

# Florida real estate exam EXCEPT, NOT, LEAST, BEST trap words list

A one-page wording-trap sheet for the trigger words that reverse, narrow, or change the job of a Florida real estate exam question.

CIRCLE THE TRIGGER	FLIP THE TASK	LABEL CHOICES
<p><b>1</b></p> <p><b>Circle the trigger</b></p> <p>EXCEPT, NOT, LEAST, BEST, MUST, MAY, FIRST, and MOST LIKELY change the job of the question.</p>	<p><b>2</b></p> <p><b>Flip the task</b></p> <p>Rewrite the stem in plain English before reading choices. For EXCEPT and NOT, that often means find the false answer.</p>	<p><b>3</b></p> <p><b>Label choices</b></p> <p>Mark each answer choice before selecting. BEST and LEAST often require ranking, not simple true-false recognition.</p>

## The Trigger-Task-Label Method

Use this sequence on every wording-trap stem: identify the trigger word, rewrite the task in plain English, then label each answer choice before choosing.

## Trap word map

TRIGGER	WHAT IT ASKS	SCRATCH-PAPER MOVE
<b>EXCEPT</b>	Find the false or excluded statement	Label all four choices T/F before selecting
<b>NOT</b>	Find what is not true, not required, or not allowed	Rewrite the stem as: which one is false?
<b>LEAST</b>	Find the weakest, last, or lowest-priority answer	Do not choose a true statement just because it sounds important
<b>BEST</b>	Find the strongest answer among multiple true choices	Choose the answer that directly controls the facts
<b>MUST</b>	Find a required action	Avoid answers that are merely allowed or common
<b>MAY</b>	Find what is permitted	Do not turn permission into a requirement
<b>FIRST</b>	Find the earliest required step	Watch escrow, contract, and disclosure timing
<b>MOST LIKELY</b>	Find the answer that fits the fact pattern best	Use the actor, timing, money path, and document

**QUICK SELF-TEST**

## Can you catch the wording flip cold?

Cover the answer key first. If you miss two or more, do not reread the whole sheet. Drill the family that caused the miss.

**MORE PRACTICE: [PASSFLORIDAREALESTATE.COM/TRY-A-QUESTION](https://PASSFLORIDAREALESTATE.COM/TRY-A-QUESTION)**

- 1 WARM-UP**  
A question asks which statement is NOT true. What is the task?
- 2 EXCEPT**  
A stem asks for all of the following EXCEPT. What should you label on scratch paper?
- 3 BEST**  
Two choices are true, but one directly controls the facts. What trigger word is likely in the stem?
- 4 MAY VS MUST**  
A rule says a broker MAY do something. Should you choose an answer saying the broker MUST do it?
- 5 LEAST**  
A question asks for the LEAST likely reason. Should you look for the false answer automatically?

**ANSWER KEY: READING TASK AND TRAP**

- 1 Task: Find the false statement**  
**NOT reverses the normal task. A true answer choice can be wrong.**  
Trap watch: do not pick the first familiar true statement.
- 2 Task: Label each choice true or false**  
**The exception is usually the false, excluded, or nonmatching choice.**
- 3 Task: BEST**  
**BEST asks for the strongest answer, not merely a true answer.**  
Trap watch: familiar is not the same as controlling.
- 4 Task: No**  
**MAY means permitted. MUST means required.**  
Permission and requirement are separate exam ideas.
- 5 Task: Rank the choices**  
**LEAST often asks for the weakest fit among choices, not necessarily a false statement.**

## Wrong-answer traps

TRAP	WRONG MOVE	REPAIR
<b>True statement trap</b>	Picks a true choice on an EXCEPT or NOT stem	Rewrite the task as find the false answer
<b>First familiar answer</b>	Stops at the first answer that sounds right	Rank all four choices before selecting BEST or LEAST
<b>May means must</b>	Turns permission into a requirement	Separate allowed from required
<b>Least means wrong</b>	Treats LEAST as false	Look for the weakest true answer if the stem asks for LEAST
<b>Skipped trigger</b>	Reads the answer choices before circling the word	Circle the trigger before reading options

Sources: DBPR Real Estate Sales Associate Candidate Information Booklet, Florida Administrative Code Rule 61J2-2.029, Florida Statutes Chapters 475 and 760 where applicable, HUD fair housing guidance where applicable, and Pearson VUE Florida Real Estate testing page. For exam prep only, not legal, licensing, brokerage, lending, tax, appraisal, or professional advice.