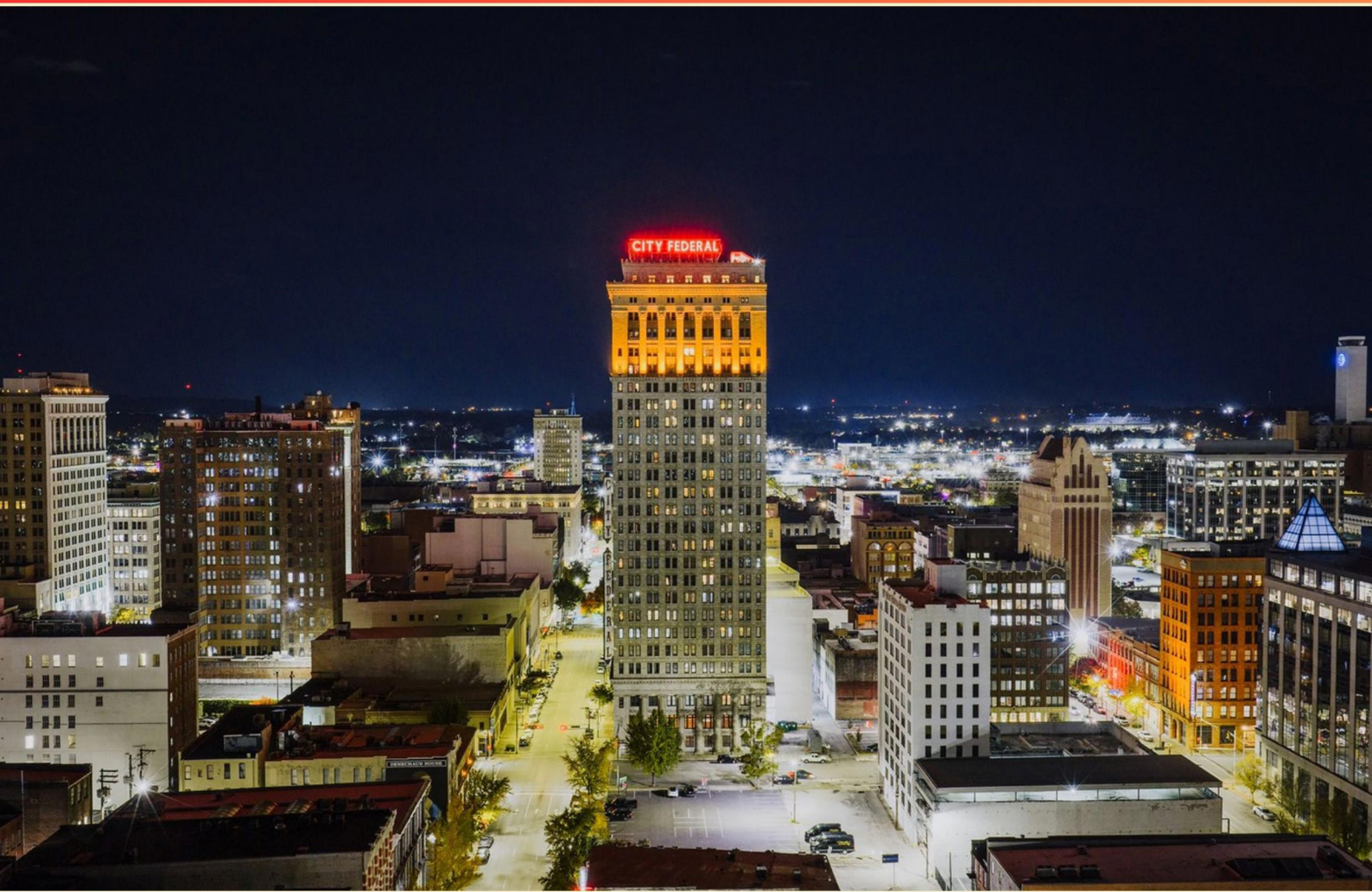


ALABAMA REAL ESTATE POST-LICENSE PRACTICE EXAM (SAMPLE)

STUDY GUIDE



**SAMPLE STUDY GUIDE
WITH LIMITED QUESTIONS**

**VISIT US ONLINE FOR
THE FULL VERSION STUDY GUIDE**

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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. To which properties does the lead-based paint disclosure rule not apply?**
 - A. All single-family homes
 - B. Housing for the elderly or disabled where no children under 6 are expected to live
 - C. Properties built after 1978
 - D. Rental properties only
- 2. What does the Can-Spam Act prohibit?**
 - A. Sending commercial emails to local businesses
 - B. Sending unwanted commercial emails to wireless devices
 - C. Advertising products without consent
 - D. Creating deceptive email subject lines
- 3. EIFS is an acronym for what type of building material?**
 - A. Exterior Insulation and Finish Systems
 - B. Energy Efficient Facade Systems
 - C. Electric Interior Finishing System
 - D. Expanded Internal Framing System
- 4. What is another term for a land lease?**
 - A. Ground lease
 - B. Urban lease
 - C. Residential lease
 - D. Standard lease
- 5. A comparable is another property that?**
 - A. Is in a different neighborhood
 - B. Has the same or almost the same characteristics and features as the seller's property
 - C. Is currently under contract
 - D. Is sold in the last ten years

- 6. Which listing agreement type is enforceable in Alabama?**
- A. Verbal agreements
 - B. Written agreements
 - C. Informal agreements
 - D. Exclusive oral agreements
- 7. How can a seller confirm the accuracy of the mortgage payoff amount on the settlement statement?**
- A. It should match the amount on the closing disclosure
 - B. It should match the amount quoted by the seller's lender
 - C. It must be less than the original loan amount
 - D. It should be based on a recent appraisal
- 8. Within how many days must licensees notify the commission of any address changes?**
- A. 15 days
 - B. 30 days
 - C. 45 days
 - D. 60 days
- 9. What action is prohibited by the Alabama code regarding real estate transactions?**
- A. Providing home inspections
 - B. Giving or receiving a rebate
 - C. Negotiating commission rates
 - D. Administering property management services
- 10. Which negotiation strategy aims to improve agreement quality by recognizing differing values between parties?**
- A. Distributive negotiation
 - B. Integrative negotiation
 - C. Collaborative negotiation
 - D. Competitive negotiation

Answers

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

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Explanations

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1. To which properties does the lead-based paint disclosure rule not apply?

- A. All single-family homes
- B. Housing for the elderly or disabled where no children under 6 are expected to live**
- C. Properties built after 1978
- D. Rental properties only

The lead-based paint disclosure rule does not apply to housing for the elderly or disabled where no children under 6 are expected to live. The purpose of the rule is to protect young children who are most at risk for lead poisoning due to exposure from lead-based paints, which were commonly used in homes built before 1978. Therefore, if a property is designated for elderly or disabled individuals and there are no children under the age of 6 residing there or expected to reside there, the risks associated with lead-based paint are significantly reduced, allowing it to be exempt from the disclosure requirement. Properties built after 1978 are not subject to the lead-based paint disclosure rule because federal law prohibits the use of lead-based paint in residential properties constructed after this date, thus inherently eliminating the risk associated with such properties. Similarly, while all single-family homes and rental properties are typically covered by this rule if built prior to 1978, there are specific exceptions based on occupancy types and purposes, which is why elderly housing without young children falls into that category as well.

2. What does the Can-Spam Act prohibit?

- A. Sending commercial emails to local businesses
- B. Sending unwanted commercial emails to wireless devices**
- C. Advertising products without consent
- D. Creating deceptive email subject lines

The Can-Spam Act primarily seeks to regulate commercial email messages by establishing rules regarding their content and requiring that recipients have the option to opt out of future communications. One of the specific prohibitions within the Act is against sending unwanted commercial emails to wireless devices, particularly mobile phones. This is significant as it addresses issues related to consumer privacy and unwanted intrusions into personal communications, as wireless devices often have limited capabilities for managing this kind of correspondence compared to traditional email. The Act requires that emails sent to these devices have clear mechanisms for recipients to unsubscribe, ensuring that consumers can control what messages they receive. This helps protect individuals from spam, especially as mobile devices have become a more common way for people to communicate. While the other options relate to advertising and email practices, they do not specifically highlight this critical aspect of the Can-Spam Act, which is focused on unwanted communications, particularly in the context of wireless technology.

3. EIFS is an acronym for what type of building material?

A. Exterior Insulation and Finish Systems

B. Energy Efficient Facade Systems

C. Electric Interior Finishing System

D. Expanded Internal Framing System

EIFS stands for Exterior Insulation and Finish Systems, which is a type of building material that provides both insulation and a finished exterior surface for walls. This system is particularly valued for its energy efficiency and versatility in design. EIFS typically consists of a layer of rigid foam board insulation that is covered with a variety of materials, including a reinforcement mesh and a protective finish coat, allowing for a wide range of aesthetic options. The application of EIFS can significantly reduce thermal bridging, which enhances overall energy performance in buildings, therefore making it a popular choice in residential and commercial construction. Its implementation can contribute to improved thermal regulation and lower energy costs, aligning with modern sustainable building practices. The options that refer to other systems are not recognized definitions or commonly used terms within the building industry related to EIFS, further solidifying that option A is indeed the correct understanding of the acronym.

4. What is another term for a land lease?

A. Ground lease

B. Urban lease

C. Residential lease

D. Standard lease

A land lease is often referred to as a ground lease. This term specifically describes a long-term lease agreement in which a tenant is allowed to use a piece of land owned by a landlord for a specified period, typically ranging from 20 to 99 years. The tenant may construct improvements on the land, and when the lease term expires, ownership of those improvements typically reverts to the landlord unless a different arrangement is specified in the contract. This arrangement is common in commercial real estate, where the land may be owned by one party while the building or development is constructed and operated by another. The alternative terms listed do not accurately describe the specific nature of a land lease. For example, an urban lease generally refers to leases specific to urban areas and does not directly address the nuances of land leasing. A residential lease specifically pertains to properties intended for housing rather than land use for development or business purposes. A standard lease is a broad term that could apply to any lease agreement and lacks the specificity needed to describe the unique characteristics of a land lease. Therefore, ground lease is clearly the definition that aligns with the concept of a land lease.

5. A comparable is another property that?

- A. Is in a different neighborhood
- B. Has the same or almost the same characteristics and features as the seller's property**
- C. Is currently under contract
- D. Is sold in the last ten years

A comparable property, often referred to as a "comp," is one that shares similar characteristics and features with the subject property that is being evaluated. This includes attributes such as size, style, age, condition, and amenities. By analyzing properties that closely resemble the seller's property, real estate professionals can establish a more accurate market value and help set an appropriate listing price or offer. Using properties that have similar characteristics enables agents to assess market trends and buyer preferences effectively. The ideal comparable should be in the same general area and have features that potential buyers would find desirable and comparable. This relevance in comparison ensures that the price determined is reflective of current market conditions pertaining to that specific type of property. The other options present characteristics that may not accurately define a "comparable." Properties in different neighborhoods typically have varying market values due to differences in demand, location desirability, and local amenities. A property currently under contract may not be a reliable indicator of market value as it hasn't yet closed and the final sale price is unknown. Lastly, looking at properties sold in the last ten years is too broad of a timeframe; real estate values can fluctuate significantly even within a few years. Comparables are usually drawn from recent sales, typically within the last six months to

6. Which listing agreement type is enforceable in Alabama?

- A. Verbal agreements
- B. Written agreements**
- C. Informal agreements
- D. Exclusive oral agreements

In Alabama, a listing agreement is enforceable when it is in writing. Written agreements provide clear and definitive terms that protect the rights of both the seller and the real estate agent. They specify details such as the listing price, the duration of the agreement, the commission structure, and any other pertinent conditions. This written form ensures that all parties have a mutual understanding and can refer back to the documented terms if any disputes arise. While verbal, informal, and exclusive oral agreements may exist in practice, they lack the enforceability that written agreements provide under Alabama law. Such arrangements can lead to misunderstandings or legal challenges, as they may not capture the agreed-upon terms in a way that can be substantiated. Therefore, having a formal, written listing agreement is crucial for legal protection and clarity in real estate transactions.

7. How can a seller confirm the accuracy of the mortgage payoff amount on the settlement statement?

- A. It should match the amount on the closing disclosure
- B. It should match the amount quoted by the seller's lender**
- C. It must be less than the original loan amount
- D. It should be based on a recent appraisal

To confirm the accuracy of the mortgage payoff amount on the settlement statement, it is essential for the seller to rely on the information directly from their lender. The quote provided by the lender reflects the exact amount required to pay off the mortgage at that moment, including any interest accrued and potential fees. This figure is specifically calculated based on the current standing of the loan, which might differ from the original loan amount due to payments made or additional interest accrued. Using the lender's quote is the most reliable way to ensure that the payoff amount is correct because it encompasses all current financial obligations associated with the mortgage. The other options do not provide the same level of verification. For instance, while matching the amount on the closing disclosure can be useful, it may not always reflect the most current payoff amount, especially if there have been changes in interest or other fees since the disclosure was issued. Therefore, relying on the lender's direct communication provides the most accuracy and assurance for the seller.

8. Within how many days must licensees notify the commission of any address changes?

- A. 15 days
- B. 30 days**
- C. 45 days
- D. 60 days

Licensees are required to notify the Alabama Real Estate Commission of any changes to their address within 30 days. This time frame is established to ensure that the Commission can maintain accurate records for communication purposes and uphold regulatory requirements. Timely reporting of address changes is crucial for a variety of administrative reasons, including the delivery of important information regarding renewals, disciplinary actions, and educational requirements. While some might consider longer periods like 45 or 60 days, these durations do not align with the established regulations, as the focus is on prompt communication and responsiveness in the real estate profession. Therefore, the stipulation of 30 days reflects best practices in maintaining professional accountability within the industry.

9. What action is prohibited by the Alabama code regarding real estate transactions?

- A. Providing home inspections
- B. Giving or receiving a rebate**
- C. Negotiating commission rates
- D. Administering property management services

In Alabama, the code explicitly prohibits giving or receiving a rebate in real estate transactions as a means to maintain transparency and fairness within the market. Rebates can create conflicts of interest and may lead to unfair competition among real estate professionals. This prohibition is designed to protect consumers from potential abuses and ensure that all parties involved in a transaction are adhering to ethical practices. Offering and receiving rebates can complicate the negotiation process and can undermine the trust placed in real estate professionals. It ensures that agents are serving their clients' best interests without the influence of financial incentives that could skew their representation. The focus on ethical conduct in the real estate profession is vital to maintaining industry integrity and protecting consumers. The other actions listed, such as providing home inspections, negotiating commission rates, and administering property management services, are permissible as long as they are conducted within the guidelines set by Alabama real estate law. Thus, recognizing the restrictions on rebates highlights the importance of transparency and ethical standards in real estate practices.

10. Which negotiation strategy aims to improve agreement quality by recognizing differing values between parties?

- A. Distributive negotiation
- B. Integrative negotiation**
- C. Collaborative negotiation
- D. Competitive negotiation

Integrative negotiation is a strategy focused on understanding and addressing the differing values and interests of the parties involved in a negotiation. This approach seeks to create mutually beneficial outcomes by facilitating open communication and collaboration. By acknowledging the distinct priorities and needs of each party, integrative negotiation allows for a more comprehensive exploration of potential solutions that satisfy everyone's interests, leading to improved agreement quality. In contrast to integrative negotiation, other strategies, such as distributive negotiation, tend to focus on dividing a fixed amount of resources, often leading to a win-lose situation. Collaborative negotiation similarly emphasizes teamwork but may not explicitly highlight the recognition of differing values as a primary focus. Competitive negotiation is generally characterized by a confrontational approach where one party seeks to outmaneuver the other, which can further hinder the potential for a quality agreement that reflects the needs of all parties.

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://alabamarealestatepostlicense.examzify.com>

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

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