

Paper 2 Questions

1. Glimmer Estate Agency would like to put up an advertising billboard on the skyscraper where its office is located. The advertisement content will be about the numerous prizes Glimmer has won over the years and its star studded track record in property sales. Which of the following government board does Glimmer has to apply for approval to get their billboard up?
 - a) BCA
 - b) SPF
 - c) URA
 - d) IRAS
2. Which of the following can Salesperson NOT do while advertising a property for sale or rent?
 - a) State in the advertisement that "no co-broke and no agent"
 - b) Claim to be "King of Pasir Ris"
 - c) Include similar development nearby with transaction information of various buyers and sellers name with their consent.
 - d) All of the above
3. What is the maximum fines for neglecting or refusing to produce any book, document, material or article required by the council?
 - a) \$10,000 and/or 1 year imprisonment
 - b) \$25,000 and/or 1 year imprisonment
 - c) \$50,000 and/or 2 year imprisonment
 - d) \$75,000 and/or 3 year imprisonment
4. What is the maximum amount of fines for a company conducting estate agent work in Singapore without a valid licence?
 - a) \$200,000
 - b) \$100,000
 - c) \$75,000
 - d) \$50,000
5. The application for change-of-use classes can be applied through
 - a) BCA Business Space e-portal
 - b) Controller of Housing
 - c) URA GoBusiness Licensing Portal
 - d) URA myBusiness Registration Portal
6. What is the maximum fines for making false statements or intentionally suppresses any material fact in relation to any application under the Estate Agent Act?
 - a) \$50,000 and/or 2 years imprisonment
 - b) \$50,000 and/or 3 years imprisonment
 - c) \$75,000 and/or 2 years imprisonment
 - d) \$75,000 and/or 3 years imprisonment
7. Is CEA prescribed agency agreement validity period renewable?
 - a) Yes, you may renew for a maximum of 3 months as long as the principal is aware
 - b) Yes, you may renew the base on the principle of ratification
 - c) No, a renewal will render an invalid contract
 - d) No, renewal is not allowed
8. Which of the following is considered dual representation?
 - a) A buyer responding to seller's agent advertisement and seller's agent help both buyer and seller on documentation for a small fee
 - b) Buyer's agent sharing commission with seller's agent
 - c) Agent representing buyer to collect commission from developer
 - d) None of the above
9. The CEA prescribed dispute resolution scheme after mediation is:
 - a) Arbitration
 - b) Mitigation
 - c) Litigation
 - d) Negotiation

10. CEA handles which kinds of compliant cases?
- a) Disputes on commissions
 - b) Disputes on contractual issues
 - c) Disputes on salesperson's actions
 - d) Disputes on payment method
11. The Concept Plan is reviewed every ____ years.
- a) 5
 - b) 10
 - c) 40 to 50
 - d) 20
12. What is the maximum fine if a salesperson making false representation to the effect that the salesperson is employed by or authorised to act as a salesperson for any specified estate agent?
- a) \$5,000
 - b) \$10,000
 - c) \$15,000
 - d) \$25,000
13. The maximum amount of fines for failure to notify Council of change in address of estate agent/Salesperson is
- a) \$25,000 and/or 2 years imprisonment
 - b) \$25,000 and/or 1 year imprisonment
 - c) \$10,000 and/or 1 years imprisonment
 - d) \$10,000 and/or 6 months imprisonment
14. A CEA prescribed agreement must be entered _____ a property transaction.
- a) Before
 - b) After
 - c) At the same time as
 - d) Before or at the same time as
15. What is the maximum fines for submitting false documents in any application for registration or renewal of registration?
- a) \$25,000 and/or 1 year imprisonment
 - b) \$25,000 and/or 2 years imprisonment
 - c) \$50,000 and/or 2 years imprisonment
 - d) \$50,000 and/or 3 years imprisonment
16. Is a salesperson allowed to advertise in his flyer that he is "The Best Salesperson in Singapore"?
- a) No, salesperson are not allowed to distribute flyers
 - b) Yes as he has been advertising it in this manner for more than 20 years
 - c) No as his claims are exaggerated
 - d) Yes as it is part of his marketing strategy
 - e) Yes if he is really the top agent in the agency
 - f) No, but he can verbally say it when speaking with his clients face to face
17. How long can an existing real estate salesperson defer his renewal registration with CEA without having to take the RES Exam again?
- a) 6 months
 - b) 12 months
 - c) 18 months
 - d) 24 months
 - e) 24 months. But only require to apply for renewal test and not the actual full RES exam.
 - f) No limitations
18. CEA will not entertain which kind of complaint cases?
- a) Disputes between landlord and tenant
 - b) Disputes between buyers and sellers
 - c) Disputes with regards to marketing products
 - d) Disputes between salespersons
19. What is a violation of the estate agent act?
- a) Agent continue to act for client with undisclosed conflict of interest
 - b) Seller agent refuse to represent buyer agent and asked buyer agent to engage another agent
 - c) Agent tells client to seek for more professional advice
 - d) Agent refuse to provide contact for approved money lender in Singapore

20. Which of the following person(s) are NOT allowed to practise as real estate salesperson even after obtaining the RES Certification?
- a) Foreigners who are non-SPR and have stayed/worked in Singapore for at least 182 days
 - b) Singaporeans without a diploma
 - c) Singapore Permanent Resident
 - d) Foreigners who are non-SPR and has employment pass which value adds to the estate agency industry and contributes to the industry's development based on CEA's opinion
21. If ABC Company purchase their first HDB shophouse, how much ABSD does the company need to pay?
- a) 7% TOP part only
 - b) 0% as it's their first property
 - c) 20%
 - d) 25%
 - e) Not allowed to purchase
22. Under what kind of compliant case will CEA not refer to the police?
- a) Giving wrong information
 - b) Scammed client's money
 - c) Unregistered salesperson
 - d) Forging of client's signature
23. Estate agent must keep _____ document of all real estate transaction.
- a) All originals
 - b) Originals and photocopies
 - c) Originals or photocopies
 - d) Only photocopies
24. Estate agency are to keep all records and contracts for how long?
- a) 6 months
 - b) 1 year
 - c) 5 years
 - d) No such requirement
25. For the covid-19 temporary measures, what are the percentage of property tax rebates?
- a) Depends on property type with 3 different percentage: 100%, 70%, 30%
 - b) Depends on property type with 3 different percentage: 100%, 60%, 30%
 - c) Depends on property type with 3 different percentage: 60%, 40%, 20%
 - d) Depends on property type with 3 different percentage: 60%, 40%, 20%, 10%
 - e) Same for all types of properties, 100%
26. Which of the following is a transaction money?
- i. Deposit for purchase of private property
 - ii. Deposit for lease of HDB shophouse
 - iii. Valuation fees for HDB
 - iv. Stamp duty for private property
 - a) (i) only
 - b) (i) & (ii)
 - c) (i), (ii) & (iii)
 - d) All of the above
27. Why must a licensed agent have a Professional Indemnity Insurance?
- a) So that estate agents have measures to pay fines to CEA
 - b) So that estate agents have measures to pay their liabilities when there are civil claims
 - c) It is required by law
 - d) So that salespersons are free from liabilities
28. Which of the following requires an estate agent license?
- i. Foreign developer with more than 50% of staffs selling foreign property in Singapore
 - ii. Foreigner selling his/her own property in Singapore
 - iii. Foreign developer with less than 50% of staffs selling foreign property in Singapore
 - iv. Foreign agency selling foreign property in Singapore
 - v. Foreign agency selling a resale condominium
 - a) (i) & (v)
 - b) (iv) & (v)
 - c) (i), (ii) & (v)
 - d) (v) only

29. When a salesperson sends multiple SMSes to abuse an uncooperative client, if caught, he may be disciplined under what part of the Estate Agents Act?
- Not protecting the clients' interest
 - Chapter 16. Under disruptive engagement
 - Bringing discredit and disrepute to the industry
 - Lack of courtesy
30. Which of the following is not a transaction money?
- Deposit paid by buyer to seller for purchase of commercial property
 - Deposit paid by buyer to seller for purchase of industrial property
 - Deposit paid by buyer to seller for purchase of condominium
 - Deposit paid by tenant to landlord for lease of HDB property
 - Deposit paid by tenant to landlord for lease of commercial property
 - Deposit paid by tenant to landlord for lease of condominium
 - (v) & (vi)
 - (iv), (v) & (vi)
 - (iii), (iv), (v), & (vi)
 - All of the above
31. The CEA prescribed agency agreement need not be used when marketing _____.
- Developer's sale
 - Foreign property in Singapore
 - HDB shophouse
 - Industrial property
 - Commercial property
 - (i), (ii)
 - (i), (ii), (iii)
 - All except (v)
 - All of the above
32. Macy, an agent who is representing a seller, was approached by a buyer for the 4 bedroom condominium in Orchard Road. However, the buyer told Macy that he is too busy and would like Macy to handle the documentation and offered to reimburse her \$1,200. What can Macy do so that she does not commit an offence?
- Macy can advise the buyer to look for another salesperson to represent him for the documentation or Macy can offer to help the buyer without any fee
 - Macy cannot accept the offer but she cannot ignore the buyer and will need to do the documentation for free instead
 - Macy can create a commercial agreement stating that she is purely just helping with the paper work.
 - Macy accepts the buyer's offer of \$1,200 because it is just paper work.
33. Which of the following will cause estate agent's licence to be revoked?
- Did not pay licence renewal fee
 - Did not buy professional indemnity insurance
 - Fail to follow the requirement of the estate agent act
 - Selling less than 30 properties a year
 - Estate agent salesperson forcing client to sign on illegal contract
 - Did not pay medisave
 - All but (iv)
 - All but (iv) & (v)
 - All but (iii), (iv) & (v)
 - All of the above
34. Which of the following CEA mediation sub-scheme is true regarding the fees?
- Estate agent pays minimum 50% of the mediation fee
 - Estate agent pays maximum 50% of the mediation fee
 - Estate agent pays 100% of the mediation fee
 - The amount of mediation fees payable depends on the resolution of the mediator
35. All salesperson are to fulfil a minimum of _____ hours of CPD, of which the minimum house of choir subject is _____ hours.
- 5; 2
 - 6; 3
 - 9; 3
 - 9; 6
36. Can 2 salespersons from the same estate agency act and collect a fee from the tenant/buyer and landlord/seller respectively?
- No as both are from the same estate agent
 - Yes as long as both salesperson do not collect/share commission from both the tenant/buyer and landlord/seller
 - No unless the client consents to it
 - Yes if both salespersons are related

37. How to calculate housing loan instalment?
- $P \times (r(1+r)^n) / ((1+r)^n - 1)$
 - $(Pxr) / n$
 - $(P^{n-1}) / (n(r^n))$
 - $(P \times r) / (n(1+n)^n) / ((1+n)^n - 1) + 1$
38. Owner A rents a retail shop to Tenant A at \$5,500 a month. Owner A incurs \$800 in maintenance fees and service charges per month. Tenant A qualifies for both the Rental Relief (supported by Government assistance) and the Additional Rental Relief (borne by Landlords). The Annual Value of the retail shop is \$60,000, so Owner A received a Property Tax Rebate of \$6,000. He already passed on \$3,000 of the rebate to Tenant A in July 2020. Owner A also received a cash grant of \$4,000 in August. What else should Owner A pass on to Tenant A?
- Owner A is required to waive monthly rent at \$4,700 (i.e. \$5,500 - \$800). Tenant A still has to pay maintenance and service fees.
 - Owner A is required to waive rent for 2 months (i.e. \$4,700 x 2 for Rental Relief) + 2 months (\$4,700 x 2 for Additional Rental Relief) = \$18,800
 - Since he has already passed on the Property Tax Rebate of \$3,000 to Tenant A in July 2020, he now needs to waive a further amount of $$4,700 \times 4 - \$3000 = \$15,800$
 - All of the above
39. A husband and wife duo, both who are real estate salesperson, representing a seller and buyer respectively are not allowed to do which of the following?
- Declare their husband and wife relationship
 - Get their client's consent on the potential conflict of interest
 - Get their client's consent on allowing them to co-broke with each other
 - Proceed as per normal without declaring
40. As the requirement to take the exam for all new RES is 4 GCE 'O' Level, which of the following qualification is equivalent to 4 GCE 'O' Level passes?
- WPLN Level 3
 - WPLN Level 4
 - WPLN Level 5
 - WPLN Level 6
 - Not a requirement
41. What is required to be printed in the estate agent card?
- Salesperson's name
 - Salesperson's NRIC
 - Salesperson's registration number
 - Salesperson's licence number
 - Estate Agent registration number
 - Estate Agent licence number
 - Estate Agent contact number
 - Expiry date of the card
- (i), (ii), (iii), (vi)
 - (i), (ii), (iii), (v), (vi), (viii)
 - (i), (ii), (vi), (viii)
 - All of the above
42. Which of the following is NOT a breach of the code of ethics?
- The salesperson refers his client to take a mortgage loan from Bank ABC as he is aware that ABC pays the best referral fee
 - The salesperson falsely delude his client that a rival agency is known for their dishonest work ethics
 - The salesperson introduces a firm of solicitors to this client at the client's request
 - The salesperson passes his client's contact details to his friend who does interior design without his client's consent.
43. What is not the duty of a Key Executive Officer?
- Supervision of salesperson
 - Attend to complaints
 - Proper administration of estate agent
 - Selling of property
44. Jake bought a condominium in 2019, however the condominium undergo collective sales by property developer in 2020. How much SSD (Seller Stamp Duty) does John need to pay?
- Not required to pay
 - 4%
 - 8%
 - 12%

45. A real estate salesperson needs to use the estate agency agreement prescribed form under which circumstance?
- Sale of completed unit in Johor Bahru Malaysia
 - Sale of completed unit in 123 Condominium in Singapore
 - Sale of uncompleted unit from developer in Singapore
 - Sale of completed commercial shophouse in Singapore
46. Under the Covid-19 (temporary measures) act, if there are any disputes between you (tenant) and the landlord of the property as to whether the benefit must be passed on to you, you may apply for the dispute to be heard and determined by the:
- Council of Estate Agent
 - Dispute Resolution Council
 - Valuation Review Panel
 - Commissioner of Housing
47. Which of the following is not CEA's approved Mediation Centre?
- Consumer Association of Singapore
 - Singapore Institute of Surveyors and Valuers
 - Institute of Estate Agents
 - Singapore Mediation Centre
48. Which of the following is not CEA's approved Arbitration Centre?
- Consumer Association of Singapore
 - Singapore Institute of Surveyors and Valuers
 - Institute of Estate Agents
 - Singapore Mediation Centre
49. Which of the following is CEA's approved Arbitration Centre and also Mediation Centre?
- Consumer Association of Singapore
 - Singapore Institute of Surveyors and Valuers
 - Singapore Institute of Arbitrators
 - Singapore Mediation Centre
50. Sam (RES) brings his buyer to view several condominiums for sale. The owner, Hugo, is marketing one of the units himself. Hugo's advertisement states 'All agents welcome.' Sam's client eventually bought Hugo's unit and Hugo paid Sam a commission. Which of the following is/are true?
- Sam is disallowed to collect commission from Hugo and is asked to return it to Hugo
 - Sam must ask Hugo to sign the CEA form 1 'Estate Agency Agreement' for the sale of residential property to confirm on the appointment and commission
 - Sam may enter into a commercial agreement. The commercial agreement will have to clearly state that Sam is not acting for Hugo and the commission is for introducing Sam's client (the buyer) to Hugo
 - Sam must be careful in his dealing with Hugo; Sam must avoid giving Hugo any impression that he is acting for Hugo, be it through his words or actions
- (i)
 - (ii)
 - (iii) & (iv)
 - All of the above
51. Which of the following is not under Estate Agents Act?
- Foreign developers selling their foreign properties in Singapore
 - Foreign estate agents selling foreign properties in Singapore
 - Singapore developers selling their foreign projects in Singapore through a foreign agent
 - Expatriates selling his foreign property in Singapore himself
- (i)
 - (ii)
 - (i) & (iv)
 - All of the above
52. Service apartments can be developed on _____ site, and leased out on _____ basis.
- Hotel; daily
 - Hotel; weekly/monthly
 - Residential; daily
 - Residential; weekly/monthly
53. The vendor shall be obliged to provide to the Purchaser for inspection, _____ documents of and affecting the title of the property not later than one month before the scheduled completion date.
- Original
 - Copies
 - Original and copies
 - Original or copies

54. Option to purchase states that payment of Conveyancing Money is to be made to the Vendor's solicitor's CVY Account but the Purchaser issues the money wrongly to Vendor's solicitor instead. What happens to the contract?
- a) Contract is discharged
 - b) Contract is void
 - c) Contract is still valid
 - d) Contract is invalid
55. Commercial development in a Hotel shall not exceed _____.
- a) 10%
 - b) 20%
 - c) 30%
 - d) 40%
56. JTC provides facilities such as
- i. Factories
 - ii. Warehouse
 - iii. Industrial land
 - iv. Office space
 - v. Lands
 - a) (i) & (ii)
 - b) (i), (ii) & (iii)
 - c) (i), (ii), (iii) & (iv)
 - d) All of the above
57. A person must declare taxable gains from the sale of property under which income tax form?
- a) Trading
 - b) Gross
 - c) Other
 - d) Sale
58. REIT distributions to unit-holders who are non-resident non-individuals are subject to withholding tax of _____ or the prevailing corporate tax rate.
- a) 5%
 - b) 10%
 - c) 15%
 - d) 25%
59. Francis took a mortgage of \$800,000 with DBS. How much is the stamp duty for the mortgage agreement and who should pay for it?
- a) \$3,200 to be paid by Francis
 - b) \$3,200 to be paid by DBS
 - c) \$500 to be paid by Francis
 - d) \$500 to be paid by DBS
60. Hugo bought an industrial property in Jan 2014 and sold it in June 2015. The seller's stamp duty is _____ of the selling price?
- a) 5%
 - b) 10%
 - c) 12%
 - d) 15%
61. Far East Organization Pte Ltd (FE) is a GST taxable company. FE incurred GST on fees paid to the real estate agents for helping them to secure tenants for their residential properties. Can they claim the GST charged on the agents' fees?
- a) Yes, GST registered businesses may claim GST incurred on all supplies
 - b) Yes, FE is a company therefore able to claim GST incurred
 - c) No, the lease of a residential property is an exempt supply
 - d) No, agents' fee is an exempt supply, it is not claimable
62. Real estate salesperson was assigned to help a 19-year old man lease an office for his newly set up business. What should the salesperson ask before signing the lease agreement?
- i. His full name
 - ii. His identification number
 - iii. His age
 - iv. His preferences of the office
 - a) (i), (ii) & (iii)
 - b) (i) & (ii)
 - c) (i), (ii) & (iv)
 - d) All of the above

63. Total debt servicing ratio applies to
- All residential properties only
 - All types of properties except commercial
 - All types of properties except HDB and new EC
 - All strata properties only
64. If a salesperson brings a potential buyer for viewing and the buyer starts to take pictures of the interior of the property, what should the salesperson do?
- Ask the buyer not to take pictures and the salesperson shall provide the buyer with authorized pictures
 - Let the buyer take the pictures but salesperson is to ensure that no personal identity of seller is reflected in any of the pictures taken
 - Inform the buyer that picture taking of the interior is violating the Personal Data Protection Act
 - Chase the buyer out of the property immediately
65. What is/are the objective of home staging?
- To highlight the property's best feature in order to attract wider audience and to sell or lease the property out faster, at the highest price
 - To dress up the property involves de-cluttering, re-arrangement or hire of furniture and decorate the place so as to cast a good first impression
 - (i) only
 - (ii) only
 - (i) and (ii)
 - None of them
66. REALIS contains a wide range of statistics on Singapore property market. The data are categorized into
- Timeseries database
 - Project database
 - Transaction database
 - Stock database
 - (ii) & (iii)
 - (i) & (iv)
 - (i), (ii) & (iii)
 - All of the above
67. HDB Public Rental Scheme is for
- Family
 - Singles
 - Family and joint singles
 - Multi generation
68. HDB Public Rental Scheme is for household income not exceeding
- \$1,000
 - \$1,800
 - \$2,000
 - \$2,800
69. Tenants of HDB Public Rental Scheme is to pay _____ month(s) rent as deposit when the tenancy agreement is signed.
- 1
 - 2
 - 3
 - 4
70. The Fresh Start Housing Scheme aims to help with young children who are currently living in public rental flats. It assists them to own a 2-room flexi flat by integrating financial assistance with personal responsibility and social support. Which of the following are eligible for the Fresh Start Housing Scheme?
- First time families
 - First time young couples of not older than 35 years old
 - Second timer families
 - Second timer young couples of not older than 35 years old
71. The Fresh Start Housing Scheme has a minimum occupation period of
- 5 years
 - 10 years
 - 15 years
 - 20 years

72. Estate agents intending to represent the foreign developer/estate agent shall perform due diligence before marketing any foreign property. Which of the following due diligence shall be performed?
- Ensure that they are reliable with good financial standing and proven track record
 - Ensure that the developer is the legal owner of the property (e.g. by verifying against the foreign land registry) and is legally entitled to market and develop the property
 - Ensure the payment arrangements for consumers, including the parties that receive payment are appropriate for the property purchase
 - (i)
 - (ii)
 - (iii)
 - All of the above
73. If a vacancy occurs in the post of KEO by reason of death, resignation or revocation of appointment of the KEO, the estate agent must notify CEA of that fact within _____ of the KEO ceasing to carry out duties and appoint another KEO within _____.
a) 1 month; 1 week
b) 1 week; 1 month
c) 1 week; 1 week
d) 1 month; 1 month
74. Licensee must inform CEA in writing within _____ if he ceases to be engaged in estate agency work.
a) 30 days
b) 31 days
c) 60 days
d) 14 days
75. Estate agent must inform CEA within _____ if salesperson ceases his appointment or any change to information contained in the application form originally submitted to CEA.
a) 7 days
b) 14 days
c) 30 days
d) 60 days
76. Any investigation on the complaint cases must be completed by estate agent within _____ week(s) of the receipt of a claim or complaint, or such longer time as CEA may allow.
a) 1
b) 2
c) 3
d) 4
77. The licence for a private housing project developer (including Executive Condominiums) is valid until the issue of the _____ for all of the units of the project.
- Certificate of Statutory Completion
 - Subsidiary Strata Certificate of Title
 - Certificate of Title
 - Strata Lease Plan
 - (i) & (ii)
 - (i), (ii) & (iii)
 - (ii), (iii) & (iv)
 - All of the above
78. _____ is approved by the Chief Surveyor for each of the units in the development.
- Certificate of Statutory Completion
 - Subsidiary Strata Certificate of Title
 - Certificate of Title
 - Strata Lease Plan
 - (i) & (ii)
 - (i) & (iii)
 - (i) & (iv)
 - (ii) & (iv)
79. Developers can repudiate the purchase after _____ of non-payment from buyers?
a) 14 days including Weekends and Public Holidays
b) 14 days excluding Weekends and Public Holidays
c) 21 days including Weekends and Public Holidays
d) 21 days excluding Weekends and Public Holidays

80. For uncompleted housing project, developers _____ amend changes to the standard Sales and Purchase Agreement with approval from Controller of Housing. For pre-approved list of amendments, developers can proceed _____ approval.
- Cannot; without
 - Cannot; after
 - Can; without
 - Can; after
81. Housing developers with _____ license can start selling after getting approval from _____.
- Sale; Commission of Building Control
 - Sale; Controller of Housing
 - No sale; ; Commission of Building Control
 - No sale; Controller of Housing
82. Foreign properties are getting popular. Estate agents who are GST-registered and selling foreign properties
- Must account for GST on commission earned because the service is still rendered here in Singapore
 - Can be zero-rated GST on commission earned as this is regarded as international services
 - Need not account for GST on commission earned if they charge and collect it overseas
 - Need not account for GST on commission earned only if the property is bought by foreigners
83. Rental of flat = \$2,500 per month
 Rental of furniture and fittings = \$1,700 per month
 Maintenance fees = \$300 per month
 Total rental of furnished flat = \$4,500 per month
 Annual Value = \$36,000
 Rental term = 2 years
 Calculate the monthly GST for this flat unit.
- $(\$1,700 + \$300) \times 7\%$
 - $\$1,700 \times 7\%$
 - $\$2,500 \times 7\%$
 - $(\$4,500 - \$3,000) \times 7\%$
84. Rental of flat = \$2,500 per month
 Rental of furniture and fittings = \$1,700 per month
 Maintenance fees = \$300 per month
 Total rental of furnished flat = \$4,500 per month
 Annual Value = \$36,000
 Rental term = 2 years
 Calculate the stamp duty for this tenancy agreement.
- $(\$4,500 \times 12) \times 4$
 - $(\$4,500 \times 12) \times 0.4$
 - $(\$4,500 \times 24) \times 0.04$
 - $(\$4,500 \times 24) \times 0.004$
85. Rental of flat = \$2,500 per month
 Rental of furniture and fittings = \$1,700 per month
 Maintenance fees = \$300 per month
 Total rental of furnished flat = \$4,500 per month
 Rental term = 2 years
 If this unit is a new property and Annual Value is not available, how should you calculate the GST?
- Based on the total actual rent including maintenance fee
 - Based on the actual rental for furniture only
 - Based on actual rent of fittings only
 - Based on actual rental of furniture and fittings and maintenance fee
86. When a person is deemed to be trading in properties, the gains from the sale of properties in Singapore is considered as taxable income. Whether a person is deemed to be carrying on a trade will depend on individual circumstances. Some criteria used to assess if a person is trading in properties are as follows:
- Frequency of transactions (buying and selling of properties)
 - Reasons for acquiring and selling of properties
 - Financial means to hold the property for long term
 - Holding period
 - (i)
 - (i) & (ii)
 - (i), (ii) & (iii)
 - All of the above

87. Salesperson conducts an open house, he is practicing
- a) Price
 - b) Place
 - c) Promotion
 - d) Product
88. The developer builds a show-suite at the development site for customers to visit, he is said to be practising
- a) Product
 - b) Price
 - c) Promotion
 - d) Place
89. A developer is launching a condominium with triple-key concept for sale at Yishun Town but was rejected by the authority. Which of the following strategy did they try to use?
- i. Differentiated marketing
 - ii. Concentrated marketing
- a) Only (i) is true
 - b) Only (ii) is true
 - c) Both statements are false
 - d) Both statements are true
90. Benjamin and Cassandra, both Singaporeans, are venturing into their 1st property purchase – a condominium unit for \$750,000. They see the potential of capital appreciation and a handsome profit when they sell it 20 months from now. Based on their optimistic projections below and taking into account Buyer's and Seller's stamp duties, advise them on their cash position 20 months later.
Sale price = \$900,000
Outstanding mortgage load (including accrued interests) = \$590,000
CPF savings used for the purchase + accrued interests = \$150,000
Cash downpayment = \$37,500
- a) A loss of \$38,000
 - b) A loss of \$2,600
 - c) A gain of \$33,400
 - d) A gain of \$69,400
91. Mabel is applying for a housing loan of \$590,000 with mortgage interest of 2.6% p.a. for 20 years tenure. Calculate the monthly housing loan instalment.
- a) \$2,360
 - b) \$2,650
 - c) \$3,152
 - d) \$3,250
92. Mr & Mrs Neo, both Singaporean Citizens, are in their 60s. They are thinking of selling their private property and downgrade to a HDB flat. In order to enjoy the Silver Housing Bonus, which of the following conditions must they fulfil?
- i. Gross monthly household income of \$12,000 or less
 - ii. Private property Annual Value must not exceed \$13,000
 - iii. No concurrent ownership of 2nd property
 - iv. Buy a HDB flat no bigger than 3-room
 - v. Sell the existing property first before buying HDB flat
 - vi. Buy the HDB flat within 6 months from completion of the sale of their existing property
- a) All except (ii)
 - b) All except (iii)
 - c) All except (v)
 - d) All except (vi)
93. _____ Scheme is an additional monetisation option for elderly household living in a 4-room or smaller flat. Through this scheme, they will be able to tap on their flat to receive a stream of income in their retirement years while continuing to live in it.
- a) Silver Housing Bonus
 - b) Lease Buyback
 - c) Priority Senior Citizen
 - d) HDB Retirement
94. Which of the following is false regarding Lease Buyback Scheme?
- a) Owners must be at least 63 years old
 - b) For 4 room of smaller flats
 - c) Remaining lease must be at least 20 years to sell back to HDB
 - d) Gross monthly household income of \$12,000 or less

95. Owners under the Lease Buyback Scheme can terminate the lease prematurely by
- a) Selling the flat in the open market
 - b) Subletting the flat with HDB's approval
 - c) Returning the flat to HDB
 - d) Unable to terminate the lease prematurely
96. Which of the following HDB flat type(s) is/are available under the Public Rental Scheme?
- a) 1 room flat only
 - b) 2 room flat only
 - c) 1 and 2 room flats
 - d) 1,2, and 3 room flats
97. On the prescribed estate agency agreement, the address to be written below the signature of the salesperson or estate agent may be the salesperson's or estate agent's address. This decision can be made by the _____ based on its business requirements.
- a) Salesperson
 - b) Estate agent
 - c) Either salesperson or estate agent
 - d) KEO
98. Which of following is true?
- a) CEA prescribed estate agency form cannot be amended
 - b) CEA prescribed estate agency form may be amended according to the agreement of parties
 - c) CEA prescribed estate agency form can be amended only for residential properties
 - d) CEA prescribed estate agency form cannot be amended for commercial properties
99. Which of following is true?
- a) The applicable prescribed form may be signed only if client is paying his estate agent a commission
 - b) The applicable prescribed form may be signed even if a client is not paying his estate agent a commission
 - c) The applicable prescribed form may be signed by anyone regardless of whether there is any commission paid to estate agent
 - d) The applicable prescribed form must be signed if there is a conflict or potential conflict of interest to be disclosed to client
100. Which of following is true?
- a) Only salespersons/estate agents who signed a prescribed form with his clients owe their clients duties imposed by the Estate Agent Act, Regulations and common law
 - b) A salesperson/estate agent who represents a client but does not sign a prescribed form with him will nevertheless continue to owe the client duties as imposed by the Estate Agent Act, Regulations and common law
 - c) A salesperson/estate agent who represents a client signs a prescribed form with him only owes the client duties as imposed under common law
 - d) A salesperson/estate agent who represents a client but does not sign a prescribed form with him only owes the client duties as imposed by the Estate Agent Act and Regulations only
101. Which of following is true?
- a) Estate agents should retain the originals of estate agency agreements and give only a photocopy to client
 - b) Estate agents should retain the photocopy of estate agency agreements and must give the originals to client
 - c) Estate agents should retain both the originals and photocopies of all estate agency agreements
 - d) Estate agents should retain the originals or photocopies of all estate agency agreements
102. There shall be a buffer distance of at least _____ between a light industrial building and the nearest residential building.
- a) 30m
 - b) 50m
 - c) 100m
 - d) No buffer is required
103. There shall be a buffer distance of at least _____ between a clean industry and the nearest residential building.
- a) 30m
 - b) 50m
 - c) 100m
 - d) No buffer is required
104. There shall be a buffer distance of at least _____ between a general industry and the nearest residential building.
- a) 30m
 - b) 50m
 - c) 100m
 - d) No buffer is required

105. There shall be a buffer distance of at least ____ between business parks and the nearest residential building.

- a) 30m
- b) 50m
- c) 100m
- d) No buffer is required

106. There shall be a buffer distance of at least ____ between a food zone and general industry

- a) 30m
- b) 50m
- c) 100m
- d) No buffer is required

107. You are selling the housing developer's show flat unit which is fully furnished. Which of the following items are subjected to GST?

- i. Wall mounted air-conditioners
- ii. Built-in kitchen cabinets
- iii. Sofa
- iv. Chandeliers
- v. Sanitary wares
- vi. Mirrors on walls
 - a) (i), (ii), (v) & (vi)
 - b) (iii) & (iv)
 - c) (i), (iii) & (iv)
 - d) None. Residential properties are exempted from GST. Therefore, all items in residential properties are also exempted from GST

108. Your client rented out the common areas outside his shop premises in the shopping atrium for use by his tenants for sales promotional activities. He charged his tenant only a nominal sum of \$1 for using the common area. He should account GST on this nominal rent of \$1 provided that 3 conditions are satisfied, otherwise he would have to account for GST based on the open market rental of the common area. Which are the 3 conditionals that are required to be satisfied?

- i. The tenant is not related to the landlord
- ii. The common areas are not normally let out at a commercial rate
- iii. Landlord does not receive any benefits from his tenant
- iv. The tenant is a subsidiary company of the landlord
 - a) All but (i)
 - b) All but (ii)
 - c) All but (iii)
 - d) All but (iv)

109. BubbleT rented a shop from MapleTree. How should they account for GST upon early termination of lease? Which of the following is/are true?

- i. If MapleTree claims compensation from BubbleT according to the terms provided in the lease contract for early termination of lease, MapleTree does not have to charge and account for GST on the compensation received
- ii. If MapleTree claims compensation from BubbleT according to the terms provided in the lease contract for early termination of lease, MapleTree does not have the right to charge and account for GST on the compensation received. The law on Policy Consideration applies.
- iii. If the lease contract does not include any provisions for an early termination, the sum of money paid by BubbleT for the lease agreement to be terminated early is a taxable supply. The payment is regarded as the consideration for surrendering of rights to continue the tenancy with the tenant. In this case, MapleTree will have to charge GST on the payment received
- iv. Where the lease contract does not include any provisions for an early termination and MapleTree wishes to terminate a lease due to perhaps redevelopment and MapleTree pays BubbleT a sum of money to "surrender" the lease and for BubbleT to move out, the tenant is regarded as making a supply to landlord. If BubbleT is GST registered, they will have to charge MapleTree GST on the payment they made to MapleTree
 - a) All except (i)
 - b) All except (ii)
 - c) All except (iii)
 - d) All except (iv)

110. Which of the following is true regarding GST on commission earned by Estate Agents?

- a) Estate agents only account for GST on commission earned for non-residential properties that they sold
- b) Estate agents only account for GST on commission earned for non-residential properties that they leased
- c) All Estate agents have to account for GST on commission earned regardless whether the property they sold/lease is residential or non-residential property
- d) Only the GST-registered estate agents have to account for GST on commission earned regardless whether the property they sold/lease is residential or non-residential property

111. Married couple Gary and Christine want to utilise their CPF to buy their first condominium with a 50-year lease, they must fulfil

- a) Respective age + the remaining lease of the private property must be at least 65 years
- b) Respective age + the remaining lease of the private property must be at least 70 years
- c) Respective age + the remaining lease of the private property must be at least 75 years
- d) Respective age + the remaining lease of the private property must be at least 80 years

112. Investors, Sam (HDB owner) and Hugo (Condominium owner), are both single. They want to buy a residential property together with their CPF savings, they are

- a) Able to withdraw all the CPF amount
- b) Able to withdraw after setting aside the Basic Retirement Sum
- c) Not able to withdraw at all
- d) Able to withdraw after setting aside the Full Retirement Sum

113. The contents in a developer advertisement says, "Tom Cruise is one of the owners". Which marketing 'P' is the developer trying to apply?

- a) Promotion
- b) Product
- c) Place
- d) Price

114. When cooling measures are introduced by the government, which marketing 'P' will be affected the most?

- a) Product
- b) Promotion
- c) Place
- d) Price

115. _____ is the process to gather, analyse and interpret information on the target markets or customers, so as to determine the products needed by them.

- a) Market segmentation
- b) Market interpretation
- c) Market research
- d) Market management

116. Willy is a freelance copywriter. HDB will require him to show proof of income by producing

- a) A letter from employer
- b) CPF statement
- c) Latest notice of assessment from IRAS
- d) Letter from the educational institute

117. HDB Shop tenant can sublet up to _____ of the trading area or living quarters. From 16 October 2013, subletting has been limited to _____ subtenant.

- a) 100%; 1
- b) 50%; 1
- c) 100%; 2
- d) 50%; 2

118. Which of the following is false?

- a) HDB shop owner can sublet 100% of the shop
- b) HDB shop owner need not get HDB's prior consent before subletting the shop if there is no change of use involved
- c) HDB shop owner need not obtain any approval for renovation works before carrying out any alteration or addition works to owned premises
- d) HDB shop owner and subtenants are not allowed to use more than existing approved electrical load for the operations at both the trading area and living quarters

119. Singapore Citizen age _____ or above can buy a smaller flat type (up to 3-room flat) and apply for the Silver Housing Bonus and receive up to _____ cash bonus per household by using some of the net sale proceeds to top up the CPF _____ and join the CPF LIFE.

- a) 55; \$10,000; ordinary account
- b) 65; \$20,000; medisave account
- c) 55; \$20,000; retirement account
- d) 65; \$10,000; special account

120. Gross monthly household income should not exceed _____ to be eligible for the Silver Housing Bonus.

- a) \$8,000
- b) \$10,000
- c) \$12,000
- d) \$14,000

121. If a conflict of interest only arises or is made aware to the salesperson or estate agent after the signing of the agreement, the conflict or potential conflict of interest must be immediately disclosed _____ to the client.

- a) Verbally
- b) By SMS
- c) In writing
- d) Either of the above 3 ways

122. If there are additional terms to the prescribed agreements and the space provided in the forms is insufficient, the additional terms are to be written/printed in _____ ink on a separate sheet of _____ paper and in a font not smaller than the font on the prescribed terms.

- a) Blue; white
- b) Black; white
- c) Blue; pink
- d) Black; pink

123. Under the Code of Ethics and Professional Client Care, the client must be given a copy of any form or document that he signs _____ after signing.

- i. One day
- ii. Immediately
- iii. As soon as
- iv. Within 3 days
 - a) (i) & (ii)
 - b) (ii) & (iii)
 - c) (iv) only
 - d) (ii) only

124. Which of the following is the best answer?

- a) The client may be given a copy of the form or document
- b) The client may be given the original of the form or document
- c) The client may be given the original or a copy of the form or document
- d) The client may be given an electronic copy of the form or document

125. Which of the following is the best answer?

- a) The prescribed estate agency agreement must be entered into any time before the property transaction
- b) The prescribed estate agency agreement must be entered into at the same time as the property transaction
- c) The prescribed estate agency agreement must be entered into after the property transaction giving some cooling time for the client to consider
- d) The prescribed estate agency agreement must be entered into any time before or at the same time as the property transaction depending on the business practice of the estate agent

126. An owner has not agreed to the collective sale in writing. His mortgagee, chargee or other person with an estate or interest in the unit may, within _____ days of the date of the notice for en-bloc sale, file an objection in the prescribed form with the Strata Titles Board.

- a) 7
- b) 14
- c) 21
- d) 30

127. The Strata Titles Board will not approve to the collective sale unless the transaction is entered into by good faith after taking into account:

- i. The sale price for the whole development
- ii. The method of distributing the sale proceeds
- iii. The relationship of the purchaser to any of the flat owners
 - a) (i) only
 - b) (ii) only
 - c) (iii) only
 - d) All of the above

128. The Strata Titles Board will not approve to the collective sale if it is satisfied that:

- i. The unit owner who objects to the sale suffers a financial loss
- ii. The sale proceeds to be received by an owner, his mortgagee or chargee is insufficient to redeem any mortgage or charge against the flat
- iii. The owner's net gain from the sale is less than other unit owners
- iv. The sale proceeds of an owner is less than what he paid for after any deductions allowed
 - a) All except (i)
 - b) All except (iii)
 - c) All except (iii) & (iv)
 - d) All of the above

129. An order of the en-bloc sale issued by the Strata Titles Board is binding on

- i. Landowners
 - ii. Successors
 - iii. Mortgagees
 - iv. Chargees
 - v. Lessees
 - vi. Tenants
 - vii. Assignees
- a) All except (vi)
 - b) All except (iv)
 - c) All except (v) & (vi)
 - d) All of the above

130. Yohan's father owns a condominium that is in the process of going through en-bloc. His father passed away before the result of the en-bloc was out.

- a) Yohan, being the son can represent his father in signing the collective sales agreement
- b) Yohan can appoint a registered salesperson to represent his father in the en-bloc
- c) Yohan can apply to the Strata Titles Board to allow him to act for his father
- d) Once the owner passes away, he is deemed to have given consent to the collective sale

131. Your client, Tom entered into an agreement to buy a non-residential property for \$1million and paid 20% deposit of \$200,000 to the vendor. Before the property was legally transferred to Tom, he sub-sold it to the sub-purchaser for \$1.2million. Tom's purchase and subsequent sale to the sub-purchaser was completed on the same date via a tri-partite transfer.

- a) Tom had to charge and account for GST on his sale based on \$1million
- b) Tom had to charge and account for GST on his sale based on \$1.2million
- c) Tom had to charge and account for GST on his profit based on \$200,000
- d) Tom only had to charge and account for GST on the deposit paid to vendor

132. Your client, Macy entered into a Sales & Purchase agreement to buy a non-residential property from a developer for \$1million. Before the issue of the title and legal transfer of the property to Macy, Macy sub-sold the property to a sub-purchaser for \$1.3million and made a profit of \$300,000. Up to the date of the sub-sale, Macy has paid progressive payments of \$400,000 in total to the developer. There is an outstanding payment of \$600,000 not called for yet. As such, the sub-purchaser paid Macy \$700,000 (\$400,000 + \$300,000).

- a) Macy has to charge the sub-purchaser GST on \$700,000
- b) Macy has to charge the sub-purchaser GST on \$1.3million
- c) Macy has to charge the sub-purchaser GST on \$1million which includes the \$400,000 paid to developer
- d) Macy has to charge the sub-purchaser GST on \$300,000 profit only

133. You are selling a building that is approved for mixed use, where part of the building is approved for residential use and the other part for non-residential use. How would you advise buyers with regards to GST?

- a) GST is applicable to the entire shophouse
- b) Buyers only need to pay GST apportioned to the floor area of the commercial portion
- c) Buyers only need to pay GST apportioned to the value of the commercial portion
- d) Buyers need not pay GST for the shophouse as shophouse in Singapore is one of the exempt goods.

134. For mixed development, sellers who are GST registered have to charge and account for GST on the part of the selling price that is attributable to the value of the non-residential portion of the building. The proportion of the selling price attributable to the non-residential component and residential component of the building must be supported by valuation. This valuation is done by

- a) Chief Valuer
- b) Independent Licensed Valuer
- c) GST Officer
- d) Any one of the above

135. You are selling a 2-storey shophouse approved for mixed use. The 1st storey is approved for commercial use and the 2nd storey is approved for residential use. The selling price is \$2.2million. Valuation for the shop is \$1.2million and valuation for the 2nd storey residential is \$800,000. Calculate the GST.

- a) $(\$1.2\text{million} / \$2\text{million}) \times \2.2million
- b) $(\$2\text{million} / \$1.2\text{million}) \times \2.2million
- c) $(\$1.2\text{million} / \$2.2\text{million}) \times \2million
- d) $(\$800,000 / \$2.2\text{million}) \times \1.2million

136. Alvin buys a flat with less than 60 years lease remaining. Alvin will be eligible to use CPF to finance the flat if the remaining lease covers him till the age of ____.

- a) 60
- b) 80
- c) 99
- d) 100

137. Based on current MAS regulations, the borrower's Mortgage Servicing Ratio (MSR) for his Executive Condominium housing loan is capped at _____ of his monthly income.

- a) 30%
- b) 35%
- c) 40%
- d) 60%

138. Based on current MAS regulations, all new housing loan tenures for private properties are capped at _____ years.

- a) 25
- b) 30
- c) 35
- d) 40

139. Trevor wants to utilise his CPF to buy a 2nd residential property, he can use

- a) The entire amount in his Ordinary Account
- b) Only half of his Ordinary Account
- c) Only half of his Ordinary Account after setting aside the prevailing Full Retirement Sum
- d) The entire amount in his Ordinary Account after setting aside the Basic Retirement Sum

140. Derrick, a freelance website designer, changes his mind in applying for a BTO flat. He cancelled the BTO booking and decides to buy a resale flat under Single Singapore Citizen scheme instead.

- a) He can buy up to a 2 room resale flat in a non-mature estate
- b) He can buy up to a 5 room resale flat in a non-mature estate
- c) He can buy up to a 2 room resale flat in a mature estate
- d) He can buy any type of flat in any estate

141. As a first timer for buying a resale flat under the Single Singapore Citizen scheme, you are entitled to _____ grant.

- a) \$10,000
- b) \$15,000
- c) \$20,000
- d) No grant within 1 year if you have cancelled the booking of a BTO flat before.

142. In order to be eligible for the single grant under Single Singapore Citizen scheme, your income must not exceed

- a) \$5,000
- b) \$6,000
- c) \$7,000
- d) \$14,000

143. In order to be eligible for the single grant under the Single Singapore Citizen scheme, you must choose a resale flat type bigger than

- a) 2 room
- b) 3 room
- c) 4 room
- d) 5 room

144. If Jack's income is at \$2,500 a month, he is entitled to apply for _____ when buying a resale flat.

- a) Enhanced Housing Grant only
- b) Special Housing Grant only
- c) Both (a) & (b)
- d) None of the above

145. Salesperson B is representing the vendor of an unregistered piece of land, the purchaser is unrepresented. What should Salesperson B do?

- a) No need to inform purchaser about the unregistered land because after the deal, the purchaser's lawyer will do a search on it
- b) Must inform the purchaser that the land is unregistered and advise the purchaser to seek independent legal advice before making a decision to purchase the land
- c) No need to inform the purchaser that the land is unregistered. Caveat emptor applies
- d) No need to inform the purchaser that the land is unregistered, because Singapore Registration System would have recorded this and it is of no material fact to purchaser

146. When handling divorce cases in which there is a court order for the sale of a property, Salespersons should do which of the following before marketing the property?

- a) Get written consent from the party who was granted the conduct of the sale
- b) Get written consent from neither of the owners
- c) Get written consent from all owners
- d) Need not get any written consent. Parties shall just follow the court order

147. If a salesperson receives multiple offers from potential buyers,
- a) He is only required to convey the highest offer to his client
 - b) He is not to confuse his client by presenting so many offers at one time to his client
 - c) He is to convey all offers instead of only the highest offer
 - d) He is only required to convey the offer that is accompanied by a cheque with a letter of offer
148. The client wants to sell his property at no less than \$500,000 and an offer of \$450,000 is received.
- a) Salesperson is not required to present his offer to his client because the price is below client's expectations
 - b) Salesperson is to present this offer to his client even though it is below his client's expectations
 - c) Salesperson is to wait for a higher offer before presenting this offer to his client
 - d) Salesperson should ask the buyer to present his low offer with a cheque to show his sincerity before presenting it to his client
149. Estate agents and salespersons are required to disclose in writing in the prescribed estate agency agreement, any conflict of interests to their client. Which of the following is/are situation(s) that correctly depicts conflict of interest?
- i. The Salesperson of the other party to a transaction is with the same estate agent of, or is married or otherwise related to the salesperson of the client
 - ii. The other party to a transaction is working with the same estate agent of the salesperson of the client
 - iii. The other party to a transaction is a friend, family or relative of the salesperson of the client
 - iv. The salesperson of the client (who is not receiving commission from his client) is receiving any commission, reward, fee, "ang pow", payment or other benefit from the estate agent or salesperson of the other party or any other person
 - a) (i) & (ii)
 - b) (ii) & (iii)
 - c) (iii) & (iv)
 - d) All of the above
150. Under the Sale of Commercial Properties Act 1979, if a purchaser decides not to exercise the Option, the developer must refund ____ of the booking fee.
- a) 20%
 - b) 50%
 - c) 75%
 - d) 100%
151. A buyer wants to buy a remaining unit of a newly launched condominium. Where can he check the prices of the apartments sold in that development before committing to the salesperson?
- a) URA website Private Residential Property Transactions e-service and check prices from developer
 - b) URA website Private Residential Property Transactions e-service only
 - c) Check prices from developer only
 - d) None of the above
152. The minimum paid-up capital for housing developer to qualify for the issue of a sale licence is
- a) \$1 million
 - b) \$4 million
 - c) \$1 million to 4 million
 - d) \$10 million
153. Housing developers need to cite track record when applying for sale licence. Which of the following cannot be taken as a track record?
- a) Completed a housing project with more than 4 units
 - b) Completed a non-residential project
 - c) One of the directors who has completed a licensed housing project
 - d) Completed a residential project of less than 50 units
154. The advertisement for collective sale must:
- i. Include information on the development
 - ii. Include brief details of the sale proposal
 - iii. Include the place at which the relevant parties can inspect the documents for the en-bloc sale
 - iv. In local newspapers in 4 official languages
 - a) All except (iii)
 - b) All except (iv)
 - c) All except (iii) & (iv)
 - d) All of the above
155. If your client is required to register for GST, you have to advise your client to apply for GST registration within ____ days from the date you firm up the sale of his non-residential property.
- a) 7
 - b) 14
 - c) 15
 - d) 30

156. Goh & Yoo Pte Ltd sold the office unit for \$2.3 million and did not charge the buyer GST because Goh & Yoo Pte Ltd was not GST registered at the point of sale.

- a) The selling price of \$2.3 million was exempted from GST because Goh & Yoo Pte Ltd was not GST registered at the point of sale and not allowed to charge GST
- b) The selling price of \$2.3 million shall be treated as inclusive of GST and Goh & Yoo Pte Ltd has to account for GST based on the selling price because taxable supplies exceeded \$1 million
- c) Goh & Yoo Pte Ltd could have collected the 7% GST from buyer first in case they were required to account for GST on the sale in the future. If GST was exempted in the future, Goh & Yoo Pte Ltd would then refund the GST to the buyer
- d) Goh & Yoo Pte Ltd could do a claw back of GST from buyer after completion of sale in the event that GST department requires him to charge GST on the sale of that office unit

157. In relation to Qn 156, if the buyer did not exercise the option and Goh & Yoo Pte Ltd forfeited the deposit, then Goh & Yoo Pte Ltd

- a) Will not be allowed to account for GST on the deposit forfeited as there was no supply of goods or services due to the non-completion of sale
- b) Will be allowed to account for GST on the entire selling price and Goh & Yoo Pte Ltd will have to collect the GST portion from buyer if it was not paid earlier
- c) Will be allowed to account for GST on the deposit forfeited because it was the payment for Goh & Yoo Pte Ltd to supply service in granting the buyer the right to purchase
- d) Will not be allowed to account for GST on the deposit forfeited if it was not mentioned in the Option to Purchase or Sales and Purchase agreement

158. In relation to Qn 156, to prevent Goh & Yoo Pte Ltd from forfeiting the deposit, the buyer quickly assigned the option to another buyer (sub-purchaser).

- a) Buyer in this case need not pay Goh & Yoo Pte Ltd for the GST because the GST would be paid by the sub-purchaser
- b) Buyer should account for GST on the total amount collected from sub-purchaser including profit made from the assignment (if any)
- c) Buyer should account for GST only on any profit made from such assignment but need not account GST on the deposit collected from sub-purchaser
- d) Buyer should account for GST only on the deposit collected from sub-purchaser but need not account GST because the project is still under construction

159. Developers selling commercial properties that are under construction are to account for GST. How should they account for the GST?

- a) Developers are to charge GST on the entire purchase price on 1st payment of booking fee. Buyers are to pay the total GST amount in advance even though the project is not completed yet
- b) Developers are only allowed to charge GST on the last payment of the progress payment scheme after the project has obtained the Temporary Occupation Permit
- c) Buyers are only required to pay the total GST amount upon receiving Vacant Possession
- d) Developers are to charge GST at each progressive payment until vacant possession is delivered or the title is transferred to buyers upon legal completion (whichever is earlier)

160. Sunshine Housing Development Property Pte Ltd is developing a high-end condominium project at Sentosa Cove. It aims to attract only the very rich consumers in its marketing campaign. The process of selecting high-end market segment to serve is called

- a) Market segmentation
- b) Market specialization
- c) Market selection
- d) Market targeting

161. In order to sell off its housing units successfully, a housing developer may adopt a product differentiation strategy. This is done by differentiating its products from its competitors and doing all it can in order to create an image in the minds of its target market so that its product occupies a clear and desirable place in the minds of its target customers compared to its competitor's products. This is known as:

- a) Market branding
- b) Market imaging
- c) Market targeting
- d) Market positioning

162. Which of the following statement(s) is/are true?

- i. Land transactions are excluded from the Consumer Protection (Fair Trading) Act
- ii. Rentals of residential property and services provided by real estate agents to their clients are also excluded from the Consumer Protection (Fair Trading) Act
 - a) Both statements are true
 - b) Both statements are false
 - c) Statement (i) is true
 - d) Statement (ii) is true

163. CPF members who have money in their Ordinary Account may use the savings to pay for:

- i. Demolition and reconstruction
- ii. Renovations and improvements to the property
- iii. Additions and alterations to the property
- iv. Servicing of monthly instalments
 - a) (i) & (ii)
 - b) (ii) & (iii)
 - c) (iv) only
 - d) All of the above

164. Under the current CPF regulations; withdrawal limit for housing expenditure has been fixed at _____ of the Valuation Limit of the property.

- a) 100%
- b) 110%
- c) 120%
- d) 150%

165. The Citizen Top-Up Grant is _____ and you must apply within _____ of being eligible for the Citizen Top-Up Grant.

- a) \$5,000; 3 months
- b) \$10,000; 3 months
- c) \$5,000; 6 months
- d) \$10,000; 6 months

166. In acting for the seller, the salesperson must go through and advise sellers of the respective items in the "Resale Checklist for Sellers who Engage Salespersons" and deposit a scanned copy of the completed checklist in HDB's Resale Checklist Repository online

- a) Within 7 days
- b) By the next day
- c) Within 14 days
- d) Immediately

167. A buyer handed over option money that was more than the required amount but the transaction was aborted and the seller withheld the mentioned amount. Both the buyer's and the seller's salespersons did not check the amount indicated on the cheque before it was handed over to the seller.

- a) Both salesperson were in breach of their duty and should have checked the amount indicated on the cheque
- b) Only the seller's salesperson was in breach of his duty as he should check the amount indicated on the cheque before passing it on to the seller
- c) Only the buyer's salesperson was in breach of his duty for he should check whether the buyer issued the correct amount before handing it to the seller's salesperson
- d) None of the salespersons were in breach of their duty as it was the buyer's own duty to ensure that the amount issued by him was correct before handing his cheque to his salesperson

168. An owner gave written consent to Team Victory (without being told the names and registration numbers of the salespersons within the team) to advertise his property. Such consent is

- a) Valid as it is deemed that the owner has authorized salespersons of the whole team to market his property
- b) Not valid as the owner does not know who are the salespersons in the team, therefore the salespersons within the team cannot advertise the property
- c) Valid as long as the property is marketed by registered salespersons
- d) Not valid because the owner cannot be giving consent to a team. Consent can only be given to one salesperson and not the whole team

169. Which of the following phrase(s) does/do salesperson not use in their advertisements?

- i. No co-brokage
- ii. Already co-broke
- iii. No agents
- iv. 0.5% co-brokage fee
- v. Buyer only
- vi. Buyer pays 1% commission
 - a) All except (vi)
 - b) All except (v)
 - c) All except (iv)
 - d) All except (iii)

170. If a client gives the keys to a salesperson for the purpose of arranging for prospective buyers or tenants to inspect the property,
- i. The salesperson shall issue a written acknowledgement to the client upon receipt of the keys
 - ii. The salesperson shall not duplicate the keys without the client's consent
 - iii. Before the keys are returned to the client, the salesperson must verify the recipient's identity and authority to collect the keys if collecting on behalf of client. The salesperson shall obtain a written acknowledgement of the receipt of the keys from the client or recipient
 - iv. The salesperson must not use the client's keys for any other purposes other than conducting viewings for prospective buyers or tenants
 - v. After the sale or lease of the property, or upon the expiration of the appointment period, the salesperson must return all keys to the client as soon as possible
 - a) (i) & (iii)
 - b) (i), (ii) & (iii)
 - c) (i), (ii), (iii) & (iv)
 - d) All of the above
171. In order to qualify for condominium status,
- i. The condominium development must have a minimum site area of 0.4 hectares
 - ii. The maximum site coverage allowed for condominium development is 35%
 - a) Both statements are true
 - b) Both statements are false
 - c) Statement (i) is true
 - d) Statement (ii) is true
172. Under the prescribed Sale & Purchase Agreement for the sale of houses-under-construction, upon exercising the option, the purchaser has to pay _____ of the purchase price, less any booking fee already paid.
- a) 5%
 - b) 10%
 - c) 15%
 - d) 20%
173. Under the prescribed Sale & Purchase Agreement for the sale of houses-under-construction, upon notice of vacant possession and issue of the Temporary Occupation Permit, the purchaser has to pay _____ of the purchase price.
- a) 5%
 - b) 10%
 - c) 15%
 - d) 25%
174. The housing developer need to compensate its buyers if the difference between the actual and stated floor areas in the contract of the completed development is more than _____.
- a) 1%
 - b) 3%
 - c) 5%
 - d) 10%
175. Under the Sale of Commercial Properties Act 1979, the maximum booking fee is _____ of the purchase price.
- a) 5%
 - b) 10%
 - c) 15%
 - d) 20%
176. You completed a sale in Dec 2015 but your client's payment of commission only arrived in Jan 2016. Should you account this commission in the income tax Year of Assessment 2015?
- a) Yes, because the service was completed in Year 2015
 - b) Yes, because income tax is based on when the bill is due and not based on the date of receipt of income
 - c) No, there was no receipt of payment in year 2015, therefore one need not account for it for the Year of Assessment 2015
 - d) No, one can defer reporting this commission until it is paid

177. Which of the following properties are not qualified for GST exemption?

- i. SOHO in an office
- ii. SOHO in an apartment
- iii. Worker's Dorms for accommodation
- iv. Serviced apartments leasing on weekly basis
- v. Homes for the Aged for accommodation of at least 6 months
- vi. Hospitals
- vii. Nursing homes for day care service
 - a) (i), (ii), (iii) & (iv)
 - b) (iv), (v), (vi) & (vii)
 - c) (i), (iv), (vi) & (vii)
 - d) (i), (vi)

178. Which of the following properties are not qualified for GST exemption?

- i. Hotels
- ii. Boarding houses
- iii. Guest houses
- iv. Chalets
- v. Sports and recreational clubs with accommodation facilities
- vi. Welfare homes for the purpose of rehabilitation
- vii. Convalescent homes
 - a) (i), (ii), (iii) & (iv)
 - b) (iv), (v), (vi) & (vii)
 - c) (i), (iv), (vi) & (vii)
 - d) All of the above

179. Which of the following person(s) will have to register as a 'GST taxable person'?

- i. Salesperson closed a big deal and earned a commission of \$1.5 million
- ii. Mr Lim who intends to sell his factory for \$2 million within the next 1 year
- iii. Mdm Yip who had sold her Good Class Bungalow for \$35 million
- iv. Louis who rented his factory and collected a total rental income of \$1.2 million for the past year
 - a) (ii), (iii) & (iv)
 - b) (i), (ii) & (iv)
 - c) (i), (iii) & (iv)
 - d) None of them because GST is taxed on companies and not individuals

180. If the property owner is not registered for GST, he may have to register for GST as a result of the sale if he is in the business of selling properties. The business need not be one that is registered with ACRA. To determine whether he is in the business of selling properties, which of the following factors may be considered?

- i. Holding period (the interval between the acquisition and the sale of the property)
- ii. Reasons for acquiring and selling the property
- iii. Number and frequency of property sales
- iv. Financial capabilities and financing method
- v. Nature of business
- vi. Experience and expertise in property related fields
 - a) (i) & (ii)
 - b) (i), (iii) & (iv)
 - c) (i), (iii), (iv), (v), (vi)
 - d) All of the above

181. A seller who is incoherent while speaking with a representative agent, what should the salesperson advise the seller when signing a contract?

- i. Seller to have the presence of family members or relatives around during the signing
- ii. Seller to seek legal advisor's opinion
- iii. Seller to have the presence of another neutral party such as another salesperson
- iv. Seller to have the presence of a family doctor
 - a) (i) & (ii)
 - b) (i) & (iii)
 - c) (ii) & (iv)
 - d) (i), (ii) & (iv)

182. A housing developer's marketing activities are aimed at selling its properties at a profit in the shortest time possible. The developer mixes together 4 controllable marketing variables to bring about its desired marketing results on the target market. Which of the following statement is correct?

- i. The term "marketing mix" refers to a mixture of 4 controllable marketing variables by a marketing organization in order to promote a particular product or service
- ii. The marketing mix is made up of 4Ps, namely Product (or service), Place, Promotion and Price
- iii. The goal of the marketing mix is to generate a positive response in the target market by blending these 4 marketing mix variables in a way so as to best satisfy customers in the target market
 - a) (i) only
 - b) (ii) only
 - c) (iii) only
 - d) All of the above

183. In the marketing mix, the term "promotion" refers to the communication tools that the company uses in the market place in order to publicize and introduce its product to the target market. Which of the following is/are not promotion tools?

- i. Advertising
- ii. Signage
- iii. Flyers
- iv. Personal selling
- v. Public relations
 - a) (i) & (ii)
 - b) (i), (ii) & (iii)
 - c) All of the above
 - d) None of the above

184. An effective marketing programme makes use of the AIDA model. The letters AIDA stands for

- a) Attention, Interest, Decision, Action
- b) Attention, Interest, Demonstration, Action
- c) Attention, Interest, Distribution, Action
- d) Attention, Interest, Desire, Action

185. When a marketer crafts its marketing strategies, it makes use of SWOT analysis strategy. The letters SWOT stands for

- a) Strengths, Weaknesses, Opportunities and Themes
- b) Strengths, Weaknesses, Opportunities and Tastes
- c) Strengths, Weaknesses, Opportunities and Times
- d) Strengths, Weaknesses, Opportunities and Threats

186. Bernard Wong intends to buy a flat, but the seller will only meet the minimum occupation period in 4 months. Bernard has already exercised the Option to Purchase and agreed with the seller to submit the resale application after the seller has fulfilled the minimum occupation period. Is the Option to Purchase valid?

- a) Yes, as long as it is exercised, it is a valid contract
- b) No, the seller has to fulfil minimum occupation period of 5 years prior to granting the Option to Purchase
- c) Yes, subject to a special approval from Ministry of National Development
- d) None of the above

187. A Seller request that you arrange for an extension of stay after the completion date, is that allowed? If so, what is the procedure?

- a) Yes, as long as both parties mutually agree to terms and conditions up to 3 months
- b) Yes, but the seller must pay rental to the buyer
- c) Yes, as long as the agreement for extension is signed by both parties up to 6 months
- d) No, this is an illegal arrangement

188. Amy currently owns a HDB flat for 10 years and purchased a private condominium, must she inform HDB?

- a) Yes, HDB must be informed of the purchase
- b) No, as long as she has fulfilled the MOP of 5 years
- c) Yes, if it is a subsidised flat
- d) Yes, if it is a resale flat

189. Which of the following is/are true regarding the transfer of part-share of HDB Flat?

- i. If there is no monetary consideration involved, lessees can do it in the form of resale
- ii. If there is no monetary consideration involved, lessees can do it in the way of transfer of share
- iii. Resale and transfer of part-share is not allowed for divorced cases
- iv. Married couples are not allowed to transfer part-share for the purpose of 'decoupling'
- v. Court order is required for divorce couple to do a transfer of part-share
- vi. Resale and transfer of part-share is not allowed within the Minimum Occupation Period of the flat
- vii. The party who buys the part-share will have to fulfil the MOP all over again before selling the flat
 - a) All except (vii)
 - b) All except (iii)
 - c) All except (i) & (ii)
 - d) All except (vi) & (vii)

190. Tom (SC) and Macy (SPR) are a married couple. They purchase a resale flat and apply for the Family CPF housing grant. They can apply for the Citizen Top-Up grant if

- i. Macy obtains Singapore Citizenship
- ii. They give birth to an SC child
 - a) (i) only
 - b) (ii) only
 - c) Both (i) & (ii)
 - d) Either (i) or (ii)

191. Salespersons shall acquire and verify the upgrading works and upgrading cost of private and public housing through

- a) Singapore Land Authority or Integrated Land Information Service (INLIS)
- b) INLIS for private properties or HDB for HDB properties
- c) HDB infoweb for HDB properties or Management Corporation Strata Title for private properties
- d) URA website

192. Salespersons shall acquire and verify the approved use of property through

- a) Singapore Land Authority or Integrated Land Information Service (INLIS)
- b) INLIS for private properties or HDB for HDB properties
- c) HDB infoweb for HDB properties or Management Corporation Strata Title for private properties
- d) URA website

193. Salespersons shall not unethically exert undue pressure, influence or induce vulnerable clients to buy/sell/let/rent a property. Vulnerable clients are those

- i. Of physical, mental or emotional impairment
- ii. Who, for any reason are unable to make rational decisions on the property transaction
- iii. Who are illiterate
- iv. Who are under financial distress and have no means of sustenance or family support
 - a) (i) only
 - b) (i) & (ii)
 - c) (i), (ii) & (iii)
 - d) All of the above

194. How should a salesperson advise an elderly couple, who are both not employed and has no income?

- i. Advise them to sell their direct-purchase HDB Executive flat to get "handsome sale proceeds" and later try to get a rental from HDB
- ii. Advise them to downgrade to a smaller flat within their affordability
- iii. Advise them to rent out unoccupied room(s) for retirement income
- iv. Advise them to approach HDB for financial counselling
 - a) All except (i)
 - b) All except (ii)
 - c) All except (iii)
 - d) All except (iv)

195. When advising a client or any other person on property prices or rents of similar properties, the salesperson shall ensure the following:

- i. The data provided on prices or rentals are current and accurate
- ii. The properties quoted need not be comparable to the subject property
- iii. The information provided on prices or rentals of recent transactions should be of similar or comparable properties in the vicinity
- iv. The range and amount of data is reasonably comprehensive and the client is not misled on the value of his property
 - a) (i), (ii) & (iii)
 - b) (i), (iii) & (iv)
 - c) (ii), (iii) & (iv)
 - d) All of the above

196. For condominium that is under construction, how many % of the purchase price would the buyer have paid upon getting vacant possession?

- a) 100%
- b) 95%
- c) 90%
- d) 85%

197. The project account provides for withdrawal of

- i. Property tax for the land
- ii. Construction costs
- iii. Development charge
- iv. Refunds for purchasers who did not exercise their Option to Purchase
 - a) All except (i)
 - b) All except (ii) & (iv)
 - c) All except (iii)
 - d) All except (i) & (iv)

198. If the option is not exercised for residential properties under construction, the developer can forfeit _____ of the option fee. For commercial properties under construction where the option is not exercised, the developer can forfeit _____ of the option fee.

- a) 50%, 50%
- b) 100%; 50%
- c) 25%; 50%
- d) 25%; 25%

199. If the collective sale for a strata development has failed, and subsidiary proprietors (SP) wish to start the collective sale proceedings again, then for the 1st attempt, they need to have at least _____ of the total SP to agree to start the collective sale process again. For the 2nd attempt, this percentage is raised to _____.

- a) 30%; 80%
- b) 50%; 80%
- c) 50%; 100%
- d) 30%; 90%

200. (i) Under the Housing & Development Act, as long as one of the flat owners of the HDB flat is a Singapore Citizen, the HDB flat will not vest in the Official Assignee in the event of bankruptcy of any or all of the flat owners.

(ii) For bankrupt flat owners of Singapore Permanent Residents households, it is a requirement that they get the Official Assignee's consent before they can sell their flat.

- a) Both statements are true
- b) Both statements are false
- c) (i) is true
- d) (ii) is true

201. Why is IRAS using rentals instead of sale prices to determine Property Tax Annual Value?

- a) There are generally more rental transactions than sales transaction, thus providing greater accuracy
- b) The movements in sale prices are more volatile than rentals. Hence, using rental transactions to derive the AV helps to keep property tax more stable for property owners. Other countries like Hong Kong and Malaysia also adopt the same practice of using market rents to determine the AV.
- c) Using historical purchase price to determine AV would be inequitable towards newer owner because, for similar and comparable properties, the property tax would differ depending on the time of purchase
- d) All of the above

202. Lee sold his HDB flat to Wong. Lee requested for 3 months extension stay from Jan 2016 to Mar 2016.

- a) Lee shall continue to pay the property tax for the extension stay period
- b) Lee shall reimburse Wong on the property tax pro-rated to the period of extension stay
- c) Wong shall pay property tax for the 3 months extension period based on non-owner-occupied rates
- d) Wong shall pay property tax for the 3 months extension period based on Owner occupied rates

203. If your client only rents out bedrooms, when doing e-stamping, the document should be stamped based on '_____' instead of '_____' so that the property tax owner occupied tax rate is not withdrawn.

- a) Room rental; gross rental
- b) Partially let; wholly let
- c) Part rent; whole rent
- d) Room let; wholly let

204. An expat employee was paid a salary of \$200,000 and a bonus of \$50,000 in a calendar year. He was also provided with fully furnished accommodation with an AV of \$30,000. The total value of the furniture and fittings was \$2,622. The total rent paid by the employee in the year was \$6,000. Calculate the Taxable Value for accommodation benefit for one calendar year.
- $\$30,000 + (\$30,000 \times 50\%) - \$6,000 = \$39,000$
 - $10\% (\$200,000 + \$50,000 + \$2,622) - \$6,000 = \$19,252$
 - $15\% (\$200,000 + \$50,000 + \$2,622) - \$6,000 = \$31,893$
 - $20\% (\$200,000 + \$50,000 + \$2,622) - \$6,000 = \$44,524$
205. Declaration of rental income is based on when the rent was _____, and not based on when the rent was actually received.
- Payable
 - Paid
 - Accountable
 - Allowable
206. The available ordinary account balance after setting aside the prevailing Basic Retirement Sum is the _____.
- Valuation limit
 - Housing withdrawal statement
 - Available housing withdrawal limit
 - Retirement account
207. When a purchaser uses his CPF savings to buy a property with a balance lease period of less than 60 years, he must observe the following formula:
- Youngest age of purchases plus balance lease period must be at least 100
 - Youngest age of purchases plus balance lease period must be at least 90
 - Youngest age of purchases plus balance lease period must be at least 80
 - Oldest age of purchases plus balance lease period must be at least 80
208. When the developer builds a show flat, which 'P' in the marketing mix is applied?
- Product
 - Price
 - Promotion
 - Place
209. (i) In the marketing of a shop unit in a shopping centre, the most important selling point is location within location
(ii) In the marketing of a condominium unit, the most important selling point is location within location
- Both statements are true
 - Both statements are false
 - Only statement (i) is true
 - Only statement (ii) is true
210. Resale flat seller have collected \$100 option fee, he can then collect up to a maximum of _____ as the exercise fee.
- \$4,000
 - \$4,500
 - \$4,900
 - None of the above
211. Which of the following best describe second-timer applicants?
- They did not get their direct purchased flat the 1st time and are applying the direct purchase flat for the 2nd time
 - They have sold their 1st direct purchased flat in the open market after occupying the flat for 5 years; and applying to buy a 2nd direct purchase flat from HDB
 - They have sold 2 direct purchased flat in the open market
 - They are purchasing their 2nd HDB flat
212. Mdm Mandy Chua is looking for a resale flat. Can she secure more than one Option to Purchase from different sellers at the same time?
- Yes, she is allowed to do so but can only exercise one of them
 - No, she can only secure 1 at any point in time
 - No, HDB does not allow
 - None of the above
213. If either party in HDB resale transaction is overseas during the transaction, the party concerned can appoint a _____ to undertake the transaction on his behalf.
- Anyone
 - Any qualified lawyer
 - Power of attorney
 - Next-of-kin

214. Which of the following is a Conversion Scheme?

- a) Convert owner from Singapore Permanent Resident to Singapore Citizen
- b) Convert existing executive flat to 2 smaller flats to house rental tenants
- c) Convert 3-room flats to smaller flats to meet the demand of low income families
- d) Buy an adjoining 3-room flat and merge with current 3-room flat

215. If a salesperson transacts a property for himself, the salesperson shall disclose upfront immediately that he is an interested party in the transaction and must not accept an appointment by or act on behalf of the other party to the transaction. In such a scenario,

- a) The salesperson can only represent himself and cannot collect a commission or co-broke commission from the other party or the other party's salesperson
- b) The salesperson can represent himself and collect a commission or co-broke commission from the other party or the other party's salesperson
- c) The salesperson can only represent himself and cannot collect a commission or co-broke commission from the other party but can collect from the other party's salesperson
- d) The salesperson can represent himself and collect a commission or co-broke commission from the other party but not from the other party's salesperson

216. Salespersons should take reasonable efforts and care to confirm the identity of the client and other involved parties before performing real estate agency work. Steps to verify a client's identity include:

- i. Recording the full name of the client (if the client is an individual) or full name of the authorized signatory/person for the client (via a company resolution if the client is a company)
- ii. Request for a copy of owner's photo and verify it with relevant authorities or lawyers
- iii. Verifying the identity of the client by requesting to see and record details of documents such as his NRIC or passport details
- iv. Verifying the age of the client to ensure that he meets the legal age to proceed with the transaction
 - a) All except (i)
 - b) All except (ii)
 - c) All except (iii)
 - d) All except (iv)

217. Salespersons shall acquire and verify the Tenure of the property through

- a) Singapore Land Authority or Integrated Land Information Service (INLIS)
- b) INLIS for private properties or HDB for HDB properties
- c) HDB infoweb for HDB properties or Management Corporation Strata Title for private properties
- d) URA website

218. Salespersons shall acquire and verify the floor area of the property through

- a) Singapore Land Authority or Integrated Land Information Service (INLIS)
- b) INLIS for private properties or HDB for HDB properties
- c) HDB infoweb for HDB properties or Management Corporation Strata Title for private properties
- d) URA website

219. Salespersons shall acquire and verify the Service & Conservancy charge of the property through

- a) Singapore Land Authority or Integrated Land Information Service (INLIS)
- b) INLIS for private properties or HDB for HDB properties
- c) HDB infoweb for HDB properties or Management Corporation Strata Title for private properties
- d) URA website

220. Which of the following is not true on buyer's obligation for uncompleted housing projects?

- a) They are not allowed to alter their units prior to developers getting the Certificate of Statutory Completion
- b) They are to pay maintenance fee plus GST from the date of possession or 15th of the month, whichever is earlier
- c) They must reimburse developer on property tax and other outgoings from the date of taking possession
- d) They are liable to pay developer an annual interest of 2%

221. Which of the following is required for developers building commercial properties?

- a) License
- b) Project account
- c) Building plans approval
- d) Display expected vacant possession date in the advertisement

222. Mr Ho bought a commercial property. He is to pay _____ option money and if he did not exercise the option, _____ of the option money will be forfeited.

- a) 10%; 50%
- b) 10%; 25%
- c) 5%; 50%
- d) 5%; 25%

223. When can buyer move into the new condominium?

- a) On getting Temporary Occupation Permit
- b) Upon getting Certificate of Statutory Completion
- c) Upon getting notice of Vacant Possession
- d) On legal completion

224. For condominium that is under construction, how many percent of the purchase price would the buyer had paid upon completion of foundation?

- a) 10%
- b) 15%
- c) 20%
- d) 30%

225. Property Tax Annual Value for hotels and ports will be determined using the _____ method.

- a) Contractor's test
- b) Gross rental
- c) Statutory gross receipts
- d) Profits

226. What is/are the possible effect(s) of falling rental market?

- i. Lower annual value for property tax
- ii. Lower property tax rates
- iii. Lower revenue from income tax
- iv. Increase in mortgagee's sale
- v. Increase in supply of HDB flats
 - a) (i), (iii)
 - b) (ii), (iv)
 - c) (i), (ii), (iii)
 - d) All of the above

227. Property Tax Annual Value (AV) of property is often based on the estimated gross rent of the property. If the property is not rented out, how does IRAS estimate its rental value in order to arrive at the AV?

- a) IRAS would analyse the rents of comparable or similar properties that have been rented out and make adjustments to the values to account for differences in location, size, conditions and other physical attributes
- b) IRAS would analyse the rents of similar properties historically regardless of how long ago the properties were rented out, and make adjustments based on time-line
- c) IRAS would analyse the rents by conducting a public survey to check how much rent the public would be willing to pay for such properties
- d) IRAS would analyse the rents based on caveats lodged with Singapore Land Authority

228. Can the Property Tax Annual Value be reduced to take into account the owner's expenses, interest cost, utilities, insurance and taxes?

- a) Yes, if these expenses are supported with evidence and receipts
- b) No, such expenses cannot be deducted for property tax purpose
- c) Yes, such expenses are incurred on the real property itself, therefore it can be taken into account
- d) No, IRAS will not allow the Property Tax Annual Value to be reduced

229. Which of the following is true about Property Tax Annual Value (AV)?

- a) The AV must be the same as the actual rent so as to reflect more accurately on amount charged for Property Tax
- b) AV is an amount determined by Chief Assessor and it cannot be objected
- c) AV is often lower than the actual rent to prevent public from appealing against its assessment
- d) AV could be higher or lower than the actual rent

230. Under CPF rule, buyer cannot use their CPF money to

- a) Pay for alteration or addition done to property
- b) Redeem the loan taken for the purchase of a residential property
- c) Pay for the reconstruction of a landed house
- d) Pay legal fees for the purchase of a residential property

231. When helping clients with paperwork and submitting it, the real estate salesperson displayed the attribute of _____ in marketing.

- a) Promotion
- b) Price
- c) Place
- d) Product

232. 'Product' in real estate marketing refers to:

- i. Reputation of the salesperson
- ii. Service of the salesperson
- iii. Reputation of the developer
 - a) (i) only
 - b) (i) & (ii)
 - c) (ii) & (iii)
 - d) (ii) only

233. Hugo is 40 years old and his wife is 35 years old. They both intend to utilize their CPF savings to purchase a leasehold property. Which of the following property/properties they cannot purchase?

- i. Leasehold property with remaining lease period of at least 65 years
- ii. Leasehold property with remaining lease period of at least 30 years
- iii. Leasehold property with remaining lease period of at least 35 years
- iv. Leasehold property with remaining lease period of at least 45 years
 - a) (ii), (iii) & (iv)
 - b) (i) only
 - c) (ii) & (iii)
 - d) (i) & (iv)

234. CPF savings are not allowed to be used for the following:

- a) Pay for service charge of property
- b) Pay property tax on property
- c) Pay for renovation and improvement works
- d) All of the above

235. (i) In order to buy a new DBSS flat direct from the developer, the applicants must be Singapore Permanent Residents

- (ii) Under current regulations, the income ceiling for the purchase of a DBSS flat is \$14,000
- a) Both statements are true
 - b) Both statements are false
 - c) Statement (i) is true
 - d) Statement (ii) is true

236. (i) To buy a new Executive Condominium (EC) direct from developer, the income ceiling of the applicant is \$14,000

- (ii) To buy a new EC direct from developer under joint singles scheme, the applicants must be Singaporeans of at least 35 years old at the time of the application
- a) Both statements are true
 - b) Both statements are false
 - c) Statement (i) is true
 - d) Statement (ii) is true

237. The sellers/real estate salesperson should invite the buyers for an inspection before the 2nd appointment to ascertain _____.

- a) The renovated condition
- b) That there is no change in furniture and fittings
- c) That seller has moved out and delivered vacant possession
- d) That the power supply is not cut off

238. Resale flat sellers are required to settle their _____ before attending the completion (2nd) appointment.

- a) Agent's commission
- b) Service and conservancy charges
- c) CPF refund
- d) Legal fees

239. Resale flat sellers can collect the option money only after _____ days of cooling off period.

- a) 7
- b) 14
- c) 21
- d) 28

240. For placement of temporary directional signs to showroom flats or any signs along public roads, a salesperson must have obtained the requisite approval from

- a) URA and BCA
- b) MCST and URA
- c) LTA and BCA
- d) NEA and LTA

241. Which of the following information must be displayed on the developer's advertisement if the estate agent is appointed as marketing agent and the estate agent's name is mentioned in the developer's advertisement?

- i. Name and contact number of estate agent
- ii. Name and contact number of salesperson
- iii. License number of estate agent
- iv. Registration number of salesperson
- v. Expiry date of estate agent's license
- vi. Expiry date of salesperson's registration
- vii. ACRA number of estate agent
- viii. IC number of salesperson
 - a) (i), (ii), (iii) & (iv)
 - b) (v), (vi), (vii) & (viii)
 - c) (i), (iii), (v), & (vii)
 - d) (i) & (iii)

242. Which of the following situation will result in a conflict of interest?

- i. Salesperson currently acting as agent and Power of Attorney for the owner of the property
- ii. Salesperson currently acting as agent to the owner of the property and a Power of Attorney for the buyer of the same property
- iii. Salesperson currently acting as agent to the owner of the property A and a Power of Attorney for the same owner but of property B
- iv. Salesperson currently acting as a Power of Attorney to the owner but not as an agent to the same owner for the same property
 - a) (i) & (ii)
 - b) (iii) & (iv)
 - c) (i) & (iv)
 - d) (ii) & (iii)

243. A potential conflict of interest for a salesperson shall be deemed to exist if the other party/salesperson to the transaction is related to the 1st mentioned salesperson. This 'relationship' that gives rise to a potential of conflict of interest can exist as:

- i. One person is the spouse of the other person
- ii. One person is the ex-spouse of the other person
- iii. One person is a parent or parent-in-law of the other person
- iv. One person is a sibling or sibling-in-law of the other person
- v. One person is a child or child-in-law of the other person
- vi. One person is a partner or employee of the other person
 - a) (i), (iii) & (iv)
 - b) (ii), (v) & (vi)
 - c) (i), (ii), (iii) & (iv)
 - d) All of the above

244. Salesperson A is representing the seller in the sale of a property. Salesperson B is representing the purchaser and both Salespersons have a co-broke arrangement. Salespersons A & B are from the same estate agent whereby B is the supervisor/team leader of A and will get the co-broke commission as well as an overriding fee from A. in such an instance, Salesperson B shall disclose in writing to the purchaser that

- i. Both Salespersons are from the same estate agent and Salesperson B is the supervisor/team leader of A
- ii. Salesperson B will be collecting the co-broke commission
- iii. Salesperson B will be collecting an overriding fee from Salesperson A's commission
 - a) (i) only
 - b) (i) & (ii)
 - c) (ii) only
 - d) All of the above

245. During the construction of a housing project, if the developer wishes to change the layout of a unit, he

- a) Will have to obtain home buyer's consent
- b) Need not obtain home buyer's consent
- c) Will have to notify home buyers but consent is not required
- d) Will need to get housing controller's consent only

246. Developer of The Verge (housing development) wants to reduce the number of BBQ pits and increase the size of the swimming pool, they have to notify the home buyers of the change and home buyers have _____ days to object in writing. Developer can only proceed with the change if there is no written objection.

- a) 7
- b) 14
- c) 21
- d) 30

247. From 25th May 2015, housing developers must submit detailed transaction information to the Controller of Housing _____.

- a) Every month
- b) Once a year
- c) Every quarter
- d) Every week

248. Which of the following is true about show units of housing projects?

- a) Show units are simply a mock-up of the actual unit. It does not need to be accurately built
- b) Show units must show accurate depictions of housing units offered for sale
- c) Show units must display realistic furniture provided by developers
- d) Show units must be built on the project site itself

249. If the housing developer decided not to build the internal walls of the show unit, what should they do under the new housing rules?

- a) They must build the internal walls to show accurate depictions of the housing units
- b) Developers could replace them with thinner collapsible walls
- c) Developers must clearly mark on the floor and label those internal walls that are not built
- d) Developers can replace them with glass walls

250. Property tax is taxed on

- a) Annual basis
- b) Quarterly basis
- c) Monthly basis
- d) Weekly basis

251. Property tax annual value for a house, building, land or tenement is defined as the _____ amount at which the same can reasonably be expected to be let from year to year, the _____ will be paying the expenses of repair, insurance, maintenance and all taxes (other than GST).

- a) Gross; tenant
- b) Net; landlord
- c) Gross; landlord
- d) Market, tenant

252. Property tax annual value for Land and Development sites is determined at 5% of the estimated _____ market value of the Land and Development sites.

- a) Leasehold
- b) Freehold
- c) Rental
- d) Free

253. Property tax annual value for Specialized Properties such as refineries, petrochemical and power plant, is assessed using _____ formula.

- a) Government
- b) IRAS
- c) Statutory
- d) Legislative

254. Property tax annual value used to determine property tax for properties such as casinos, _____ Method is likely to be used.

- a) Profit
- b) Revenue
- c) Receipt
- d) Rental

255. If there is a 5th 'P' for marketing mix, what would it be?

- a) People
- b) Price
- c) Promotion
- d) Place

256. Developer is planning a luxury condominium launch in District 9 Orchard Road, what will likely be his marketing strategy?

- a) Undifferentiated marketing
- b) Differentiated marketing
- c) Concentrated marketing
- d) General marketing

257. The real estate salesperson is doing telemarketing to get more business. What is the time frame he should avoid making cold calls?

- a) 9pm to 9am
- b) 10pm to 9am
- c) 7pm to 7am
- d) 11pm to 9am

258. The CPF valuation limit refers to

- a) The amount of CPF required for retirement
- b) The open market value of the house when it was put up for sale
- c) The lower of the purchase price or the value of the property at the time of the purchase
- d) How much buyer is willing to pay for the property

259. Under the CPF Approved Residential Properties Scheme, members who are not undischarged bankrupt may withdraw their CPR savings to

- a) Use for renovation of residential properties they have purchased
- b) Make progressive payments to a housing developer
- c) Pay for the 5% option fee on the purchase price of a private residential property
- d) Pay the property tax

260. For divorced cases, those who are selling their HDB resale flat must produce which of the following at the 1st appointment?

- a) Deed of separation
- b) Interim judgement
- c) Final judgement
- d) Court order

261. Which of the following is a HDB Priority Scheme?

- a) Elderly Priority Scheme
- b) Senior citizens Priority Scheme
- c) Aging citizens Priority Scheme
- d) Multi-Generation Priority Scheme

262. Jack and Jill own a 3-room HDB flat as joint tenants. They have a 3 year old child. Jack suddenly passed away from a traffic accident. Which of the following is not true?

- a) Jack's share in the flat will be passed on to Jill who is the surviving joint tenant
- b) Jill is allowed to take over the flat as the sole lessee provided she is a SC or SPR
- c) Jill must lodge a Notice of Death; either personally or through her lawyer, with the Singapore Land Authority to allow them to update the title accordingly
- d) None of the above

263. In order to lodge a Notice of Death for flats held under joint tenancy, the remaining owner(s) will have to bring along:

- a) Identity Card(s) of the remaining joint owner(s)
- b) Original death certificate of the deceased owner
- c) Duplicate lease (if any)
- d) All of the above

264. In the event of the death of the sole owner of a HDB flat, who has left behind a will, the deceased family should engage a private solicitor to apply to the courts for a

- a) Grant of probate
- b) Letter of administration
- c) Letter of distribution
- d) Letter of renunciation

265. Which of the following is true regarding advertisement?

- a) Estate agents and salespersons shall ascertain the rightful owners and obtain consent of all owners before placing advertisement
- b) Estate agents and salespersons shall ascertain the rightful owners and obtain consent of at least one of the owners before placing advertisement
- c) Estate agents and salespersons shall ascertain the rightful owners and obtain consent of one of the owners before placing advertisement
- d) Estate agents and salespersons shall ascertain the rightful owners and obtain consent of one of the family members before placing advertisement

266. Whose consent needs to be sought if a Salesperson B were to advertise Salesperson A's listing?

- a) Salesperson A's consent
- b) Estate agent of Salesperson A's consent
- c) Estate agent of Salesperson B's consent
- d) Consent from owner of the property

267. When advertising floor area of the property, which authority should salesperson check to ensure the floor area is correct?

- i. Singapore Land Authority
- ii. Housing & Development Board
- iii. Housing Developer's brochure
- iv. Developer's Sales and Purchase Agreement
 - a) (i) only
 - b) (i) & (ii)
 - c) (i), (ii) & (iv)
 - d) All of the above

268. Salespersons and estate agents should stop all marketing SMSes

- a) Between 9am and 10pm
- b) Before 10am and after 9pm
- c) Between 10am and 9pm
- d) Before 9am and after 10pm

269. Which of the following information needs to be displayed for advertisement on website with reference to CEA's advertising guidelines?

- i. Name and contact number of estate agent
- ii. Name and contact number of salesperson
- iii. License number of estate agent
- iv. Registration number of salesperson
- v. Expiry date of estate agent's license
- vi. Expiry date of salesperson's registration
- vii. ACRA number of estate agent
- viii. IC number of salesperson
 - a) All except (v) & (vi)
 - b) All except (iii) & (iv)
 - c) All except (vii) & (viii)
 - d) All except (v), (vi) (vii) & (viii)

270. Mr Ang has signed an option to purchase a town house at the show flat of The Regency last week. He does not want to exercise the option and is considering assigning the option to purchase to his friend.

- a) Mr Ang is able to do so with the approval of the developer
- b) Mr Ang is able to do so with the approval of Controller of Housing
- c) Mr Ang is not able to do so because Developer's option to purchase does not allow him to nominate his friend to exercise it
- d) Mr Ang is not able to do so unless he does it in the form of sub-sale and assign developer's option to purchase to his friend before exercising it within 21 days of the option period

271. The marketing brochure for The Verge is being prepared to be in time for a launch in June 2021. Which of the following is a guideline laid down in the Housing Developers Rules that have to be adhered to?

- a) The brochure must have a disclaimer clause
- b) The brochure must indicate the expected vacant possession date
- c) The brochure must show site and location plan of the project
- d) The brochure must display the building approval number

272. The marketing brochure for The Verge is being prepared to be in time for a launch in June 2021. Which of the following is a guideline laid down in the Housing Developers Rules that have to be adhered to?

- a) The brochure must have a picture to show artist impression of the completed project
- b) The brochure must display name and license number of developer
- c) The brochure must show the different layout and design of the strata units
- d) The brochure could include the patronage names which is a way to show track record

273. Which of the following information is not legally required in housing developer's advertisements?

- i. Tenure and encumbrances
- ii. Expected vacant possession date
- iii. Expected legal completion date
- iv. Developers name and license number
- v. Lot base number of housing project
 - a) (i) only
 - b) (v) only
 - c) (i) & (v)
 - d) None of the above

274. Which of the following information housing developers have to provide before issuing the option to purchase to buyers in compliance with the Housing Developers Rules?

- i. Drawn-to-scale location plan
- ii. Drawn-to-scale site plan
- iii. Drawn-to-scale unit floor plans with a breakdown of the unit floor area
- iv. Number of car parking spaces if the number of car parking spaces is lesser than the number of units
- v. Developer's track record
- vi. Types of facilities
 - a) All except (iv)
 - b) All except (v)
 - c) All except (vi)
 - d) All except (iii)

275. When declaring income tax, which of the following income derived property will the landlord be not allowed to use as rental expenses?

- i. Rental income derived from childcare centre which is converted from a bungalow
- ii. Rental income derived from the property used as worker's dormitory which is built on residential-zoned land
- iii. Rental income derived from trust property
- iv. Rental income derived from property bought through partnership
- v. Rental income derived from a conservation property in the Residential Historic District
 - a) (i) & (ii)
 - b) (i), (ii) & (iii)
 - c) (i), (ii), (iii) & (iv)
 - d) All of the above

276. Residential property is rented out for \$5,000 per month from 1 Jan 2015 to 31 Dec 2015. Besides the interest of \$12,000 paid on the loan taken to purchase the property, the landlord has incurred a total amount of \$7,500 on other deductible expenses, namely property tax, fire insurance and maintenance. Calculate the net taxable rent after deducting the deemed rental expense.

- a) $(\$5,000 \times 12) - (15\% \times \$60,000)$
- b) $(\$5,000 \times 12) - (15\% \times \$60,000) - \$12,000$
- c) $(\$5,000 \times 12) - \$7,500 - \$12,000$
- d) $(\$5,000 \times 12) - \$7,500$

277. One of the bedrooms of a 4-room HDB flat with 3 bedrooms is rented out for \$600 per month from 1st Jan 2020 to 31st Dec 2020. The total amount of deductible expenses incurred for the whole flat is \$3,000. What is the net taxable rent?

- a) \$7,200
- b) \$4,200
- c) \$6,200
- d) \$6,120

278. What can rental losses can be used to offset when declaring income tax for a year of assessment?

- i. Any other income
- ii. Spouse's income
- iii. Other rental income of only the same type of property
- iv. Spouse's rental income of the same type of property
- v. Other rental income provided that all properties are rented at market rates
- vi. Spouse's rental income provided that all properties are rented at market rates
 - a) (i), (iii) & (v)
 - b) (ii), (iv), (vi)
 - c) (iii), (iv)
 - d) (v)

279. Property tax is to be paid in advance by

- a) 31st December every year
- b) 1st December every year
- c) 1st January every year
- d) 31st January every year

280. Gerald Tan has an annual income of \$120,000 as a financial consultant with PRU Insurance. He wants to know the amount applicable for calculation of repayment after applying the Total Debt Servicing Ratio.

- a) $\$120,000 \times 60\%$
- b) $\$120,000 \times 70\%$
- c) $(\$120,000 \times 70\%) \times 60\%$
- d) $(\$120,000 \times 60\%) \times 70\%$

281. Gerald Poh has used his CPF to pay off the loan for his 1st residential unit which is he presently occupying. He now wants to buy a 2nd residential property for investment. What is the maximum amount of CPF he can use from his CPF Ordinary Account?

- a) 100% of valuation limit before setting aside the Basic Retirement Sum
- b) 100% of valuation limit after setting aside the Basic Retirement Sum
- c) 120% of valuation limit before setting aside the Basic Retirement Sum
- d) 120% of valuation limit after setting aside the Basic Retirement Sum

282. A locally incorporated company intends to invest in a residential property. What is the maximum loan-to-value ratio?

- a) 20%
- b) 30%
- c) 50%
- d) 70%

283. Foreigners (with approval from SLA) are allowed to own landed property. Which marketing strategy is being applied?

- i. Market concentration
- ii. Market segmentation
- iii. Market penetration
- iv. Market determination
 - a) All except (i) & (ii)
 - b) All except (ii) & (iii)
 - c) All except (ii) & (iv)
 - d) All except (iii) & (iv)

284. Before the developer designs the product for his target market, he must first determine his potential customers by

- a) Market concentration
- b) Market segmentation
- c) Market penetration
- d) Market determination

285. HDB's housing loans are granted at concessionary rates. This home loan rate is pegged at _____ above the CPF Ordinary Account rate?

- a) 0.1%
- b) 0.2%
- c) 0.3%
- d) 0.5%

286. HDB's subsidized interest rate loans are applicable to Singapore citizens only. As a general rule, flat buyers enjoy a maximum of _____ subsidized loans from HDB in their life time?

- a) 1
- b) 2
- c) 3
- d) 4

287. To qualify for HDB's concessionary home loan, the household income of DBSS flat buyers with extended family must not be more than _____ per month.

- a) \$7,000
- b) \$10,000
- c) \$21,000
- d) \$14,000

288. Which of the following statement(s) is/are correct? To qualify for CPF Housing Grant Scheme for Family, HDB flat buyers:

- i. Must be Singaporean citizens
- ii. Must have a family nucleus
- iii. Do not own a private property
- iv. Have a household income of not more than \$12,000 per month
 - a) (i) & (ii)
 - b) (i) & (iv)
 - c) (i), (ii) & (iii)
 - d) All of the above

289. Both Michael and Michelle are Singapore Permanent Residents. They own a 5-room HDB flat. 6 months ago, Michael was declared bankrupt. Now, the couple wishes to downgrade to a 3-room flat and have engaged you to sell their flat. Which of the following is true?

- a) The 5-room flat does not best in the Official Assignee
- b) The Official Assignee's consent is not required if the couple decide to sell their HDB flat themselves
- c) The couple can grant an Option to Purchase to the prospective buyers without the consent of the Official Assignee since the flat is not bigger than a 5-room
- d) None of the above

Paper 2

Answers

1. (a)
2. (d)
3. (c)
Similar to neglecting or refusing to attend before an inspector or officer of the Council as required, furnishing any book, document, material or information which is false in material or intentional suppression of any material fact, furnishing information which is misleading, the fines are not exceeding \$50,000 or imprisonment term not exceeding 24 months or both.
4. (a)
as updated on 5th May 2020
Estate Agent Act
5. (c)
6. (a)
Unlike making false statement regarding the registration or renewal of estate agent licence where the maximum fines are \$50,000 and/or 3 years imprisonment
7. (d)
Although you may back date an agreement based on ratification, you are not allowed to extend and/or renew the CEA prescribed agency agreement
8. (d)
Sharing of commission is allowed if both parties acknowledge it. However, the agents must be clear on who they are representing. Developer will pay a commission through a commercial agreement.
9. (a)
10. (c)
CEA only handles disputes regarding the professionalism of a salesperson
11. (b)
12. (a)
13. (c)
14. (d)
The CEA prescribed agreement can be entered anytime before or at the same time as the property transaction, but not after the transaction.
15. (d)
16. (c)
17. (d)
18. (d)
Disputes between salesperson should be resolved under a mediation centre.
CEA will only handle cases with regards to salespersons and clients.
19. (a)
Salesperson should not provide any advice for things they do not have knowledge for
Providing money lending referral will amount to a fine of \$10,000 and/or imprisonment of up to 1 year.
20. (a)
Foreigners are only allowed to practice as real estate salesperson in Singapore after 182 days
21. (d)
22. (a)
One must note that CEA is NOT a court or authority. They are not allowed to sentence anyone. CEA will contact the police for any illegal activities involved.
23. (c)
24. (c)
25. (b)
26. (b)
27. (b)
28. (b)
Foreign developers and their staff can market their overseas property in Singapore and do not need to be licensed by CEA. They are akin to individual property owners who are selling their own properties.
They are not acting as intermediaries between buyers and sellers.
As for foreign property agencies and property agents who are looking to market or sell overseas properties in Singapore, they will need to obtain a property agency licence and register as a property agent with CEA.
29. (c)
Under the Estate Agents Act, salesperson must not bring discredit and disrepute to the industry, there is no such thing as chapter 16.
30. (a)
Only deposit for lease of private property is considered non transaction money
31. (d)
CEA prescribed agency agreement is a binding contract between you and your property agency/agent for the performance of estate agency work.
The prescribed agency agreement is for the sale, purchase and lease of residential property transactions.
32. (a)
Note that Mary may not create a commercial agreement and collect a fee as the paper work rendered is considered estate agent work.
33. (b)
34. (a)
35. (b)
36. (b)
Even if the client is okay with it, the salespersons are not allowed to collect commission from both buyer and seller
37. (a)
38. (d)
39. (d)
40. (c)
41. (c)
Under CEA website, estate agent card are to have Name

and Licence number of the estate agent; Name and registration number of the salesperson; Recent photograph of the salesperson; and expiry date of registration of the salesperson	94. (a) 95. (c) 96. (c) 97. (b) 98. (a) 99. (b) 100. (b) 101. (d) 102. (b) 103. (d) 104. (c) 105. (d) 106. (c) 107. (b) 108. (d) 109. (b) 110. (d) 111. (c) 112. (b) 113. (a) 114. (d) 115. (c) 116. (c) 117. (b) 118. (c) 119. (c) 120. (c) 121. (c) 122. (d) 123. (b) 124. (c) 125. (d) 126. (c) 127. (d) 128. (b) 129. (d) 130. (c) 131. (b) 132. (a) 133. (c) 134. (b) 135. (a) 136. (b) 137. (a) 138. (c) 139. (d) 140. (d) 141. (d) 142. (c) 143. (d) 144. (a) 145. (b) 146. (a) 147. (b) 148. (b) 149. (d) 150. (b) 151. (d) 152. (c) 153. (d) 154. (c) 155. (b) 156. (d) 157. (b) 158. (b) 159. (d) 160. (c) 161. (b)	162. (a) 163. (d) 164. (c) 165. (c) 166. (c) 167. (d) 168. (b) 169. (c) 170. (d) 171. (c) 172. (d) 173. (b) 174. (b) 175. (c) 176. (b) 177. (a) 178. (c) 179. (b) 180. (a) 181. (b) 182. (a) 183. (c) 184. (d) 185. (d) 186. (d) 187. (d) 188. (b) 189. (d) 190. (a) 191. (c) 192. (d) 193. (d) 194. (a) 195. (b) 196. (d) 197. (c) 198. (c) 199. (b) 200. (a) 201. (d) 202. (c) 203. (b) 204. (a) 205. (a) 206. (c) 207. (c) 208. (d) 209. (c) 210. (c) 211. (b) 212. (a) 213. (c) 214. (d) 215. (a) 216. (b) 217. (a) 218. (b) 219. (c) 220. (d) 221. (c) 222. (a) 223. (c) 224. (d) 225. (c) 226. (a) 227. (a) 228. (b) 229. (d)
42. (c)		
43. (d)		
44. (d)		
45. (b) The prescribed estate agency agreement should only be used when dealing with a Singapore residential property.		
46. (c)		
47. (c)		
48. (b)		
49. (b)		
50. (c)		
51. (c)		
52. (d)		
53. (d)		
54. (c)		
55. (d)		
56. (b)		
57. (c)		
58. (b)		
59. (c)		
60. (b)		
61. (c)		
62. (a)		
63. (c)		
64. (a)		
65. (c)		
66. (d)		
67. (c)		
68. (b)		
69. (a)		
70. (c)		
71. (d)		
72. (d)		
73. (b)		
74. (b)		
75. (a)		
76. (b)		
77. (b)		
78. (c)		
79. (c)		
80. (c)		
81. (a)		
82. (b)		
83. (d)		
84. (d)		
85. (d)		
86. (d)		
87. (d)		
88. (d)		
89. (a)		
90. (c)		
91. (c)		
92. (c)		
93. (b)		

230. (a)
231. (d)
232. (d)
233. (c)
234. (d)
235. (d)
236. (d)
237. (c)
238. (b)
239. (a)
240. (c)
241. (d)
242. (a)
243. (d)
244. (d)
245. (a)
246. (c)
247. (d)
248. (b)
249. (c)
250. (a)
251. (c)
252. (b)
253. (c)
254. (a)
255. (a)
256. (c)
257. (b)
258. (c)
259. (b)
260. (c)
261. (d)
262. (d)
263. (d)
264. (a)
265. (a)
266. (d)
267. (c)
268. (d)
269. (d)
270. (c)
271. (b)
272. (b)
273. (d)
274. (c)
275. (c)
276. (b)
277. (c)
278. (d)
279. (d)
280. (c)
281. (b)
282. (a)
283. (c)
284. (b)
285. (a)
286. (b)
287. (c)
288. (c)
289. (d)