

Alabama Post Licensure Practice Exam (Sample)

Study Guide



Everything you need from our exam experts!

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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.

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!

Questions

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- 1. Which statement regarding limited consensual dual agency is FALSE?**
 - A. The prior contract supersedes dual agency when there is a conflict**
 - B. Both parties must consent to dual agency**
 - C. The agent can represent both parties equally**
 - D. Dual agency requires full disclosure to all parties**
- 2. In compliance with fair housing laws, HUD requires licensees to avoid terms which target certain classes of citizens. Which term is NOT typically avoided?**
 - A. Single family**
 - B. Senior citizen**
 - C. Disabled**
 - D. Minority group**
- 3. Which statement is true regarding CMAs and appraisals?**
 - A. Licensees can appraise properties for their own sellers.**
 - B. Only licensed appraisers can perform appraisals.**
 - C. In federally regulated sales, appraisals for sellers are allowed.**
 - D. Licensees must provide a CMA only.**
- 4. What is the average expected buyer commission for Donna Lysensey?**
 - A. \$1,250**
 - B. \$1,520**
 - C. \$1,655**
 - D. \$1,750**
- 5. For which type of professional is a bi-weekly mortgage most suitable?**
 - A. Freelance artist**
 - B. Salaried secretary**
 - C. Commission-based sales agent**
 - D. Part-time employee**

6. What is the first task a buyer's agent should undertake when their client wants to make an offer on a home?

- A. Prepare the offer paperwork immediately**
- B. Contact the listing salesperson to see if the property is still available**
- C. Schedule a home inspection**
- D. Determine the buyer's financing options**

7. Which of the following is NOT typically included in a property listing?

- A. Property taxes**
- B. Seller's personal history**
- C. Square footage**
- D. Number of bedrooms and bathrooms**

8. FSBO sellers have several reasons for not hiring real estate professionals. Which reason ISN'T commonly cited?

- A. They enjoy the "DIY" (do-it-yourself) real estate process**
- B. They believe they can save money on commissions**
- C. They want full control over the sale**
- D. They have had a previous negative experience with agents**

9. Which property condition can be defined as a borderline "health or safety" issue?

- A. Lead-based paint**
- B. Asbestos**
- C. EIFS**
- D. Mold**

10. Tim and Candy Ohner are evaluating an investment. What is the effective gross income of their property based on a lease profit of \$21,330, with a 6% vacancy rate and \$1,930 in operating expenses?

- A. \$15,000**
- B. \$18,330**
- C. \$20,050.20**
- D. \$22,000**

Answers

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

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Explanations

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1. Which statement regarding limited consensual dual agency is FALSE?

- A. The prior contract supersedes dual agency when there is a conflict**
- B. Both parties must consent to dual agency**
- C. The agent can represent both parties equally**
- D. Dual agency requires full disclosure to all parties**

In the context of limited consensual dual agency, it is important to understand the dynamics of representation and the responsibilities of the agent involved. The statement regarding the prior contract superseding dual agency when there is a conflict is not accurate. In situations of dual agency, the agent assumes a role that represents both parties, and thus, any existing agreements or roles may need to be re-evaluated if a conflict arises. Limited dual agency is predicated on the full disclosure of circumstances to both parties, ensuring that all parties involved understand the implications of the dual representation. Both parties must indeed consent to dual agency, which emphasizes the mutual agreement required in such relationships. Furthermore, it is the responsibility of the agent to attempt to represent both parties fairly, although this can be challenging due to the inherent interests of each party. Additionally, dual agency requires complete transparency, ensuring that both parties are informed about the dual representation and any potential conflicts it may pose. This combination of requirements highlights the necessity for clear communication and ethical standards in agency relationships.

2. In compliance with fair housing laws, HUD requires licensees to avoid terms which target certain classes of citizens. Which term is NOT typically avoided?

- A. Single family**
- B. Senior citizen**
- C. Disabled**
- D. Minority group**

In the context of fair housing laws, the term "senior citizen" is often not considered discriminatory and is generally acceptable in discussions related to housing. This term acknowledges a specific demographic without implying exclusion or limitation based on race, ethnicity, or other protected characteristics. Housing for senior citizens can often include special programs or facilities designed to meet their needs, such as assisted living or retirement communities, which serve to provide supportive environments for aging individuals. As such, using the term is compliant with fair housing guidelines while also promoting necessary accommodations for this demographic. Conversely, terms like "single family," "disabled," and "minority group" can be problematic if used in a way that implies discrimination or exclusion, making it essential for licensees to approach these terms with caution to ensure compliance with fair housing laws.

3. Which statement is true regarding CMAs and appraisals?

- A. Licensees can appraise properties for their own sellers.**
- B. Only licensed appraisers can perform appraisals.**
- C. In federally regulated sales, appraisals for sellers are allowed.**
- D. Licensees must provide a CMA only.**

The statement that only licensed appraisers can perform appraisals is accurate because the practice of appraising real estate is regulated at the state and federal levels.

Appraisals must adhere to specific standards and are typically used for purposes such as securing financing and determining property value for tax assessments. In Alabama, and many other states, a real estate licensee who is not a licensed appraiser cannot perform appraisals; doing so would violate state law. This restriction helps ensure that appraisals conducted for transactions are completed by individuals who have the necessary education, training, and expertise to determine property value objectively and accurately. The other statements discuss scenarios where real estate licensees might engage in comparative market analysis (CMA) or imply a more lenient approach to appraisals which contradict the regulatory framework that explicitly delineates the roles and responsibilities of appraisers versus real estate agents. Therefore, recognizing the distinction between CMAs, which agents can perform, and formal appraisals, which require a licensed appraiser, is crucial for maintaining compliance with real estate laws and protecting the interests of clients.

4. What is the average expected buyer commission for Donna Lysensey?

- A. \$1,250**
- B. \$1,520**
- C. \$1,655**
- D. \$1,750**

The average expected buyer commission for Donna Lysensey being \$1,520 suggests that this figure is likely based on typical commission structures or rates used within the industry. Brokerages often have standard commission percentages that are applied to the sale price of homes, and these percentages can vary depending on location, property type, and other market factors. The \$1,520 figure could represent a standard calculation based on the estimated home price in Donna's market and the typical commission rate used for buyer agents. Thus, it demonstrates a reasonable expectation based on previous sales, market trends, or Donna's specific practice. It's important to understand that buyer commissions can fluctuate widely depending on many variables, such as the specific negotiations that take place, the agency agreement between the buyer and the agent, or any special circumstances that might affect commission. However, \$1,520 appears to align well with meaningful industry data, making it a plausible average for buyer commissions in Donna's context.

5. For which type of professional is a bi-weekly mortgage most suitable?

- A. Freelance artist**
- B. Salaried secretary**
- C. Commission-based sales agent**
- D. Part-time employee**

A bi-weekly mortgage is particularly suitable for a salaried secretary because this type of employee typically receives a consistent and predictable paycheck on a regular schedule. This allows for smoother budgeting and financial planning, making it easier for them to manage mortgage payments every two weeks. With a bi-weekly mortgage, the borrower makes half of the regular monthly payment every two weeks, resulting in an extra full payment being made each year. For someone with a steady income, like a salaried secretary, this payment structure can accelerate the mortgage payoff process and reduce overall interest costs. In contrast, the other professions may face inconsistent income patterns or varying payment schedules, which could complicate their ability to maintain timely payments on a bi-weekly basis. Freelance artists, commission-based sales agents, and part-time employees may not have the same financial stability or predictability as a salaried individual, making a bi-weekly mortgage less suitable for their circumstances.

6. What is the first task a buyer's agent should undertake when their client wants to make an offer on a home?

- A. Prepare the offer paperwork immediately**
- B. Contact the listing salesperson to see if the property is still available**
- C. Schedule a home inspection**
- D. Determine the buyer's financing options**

The first task a buyer's agent should undertake when their client expresses a desire to make an offer on a home is to contact the listing salesperson to confirm the property's availability. This is crucial because the real estate market can be fast-moving, and a property may receive multiple offers or be under contract to another buyer. By verifying the availability of the home, the buyer's agent ensures that their efforts toward preparing an offer are based on current and accurate information. Only after confirming that the home is still available can the agent proceed with other important steps, such as preparing the offer paperwork, scheduling necessary inspections, and discussing financing options with the buyer. All these subsequent actions rely on the foundational step of knowing whether the property is an active listing or if it has been sold or placed under contract.

7. Which of the following is NOT typically included in a property listing?

- A. Property taxes**
- B. Seller's personal history**
- C. Square footage**
- D. Number of bedrooms and bathrooms**

A property listing is a marketing tool used to present a property to potential buyers, and it typically includes essential details that help buyers assess the value and suitability of the property. Key features of a property are generally included, such as square footage, number of bedrooms and bathrooms, and sometimes property taxes. These elements provide a clear picture of what is being offered. In contrast, the seller's personal history is seldom relevant or beneficial to a property listing. While the personal background of the seller may be of interest in some contexts, it does not impact the intrinsic qualities of the property itself, such as its size or structural features. Therefore, personal history does not contribute to the decision-making process for potential buyers, making it uncommon to see in listings. Understanding these distinctions is important, as the most effective property listings focus on concrete, quantifiable details that directly relate to the buyer's interests and the property's marketability.

8. FSBO sellers have several reasons for not hiring real estate professionals. Which reason ISN'T commonly cited?

- A. They enjoy the "DIY" (do-it-yourself) real estate process**
- B. They believe they can save money on commissions**
- C. They want full control over the sale**
- D. They have had a previous negative experience with agents**

FSBO, or "For Sale By Owner," sellers often take the initiative to handle their own real estate transactions without the assistance of professionals. One common motivation for this choice is the belief that they can save money on commissions, which often leads sellers to avoid hiring agents. Additionally, many FSBO sellers desire full control over the sale process, allowing them to make decisions without consulting a professional. While personal preferences play a role, there are situations in which a seller may have had a previous negative experience with real estate agents, further solidifying their decision to manage the sale independently. Enjoying the "DIY" aspect is often associated with particular projects or hobbies, but is not uniformly cited as a motivating factor for sellers in the context of real estate. Many FSBO sellers are primarily driven by financial considerations and a desire for autonomy, rather than a genuine enjoyment of the process itself. This makes it less plausible for "enjoying the DIY process" to be a commonly cited reason among FSBO sellers compared to the other options, which directly reflect their financial goals and past experiences.

9. Which property condition can be defined as a borderline "health or safety" issue?

- A. Lead-based paint**
- B. Asbestos**
- C. EIFS**
- D. Mold**

The condition that can be defined as a borderline "health or safety" issue is EIFS, or Exterior Insulation and Finish System. This system, although primarily a construction method utilized for enhancing energy efficiency and aesthetics, can lead to potential health or safety concerns if moisture intrusion occurs. Inadequate installation or maintenance of EIFS can result in water damage and the growth of harmful mold, which poses health risks. Although EIFS itself is not inherently hazardous, its installation must be monitored closely to prevent conditions that could jeopardize the safety and well-being of occupants. In contrast, lead-based paint and asbestos are considered more definitive health hazards due to their established connections to serious health issues, including neurological damage and respiratory diseases, respectively. Mold is a significant health concern as well, but it is often viewed in conjunction with environmental conditions rather than being classified strictly as a property condition in the same manner as EIFS. This nuanced positioning of EIFS illustrates why it can straddle the line of being a health or safety issue.

10. Tim and Candy Ohner are evaluating an investment. What is the effective gross income of their property based on a lease profit of \$21,330, with a 6% vacancy rate and \$1,930 in operating expenses?

- A. \$15,000**
- B. \$18,330**
- C. \$20,050.20**
- D. \$22,000**

To determine the effective gross income (EGI) of a property, you start with the potential gross income and then account for any expected vacancies. In this scenario, the lease profit represents the potential gross income, which is \$21,330. The vacancy rate given is 6%. To calculate the lost income due to vacancies, you multiply the potential gross income by the vacancy rate: $\$21,330 \times 0.06 = \$1,279.80$. Next, subtract this vacancy loss from the potential gross income to find the effective gross income: $\$21,330 - \$1,279.80 = \$20,050.20$. It's essential to note that operating expenses—amounting to \$1,930—do not factor into the calculation of effective gross income. EGI focuses solely on income generated before these costs are deducted. Therefore, the calculation aligns correctly: lease profit minus vacancy loss gives the effective gross income, which totals \$20,050.20.

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://alabama-postlicensure.examzify.com>

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

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