

SAMPLE EXAMINATION QUESTIONS

LEVEL 3 AWARD IN REAL PROPERTY AUCTIONEERING - ENGLAND & WALES

- **Unit 1: Health and Safety, Security and General Law (COM1)**
- **Unit 2: Law Relating to Real Property Auctions (RPA2)**
- **Unit 3: Real Property Auctioneering Practice and Procedures (RPA3)**
- **Unit 4: Property Appraisal & the Auction Process (RPA4)**

Note: In your examinations each unit will be assessed separately.

**ALL QUESTIONS REMAIN THE PROPERTY OF PROPERTYMARK QUALIFICATIONS AND MUST
NOT BE REPRODUCED IN ANY FORM**

Question 1

Which of the following would be regarded as appropriate conduct in respect of the two fire extinguishers kept in your office?

- A check the expiry date on the equipment
- B use the equipment to prop open the office door on a hot day
- C borrow one of the extinguishers for your car
- D lend one of the extinguishers to a client

X

Question 2

Where a client gives notice to a property professional in line with the terms of a contract, the contract can be said to have ended by:

- A frustration
- B breach
- C performance
- D agreement

X

Question 3

Where a court orders a person to fulfil their part of a contract this is known as:

- A an injunction
- B specific performance
- C enforcement
- D damages

X

Question 4

The property professional is securing a property following a viewing when the key breaks in the lock. Which of the following would be the **BEST** primary course of action?

- A instruct a locksmith to attend
- B contact the client and seek their instructions
- C ask a neighbour to monitor the property until the client returns
- D leave a note on the front door to advise the client of the problem

X

Question 5

While undertaking a viewing on behalf of their employer at a client's property, the negotiator notices that the banister to the stairs is loose but fails to warn the applicant who falls and breaks their leg. Who would be vicariously liable should the applicant seek to claim damages for the injury?

- A The negotiator
- B The client
- C The employer
- D No one as this was an accident

X

Question 6

Under the Auctioneer's Act 1845, which of the following is a requirement for you to have on display?

- A Full name and address of the sellers
- B Full name and address of the solicitors dealing
- C Full name and address of the auctioneer
- D Full name and address of the buyers

Question 7

What is the auctioneer's tablet known as?

- A The electronic device the running order of sale is on
- B The full list of all properties for sale on the day
- C The name and addresses of the sellers
- D The notice that displays the auctioneers name and address

Question 8

Under the Consumer Protection from Unfair Trading Regulations 2008, what is the **MAXIMUM** imprisonment term if found guilty of a breach?

- A One year
- B Two years
- C Five years
- D Seven years

Question 9

Which of the following should the owner seek planning permission as a requirement?

- A A large single storey to the rear of the property extending the kitchen
- B A small porch leading into the hallway at the front of the building
- C A loft conversion for an additional bedroom
- D A conversion of bedroom on the first floor to a bathroom

Question 10

You are selling a modern bungalow that has been fully renovated by a developer, in a village location that at the rear, backs onto a mainline railway and has been extensively extended. Which of the following could be classed as misrepresentation?

- A Excellent decorative order
- B Quiet location
- C Renovated and extended
- D For sale with no chain

Question 11

What is the **MAIN** advantage of a conditional auction often called modern method of auction to a buyer?

- A The buyer can pull out of the sale at any time without penalty before exchange of contracts
- B The contracts are exchanged immediately at the point of sale being accepted
- C The winning bid gives the buyer time to arrange their finance prior to exchange of contracts
- D The auction is run fully online to give more chance to bid

X

Question 12

At a traditional public auction under unconditional terms, from which point is the successful buyer legally bound to proceed with the sale?

- A When the bid is made
- B On the fall of the gavel
- C After the full survey has taken place
- D Upon completion

X

Question 13

What is the **MAIN** advantage for the seller choosing a formal tender auction rather than a public auction?

- A The opportunity to choose the buyer
- B The opportunity to guarantee the highest price
- C The opportunity to ensure a faster sale
- D The opportunity to continue to negotiate after the winning bid

X

Question 14

An Energy Performance Certificate is enforceable by:

- A the Property Ombudsman
- B the Local County Court
- C the European Union
- D Trading Standards

X

Question 15

When an auction is to be solely streamed online under unconditional terms, which potential bidders will be notified in advance of the reserve price of the lot they are to bid on?

- A Those who have confirmed how they will pay
- B All potential bidders
- C Those that have made a proxy bid
- D None

X

Question 16

On a private treaty sale, you have two identical offers on a property you are selling. One has been fully qualified by your mortgage adviser and using them for the transaction, and the other claims to be a cash buyer. Which offer should be presented to your seller?

- A The one using your mortgage adviser
- B The cash buyer to get the sale through quicker
- C Both offers at the earliest opportunity with all the details
- D Both and advise the client to take the one using the mortgage with your adviser

Question 17

One of the directors of the auction house is selling one of their buy-to-let properties in your next public auction. Is it necessary to disclose this as they have never lived in it?

- A No, it not required for disclosure
- B Yes, disclosure is required to all interested parties at the earliest opportunity
- C Yes, but only required to the winning bidder
- D No, the director has never resided in the property and just selling one of their assets

Question 18

After a very successful live streamed auction, one particular lot has record bids and sells for a price double its reserve price. You wish to use this in a marketing campaign and use the details of the buyers and sellers' names. Can you do this?

- A Yes, if you obtain the agreement from your client the seller
- B Yes, if you have obtained agreed permission to use from both seller and buyer
- C Yes, if you obtain the agreement of the buyer as the seller is no longer the owner
- D No, you cannot publicise any names or details

Question 19

You have property entered into your public live auction for the following week that has gained considerable interest and viewings ahead of the auction. This could be your star lot on the day. When are you likely to recommend that the seller accepts an offer prior to the auction day in this situation?

- A Never, this one lot could fill your room and could get the best price for the seller
- B You would only recommend when the proxy bids hit the reserve price
- C You would only recommend an unconditional offer once it has hit the guide price
- D You would only recommend an unconditional offer at well above the guide price

Question 20

In your area, the supply of properties has increased over the last six months. How is this likely to affect the price of property?

- A They are likely to reduce
- B They are likely to increase
- C They are likely to remain the same as we are in a popular area
- D The supply makes no difference to prices

X

END
