

- 1 When it comes to Short Sale transactions, real estate professionals should NEVER:
  - A. Give sound legal advice to their clients
  - B. Give sound tax advice to their clients
  - C. Attempt to enter into limited agency by representing both Buyer and Seller
  - D. All of the above
- 2 Regarding short sales, when it comes to Third Party approval:
  - A. Verbal approvals from Third parties are not valid
  - B. Third Party approvals can take a very long time to obtain
  - C. If there are multiple mortgages on the property, written approval is required from all lien holders
  - D. All of the above
- 3 Regarding short sales, real estate professionals need to understand that,
  - A. Short sales may take a very long time
  - B. Obtaining third party approval can be time consuming
  - C. Buyers may become impatient and back out of the transaction anytime prior to Third party Approval
  - D. All of the above
- 4 The Addendum to the Exclusive Right to Sell Agency Agreement for Short Sales Discloses to the Seller:
  - A. That they have previously seen and signed the Short Sale Disclosure form
  - B. That they are authorizing their agent to disclose in all advertising and on the MLS that this is a Short Sale transaction
  - C. That a Short Sale may have a negative impact on the Seller's credit
  - D. All of the above
- 5 If a Seller would like to accept a Back Up Offer on a Short Sale transaction, A real estate professional should use:
  - A. A Blank Addendum
  - B. The "Secondary Back Up Offer Contract for Short Sale" form
  - C. Both
  - D. An real estate professional should not accept back up offers on short sale transactions
- 6 A short sale is defined as:
  - A. A quick sale
  - B. A reduced documentation sale
  - C. A transaction in which the purchase price is less than the amount owed on outstanding liens on the subject property
  - D. None of the above
- 7 The document that defined what a "short sale" is actually is defined in:
  - A. The Short Sale Disclosure
  - B. The Short Sale Addendum
  - C. Both
  - D. Neither
- 8 The purpose of the Short Sale Addendum to the REPC is:
  - A. Acknowledge that this transaction is a Short Sale
  - B. Define the role of a Third Party in Short Sale transactions and define Third Party Approval
  - C. Specify contract deadlines pursuant to Third Party Approval
  - D. All of the Above

**9** The Short Sale Disclosure should be signed by:

- A. Buyer or Seller Clients
- B. Buyer Clients only
- C. Seller Clients only
- D. Agents only

**10** The purpose of the Short Sale Disclosure is to:

- A. Provide disclosure to all parties
- B. Define what a short sale is and spell out the rights of the parties to cancel
- C. Define the role of a Third Party in Short Sale transactions
- D. All of the Above

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

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