# WASHINGTON ADVANCED REAL ESTATE CONTINUING EDUCATION PRACTICE EXAM (SAMPLE)

## STUDY GUIDE



## SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

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# Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

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# How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

### 1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

### 2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 – 45 minutes). Review a handful of questions, reflect on the explanations.

### 3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

### 4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

### 5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

### 6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

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# Questions

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**1. What is the primary purpose of a buyer broker agreement?**

A. To comply with Washington law

B. To ensure the broker earns a commission

C. To list and market the buyer's property

D. To prevent working with competing firms

**2. When is discrimination based on race permitted?**

A. Private sector housing

B. Public sector housing

C. Discrimination based on race is never permitted

D. Both public and private sector housing

**3. How would Sam's response to Bruce's offer be classified when he changed the closing date?**

A. An addendum

B. A counter offer

C. A minor adjustment

D. An amendment

**4. What does the Department of Licensing (DOL) mean by "one click away" regarding Internet advertising?**

A. The property must be viewable after clicking the advertisement once

B. The consumer needs to click only one time for more information

C. Full disclosure of the licensee's status must be easily accessible

D. A link to the DOL website must be provided in the advertisement

**5. What happens to Janet's lease after Wendy died?**

A. The lease becomes a month-to-month lease

B. Janet must vacate the apartment after 3 months

C. Wendy's heirs become the new landlords

D. The lease agreement is immediately terminated

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**6. After its termination, how long must a written property management agreement be kept by the property manager?**

A. 10 years

B. 5 years

C. 3 years

D. 8 years

**7. Which item is typically NOT found in a brokerage real estate transaction file?**

A. A copy of the deed to the property

B. The real estate purchase and sale agreement

C. A receipt for the trust fund deposit

D. Copies of all disclosures given to a client

**8. What action must a real estate broker take if they are aware of a property defect?**

A. Ignore it if sellers have already disclosed

B. Disclose it to potential buyers

C. Only disclose it upon request from the buyer

D. Assess its impact on value first

**9. Which law established the foundation for antitrust actions in the real estate industry?**

A. Sherman Antitrust Act

B. McLain v. New Orleans Real Estate Board

C. The United States v. National Association of Real Estate Boards

D. Clayton Antitrust Act

**10. Which of the following is not generally a duty of a property manager?**

A. Showing units to prospective tenants

B. Filing tax returns on the property for the owner

C. Conducting the day-to-day business necessary to maintain the property

D. Advertising the property

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# Answers

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

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# Explanations

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## 1. What is the primary purpose of a buyer broker agreement?

A. To comply with Washington law

B. To ensure the broker earns a commission

C. To list and market the buyer's property

D. To prevent working with competing firms

*The primary purpose of a buyer broker agreement is to ensure that the broker earns a commission for the services provided in helping the buyer find and purchase a property. This agreement establishes a formal relationship between the buyer and the broker, outlining the broker's responsibilities and the compensation structure for their efforts in assisting the buyer throughout the home-buying process. When a buyer engages a broker via this agreement, it provides a clear expectation that the broker will be compensated for their expertise and services once a transaction is completed. This commission structure incentivizes the broker to work diligently on behalf of the buyer, as it aligns the interests of both parties in achieving a successful deal. While compliance with Washington law is important, the agreement itself serves a more specific purpose related to the broker's compensation in the buyer-broker relationship. Listing and marketing the buyer's property focuses on different aspects of real estate transactions, primarily when the buyer is also a property owner looking to sell. Preventing working with competing firms may be a consequence of having an exclusive agreement, but it is not the central aim of the buyer broker agreement itself. Thus, focusing on how the agreement secures the broker's commission highlights its significance in the buying process.*

## 2. When is discrimination based on race permitted?

A. Private sector housing

B. Public sector housing

C. Discrimination based on race is never permitted

D. Both public and private sector housing

*Discrimination based on race is never permitted due to the protections provided by the Fair Housing Act and various state laws that prohibit discriminatory practices in both public and private sector housing. The Fair Housing Act, enacted in 1968, aimed to eliminate housing discrimination and promote equal housing opportunities, making it illegal to deny housing or discriminate in housing-related activities based on race, color, national origin, religion, sex, familial status, or disability. The commitment to non-discrimination is fundamental to ensuring that individuals can access housing without facing barriers based on their race. This principle supports the broader efforts of civil rights legislation to uphold social justice and equality for all people. As a result, there are no circumstances under which race-based discrimination is legally acceptable in housing, making it clear that the correct understanding is that such discrimination is never permitted.*

## 3. How would Sam's response to Bruce's offer be classified when he changed the closing date?

A. An addendum

B. A counter offer

C. A minor adjustment

D. An amendment

*Sam's response to Bruce's offer would be classified as a counter offer because altering a significant term of the original offer, such as the closing date, indicates that Sam is not accepting the offer as it stands. Instead, by suggesting a new closing date, Sam is proposing a modification to the terms of the deal. This action effectively nullifies the original offer and creates a new one that Bruce would need to accept for the negotiation to continue. In real estate transactions, a counter offer demonstrates that one party is willing to negotiate but under different terms. Once a counter offer is made, the original offer is considered rejected, and the negotiation process starts anew based on the terms of the counter offer.*

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**4. What does the Department of Licensing (DOL) mean by "one click away" regarding Internet advertising?**

A. The property must be viewable after clicking the advertisement once

B. The consumer needs to click only one time for more information

C. Full disclosure of the licensee's status must be easily accessible

D. A link to the DOL website must be provided in the advertisement

*The phrase "one click away" in the context of Internet advertising refers specifically to the requirement that full disclosure of the licensee's status must be easily accessible to consumers. This means that any advertisement, be it online or printed, is required to provide clear and direct access to information about the real estate professional's licensing status. This requirement is essential because it enhances transparency and trust in real estate transactions. Consumers should be able to verify the credentials of those they are dealing with in order to make informed decisions. By ensuring that this information is "one click away," the Department of Licensing promotes accountability and encourages ethical practices within the industry. The other choices do not accurately capture the intent of the "one click away" requirement as it pertains to licensee disclosure. While accessibility of property views, ease of obtaining further information, and links to the DOL website are relevant points in the broader context of consumer protection and information access, they do not specifically address the primary focus of disclosing the license status of real estate professionals, which is the core of the DOL's directive.*

**5. What happens to Janet's lease after Wendy died?**

A. The lease becomes a month-to-month lease

B. Janet must vacate the apartment after 3 months

C. Wendy's heirs become the new landlords

D. The lease agreement is immediately terminated

*When Wendy died, the lease she had with Janet does not automatically terminate; rather, it typically continues in effect, and the responsibilities of the landlord are transferred to Wendy's heirs or estate. This means that the heirs become the new landlords, assuming all rights and responsibilities outlined in the lease agreement. In most cases, a residential lease is an asset of the estate, and the heirs or personal representatives of the deceased landlord inherit those rights. Therefore, Janet would continue her tenancy under the same terms of the lease with the new landlords, ensuring stability and legal continuity in her rental arrangement. The other options do not accurately reflect the principles of property law concerning lease agreements and inheritances. For instance, a lease does not automatically convert to a month-to-month lease, nor does the tenant have a specific time frame to vacate, and the lease is not terminated simply due to the landlord's death. Each of these scenarios would need specific conditions or actions to occur.*

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## 6. After its termination, how long must a written property management agreement be kept by the property manager?

A. 10 years

B. 5 years

C. 3 years

D. 8 years

*The correct answer is that a written property management agreement must be kept for three years after its termination. This requirement is in line with Washington State law, which stipulates specific timeframes for retaining records related to property management. Keeping the records for this duration ensures that a property manager has access to pertinent documentation should any disputes or questions arise after the termination of the agreement. Maintaining records for three years allows property managers to comply with regulatory standards and also serves to protect themselves legally and financially. If issues occur, such as disputes over fees or damages, having access to these documents provides crucial evidence for resolution. In contrast, the other timeframes mentioned may exceed or fall short of this legal requirement, potentially leaving property managers at a disadvantage should they need to reference or produce documentation related to a former management agreement. Therefore, understanding this timeframe is essential for effective property management practices in Washington.*

## 7. Which item is typically NOT found in a brokerage real estate transaction file?

A. A copy of the deed to the property

B. The real estate purchase and sale agreement

C. A receipt for the trust fund deposit

D. Copies of all disclosures given to a client

*In a brokerage real estate transaction file, the focus is primarily on documents that are essential to the transaction process, such as agreements, receipts, and disclosures. The real estate purchase and sale agreement outlines the terms between the buyer and seller, while receipts for trust fund deposits provide proof of any funds held in trust related to the transaction. Disclosures are also a critical component, as they protect both the brokerage and the client by ensuring that all necessary information about the property has been communicated. However, a copy of the deed to the property is typically not included in a brokerage's transaction file since the deed is a record of ownership that is provided to the county recorder's office following the closing of a sale and is not part of the transactional documentation maintained by the brokerage. Instead, the deed serves as formal proof of ownership transfer, and is not a document that would be commonly kept in the brokerage's files. Therefore, identifying the deed as not typically found in the transaction file is accurate.*

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## 8. What action must a real estate broker take if they are aware of a property defect?

A. Ignore it if sellers have already disclosed

B. Disclose it to potential buyers

C. Only disclose it upon request from the buyer

D. Assess its impact on value first

*A real estate broker has a fiduciary duty to act in the best interests of their clients, which includes the responsibility to disclose material defects in a property. If a broker is aware of a defect, it is essential to disclose this information to potential buyers, as it can significantly impact their decisions. The ethical obligation to disclose such defects helps maintain transparency in real estate transactions and protects buyers from unforeseen issues that could affect the property's value or safety. Additionally, the law in many jurisdictions, including Washington, requires that any known defects that could influence a buyer's choice must be disclosed regardless of whether sellers have already provided that information. Ignoring the defect or waiting for a buyer to request disclosure does not fulfill the broker's duty to inform. Likewise, assessing the impact on value before disclosing does not absolve the broker of the obligation to inform potential buyers about existing defects. Thus, disclosing the defect to potential buyers aligns with both ethical standards and legal requirements in the real estate industry.*

## 9. Which law established the foundation for antitrust actions in the real estate industry?

A. Sherman Antitrust Act

B. McLain v. New Orleans Real Estate Board

C. The United States v. National Association of Real Estate Boards

D. Clayton Antitrust Act

*The Sherman Antitrust Act is the landmark legislation that established the foundation for antitrust actions in various industries, including real estate. Enacted in 1890, this Act was designed to combat anti-competitive practices, reduce market monopolies, and ensure fair competition. In the context of the real estate industry, the Sherman Antitrust Act plays a crucial role in preventing practices such as price-fixing, market allocation, and other activities that can harm consumers and restrict competition among real estate professionals. Under this law, real estate associations and firms must avoid colluding to set commission rates or engaging in other practices that would unfairly limit competition. While the other options mentioned, such as specific court cases or additional legislation like the Clayton Antitrust Act, address related issues or build upon the foundations set by the Sherman Act, it is the Sherman Antitrust Act itself that originally established the legal framework for pursuing antitrust actions. This makes it the correct answer to the question regarding the foundational law governing antitrust in real estate.*

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**10. Which of the following is not generally a duty of a property manager?**

A. Showing units to prospective tenants

B. Filing tax returns on the property for the owner

C. Conducting the day-to-day business necessary to maintain the property

D. Advertising the property

*A property manager typically has a wide range of responsibilities that include overseeing the daily operations and maintenance of a property, managing tenant relationships, and ensuring that the property remains occupied, among others. This includes showing units to prospective tenants, advertising the property to attract renters, and conducting activities necessary for the property's upkeep, which are all common duties of a property manager. Filing tax returns is generally not a responsibility that falls under the purview of a property manager. Instead, this task is often handled by accountants or tax professionals who specialize in tax law and can ensure compliance with relevant regulations. While a property manager may assist the owner by providing necessary financial information or operating statements to facilitate the filing, the actual filing of tax returns is usually outside their scope of duties. This distinction is important in understanding the boundaries of a property manager's role.*

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# Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

https://waadvrealestatece.examzify.com

We wish you the very best on your exam journey. You've got this!

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