1. For most buyers, the purchase of a home is:
   a. the most important financial decision they will ever make.
   b. the largest asset they will ever own.
   c. both a and b.
   d. none of the above.

2. Most property owners move on an average of:
   a. two to three years.
   b. four to six years.
   c. six to eight years.
   d. ten to twelve years.

3. The normal wear and tear as things need to be repaired or replaced is called:
   a. physical depreciation.
   b. curb appeal.
   c. urban blight.
   d. marketability negatives.

4. "Functional obsolescence" refers to loss of value due to adverse factors:
   a. outside of the property.
   b. within a structure.
   c. both a and b.
   d. none of the above.

5. Which of the following is an advantage attributed to owning a home?
   a. Appreciation
   b. Tax benefits
   c. Equity build up
   d. All of the above

6. For a couple to benefit from the $500,000 capital gains tax advantage, the home must have been the principal residence for a minimum of:
   a. one out of the last two years.
   b. two out of last three years.
   c. two out of the last five years.
   d. five out of the last five years.
7. Before using the telephone to solicit business you should:
   a. check the “National Do Not Call Registry.”
   b. check the “CalBRE Solicitation Opt Out List.”
   c. check the “Nationwide Mortgage Licensing System and Registry.”
   d. all of the above.

8. Before prospects purchase a home, they must have the:
   a. financial ability to buy.
   b. desire to buy.
   c. intent to buy.
   d. all of the above.

9. Character, capacity, and capital are the three “C’s” of:
   a. credit.
   b. closing.
   c. commissions.
   d. none of the above

10. The main purpose of "Feng Shui" is:
   a. to reduce utility costs.
   b. to align an environment so as to live in harmony and balance with nature.
   c. to replace a standard hard wired security system.
   d. none of the above.