sales price be?

A) \$152,734    B) \$151,557    C) \$152,127    D) \$151,521

4. Joe Smith wants to realize \$125,000 from the sale of his house after paying expenses of \$1200 and paying the broker a 9% commission. What must the sales price be?

A) \$137,362    B) \$136,162    C) \$138,100    D) \$138,681

5. A broker's commission earned on the sale was \$3,800. If he charged 6% of the first \$50,000 and 4% on any amount over that, what was the sale price?

A) \$76,200    B) \$55,000    C) \$58,500    D) \$70,000

6. A salesperson is paid on a basis of 8% commission on the first 120,000 of sales during one month, plus 3% of any sales over \$120,000. If he sold a total of \$310,000 in a month, how much more would he have made, if he had been paid a straight 6%.

A) \$3,300    B) \$ 3,500    C) \$5,400    D) \$5,900

7. A listing agreement provided for a commission to the broker of 6% of the first \$30,000 and 3% of anything above \$30,000. The commission received by the broker was \$2,070. What did the property sell for?
- A) 39,000 B) \$32,500 C) \$37,000 D) \$35,500
8. An managing agent receives 12% Of the first months rent and 9% of each month thereafter. If the rent is \$850 per month, what will the annual fee amount to?
- A) \$943.50 B) \$1,224 C) \$918.00 D) \$1,576.50
9. The purchase price of a home is \$192,000. The down payment is 3% of the first \$40,000 and 5% of the balance. How much will the seller pay if he is to be charged 5 discount points?
- A) \$8,832 B) \$9,600 C) \$9,160 D) \$9,120
10. A seller sold his home for \$278,000 The buyer's lender required a 20% down payment and 4% points on the mortgage. . What is the total amount the buyer requires to close?
- A) \$62,570 B) \$55,600 C) \$64,582 D) \$64,496
11. The net amount received by Mr. Jackson for the sale of his property was \$11,300. If his broker received 5% and an allowance of \$100 for extra expenses, what was the selling price?
- A) \$11,895 B) \$11,865 C) \$12,000 D) \$11,765

## Interest

1. What is the annual interest rate on a \$20,000 loan, if the interest payments of \$462.50 are paid every three months?  
A) 7.82% B) 6.93% C) 10.81% D) 9.25%
2. Quarterly interest payments of \$2,380 are paid on an \$116,000 loan. What is the interest rate per annum?  
A) 8% B) 2% C) 24% D) 5%
3. A lender charged 4 discount points on a \$235,000 loan. What was the dollar amount of discount points on this loan?  
A) \$4,950 B) \$9,450 C) \$9,400 D) \$4,900
4. Brown has a home improvement loan of \$7,500 on which he makes quarterly interest payments of \$168.75. What annual rate of interest does he pay?  
A) 9% B) 7.5% C) 4% D) 11%
5. A \$168,000 loan at 10% interest had a principal and interest payments of \$1,474.32 per month. How much of the first month's payment would be applied to principal?  
A) \$74.32 B) \$74.94 C) \$76.25 D) \$79.87
6. What is the annual interest rate on a \$6,000 loan when the interest payments are \$150 semi-annually on the full amount?  
A) 1.75% B) 3.50% C) 5.00% D) 7.00%
7. Doug borrowed \$110,000 at 6 3/4% interest. He repaid the principal and interest in one payment at the end of eleven months. What amount did he pay?  
A) \$117,586.75 B) \$117,425 C) \$116,000 D) \$116,806.25

8. Smith pays \$6.05 per \$1,000 per month on his mortgage loan. He borrowed 80% of the \$120,000 purchase price at 7% interest for 30 years. How much does Smith pay monthly?

- A) \$605.00 B) \$492.75 C) \$580.80 D) \$542.65

9. Joe Smith borrowed \$21,500.00 from the bank at  $7\frac{3}{4}\%$  interest so that he could start a business. If he repaid the principal and the interest in one payment at the end of 13 months, what was the total amount he paid the bank?

- A) \$22,892.20 B) \$23,305.10 C) \$24,352.25 D) \$21,950.00

**Appreciation/Depreciation      Profit/Loss**

1. A property which cost 134,000 six years ago is now valued at \$118,000. What was the average yearly depreciation?

- A)  $4\frac{2}{3}\%$  B)  $2\frac{1}{4}\%$  C)  $2\frac{3}{8}\%$  D) 2%

2. If you sell a lot for \$145,000 after making a 16% profit, what was the price you originally paid?

- A) \$127,500 B) \$125,000 C) \$130,000 D) \$122,500

3. In eight years a property depreciated in value from \$340,000 to \$265,000. What was the average annual rate of depreciation?

- A) 2.16% B) 2.75% C) 22% D) 2.5%

4. The value of a frame house at the end of three years is \$7,650. What was the original cost of the house if the yearly rate of depreciation was  $2\frac{1}{2}\%$ ?

- A) \$17,000 B) \$19,000 C) \$18,500 D) \$17,148

5. Lauren sold her home for \$275,500 after making a profit of 41% on her purchase price. How much did he originally pay for the home?

- A) \$176,330 B) \$186,750 C) \$172,125 D) \$195,390

## Proration

1. A property is sold on July 15 of the current calendar year. Annual taxes of \$840.00 were paid in full on January 1 of this year. If these payments are prorated, what amount will be returned to the seller?  
A) \$350.00 B) \$385.00 C) \$403.00 D) \$455.00
2. The annual taxes of \$1,320 and a three-year homeowners policy costing \$396 were paid on January 1. If the property sold on July 15, what amount will be credited to the seller?  
A) \$907.50 B) \$808.50 C) \$786.50 D) \$929.50
3. A property is assessed at 40% of its appraised value of \$135,000. The tax rate is \$7.40 per \$100 and taxes are due and payable January 1<sup>st</sup> each year in advance. If the closing takes place on August 12<sup>th</sup>, how much will the buyer owe the seller for the prorated taxes?  
A) \$1,351.80 B) \$1,531.80 C) \$1,746.50 D) \$1,831.80

## Taxes & Insurance

1. A township assesses property at 80% of value. The annual taxes of \$4,750 are paid by the owner of a house valued at 98,000. What is the tax rate per \$100?  
A) \$6.05 B) \$6.35 C) \$6.76 D) \$7.00
2. If the assessed value of a property is 80% of its market value. What are the annual taxes if the tax rate is \$4.25 per \$100 and the market value is \$136,000?  
A) \$6,975.25 B) \$4,624 C) \$4,250 D) \$5,225.50

## Area

1. How many square feet are contained in the lot shown?



- A) 21,375.00 B) 10,687.50 C) 11,970.00 D) 12,970.50
2. A rectangular lot which measures 100' x 145.2' is what percent of an acre?  
A) 25% B) 33.3% C) 80% D) 20%
3. Office space measuring 102' x 84' rents for \$4.75 per square foot annually. What is the monthly rent?  
A) \$406.95 B) \$3,391.50 C) \$339.15 D) \$4,069.80