

The Buzz About Drones

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1. What areas of Real Estate can benefit from drone imaging?

- A. Residential: You can view the property, traffic patterns, and area development.
- B. Agriculture: You can monitor crops, manage growth, and view trends.
- C. Commercial: You can show the entirety of the property from a birds-eye-view and give a tour of the complex without leaving your office.
- D. All of the above...and much more!

2. Can I fly a commercial-use drone without an FAA exemption?

- A. No, you must have an FAA exemption in order to fly a drone for commercial purposes.
- B. No, all commercial drones are banned indefinitely.
- C. Yes, commercial drones do not require an exemption.
- D. None of the above.

3. Is a pilot's license required in order to operate a commercial-use drone?

- A. Yes, pilot's licenses are required for all drone operators.
- B. Yes, pilot's licenses are required for commercial drone operators.
- C. No, pilot's licenses are only required for recreational/hobbyist drone operators.
- D. No, only government drone operators require a pilot's license.

4. Unmanned Aircraft Systems (Drones) have been used for all of the following EXCEPT: (See options A-K)

- A. Delivery of Medicine to remote parts of the earth
- B. Observation of leaks and potential repairs for oil pipelines
- C. Filming of pornographic movies
- D. Bombing of enemies of the USA
- E. Spraying of crops
- F. As "robots" for moving wildlife from sensitive areas
- G. As Christmas tree decorating assistance
- H. As delivering of products purchased on Amazon, Google and Target.com
- I. In search and rescue, fire, and accident scenes
- J. As a tool for Peeping Tom's
- K. As a marketing tool for Real Estate Agents nationwide



5. Which of the following is a permitted use of a commercial drone? Assume the operator has an FAA exemption.

- A. Flying the drone at 700 feet high.
- B. Flying the drone over a neighbor's property without permission.
- C. Flying the drone at 95 mph.
- D. Flying the drone beyond the operator's line of sight.

- 6. Do you have to register your commercial-use drone with the Iowa DOT?**
- A. No, never.
 - B. No, as long as it is registered with the FAA.
 - C. Yes, if the drone is continually located and operated in a state other than Iowa.
 - D. Yes, always.
- 7. Does the FAA currently have formal guidelines for commercial-use drones?**
- A. No, commercial drones are currently banned but may be allowed in certain circumstances with the grant of an FAA exemption.
 - B. No, commercial drones are unregulated and drone operators can use them however they want.
 - C. Yes, specific guidelines are posted on the FAA website—as long as operators aren't caught violating the guidelines they don't need any special permit or exemption.
 - D. Yes, the only requirement is that the operator has a pilot's license, but as long as you don't get caught it doesn't matter.
- 8. Which of the following would NOT be classified as commercial drone use?**
- A. Taking images and video of a home to post on my website as a marketing tool.
 - B. Taking images and video of a home as a hobby for personal enjoyment.
 - C. Taking images and video of a neighbor's home and selling them the images to use in their home-sale marketing.
 - D. Taking images and video of a neighbor's crops for a fee.
- 9. According to the FAA, why do commercial-use drones require a different process than recreational-use drones?**
- A. Because the FAA does not want civilian operators spying on people.
 - B. To ensure that all operations conducted in civil airspace meet minimum levels of safety.
 - C. The FAA was bored and wanted more work for themselves.
 - D. The FAA has not provided an explanation.
- 10. If I have a pilot's license, was granted an FAA exemption, & registered my drone with the Iowa DOT, can I use my drone to market Real Estate?**
- A. No, commercial drones are entirely banned.
 - B. No, you also have to go through a graded drone-flight simulation.
 - C. Yes, you didn't even need to go through all those steps!
 - D. Yes!

Answer Key

1. **D** – All of the above! There are countless ways in which Real Estate can benefit from drone imaging. The convenience of using drones and the new perspectives drones offer will likely mark a great shift in Real Estate sales and marketing as we know it.
2. **A** – No, you cannot fly a commercial drone without an FAA exemption. To obtain an exemption you must file a petition with the FAA and, if granted, must adhere to the specific guidelines in the exemption. Section 333 exemption instructions: http://www.faa.gov/uas/legislative_programs/section_333/how_to_file_a_petition/media/section333_public_guidance.pdf
3. **B** – Yes, a pilot's license is currently required in order to operate a commercial drone. However, you can still operate a recreational drone without a license, and there has been discussion that the FAA may create a special drone-operator certification rather than requiring a pilot's license.
4. **G** – Drones have NOT yet been used to assist in the decoration of trees—although it's a novel idea. Other than that, drones have been widely used in a number of creative ways across many different industries!
5. **C** – Flying the drone at 95 mph is a permitted use of a commercial drone. Currently, guidelines limit the drones to 100 mph, 55 pounds, no higher than 400 feet, and keeping the drone in the operator's line of sight.
6. **D** – Yes, you always have to register your commercial drone with the Iowa DOT, just like any other aircraft. Once the FAA grants a commercial exemption, they notify the Iowa DOT and registration is required. You do not have to register a recreational drone. You can reach the Iowa DOT Office of Aviation at 515-239-1691. Registration instructions can be found here: <http://www.iowadot.gov/aviation/aircraftregistration/registration.aspx>
7. **A** – No, the FAA currently does not have formal guidelines for commercial drones. Commercial drones are presently banned by the FAA with an option to file for an exemption. The ban is expected to lift once the FAA releases formal commercial drone guidelines later this year.
8. **B** – Taking images and video of a home as a hobby for personal enjoyment would not be classified as commercial drone usage, and as such, would not be subject to any commercial drone regulation. Using the drones to make money is classified as a commercial use. Additionally, the use of drones in Real Estate has been determined to be a banned commercial use unless an exemption is granted.
9. **B** – According to the FAA, commercial-use drones require a different process than recreational-use drones in order to ensure that all operations conducted in civil airspace meet minimum levels of safety.
10. **D** – If you have a pilot's license and follow all of the exemption/registration procedures you are all set to fly your commercial-use drone!