

ARIZONA 6-HOUR CONTRACT WRITING COURSE PRACTICE TEST (SAMPLE)

STUDY GUIDE



**SAMPLE STUDY GUIDE
WITH LIMITED QUESTIONS**

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THE FULL VERSION STUDY GUIDE**

<https://az6hrcontractwriting.examzify.com>



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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 of the following is NOT a function of the Arizona purchase contract?**
 - A. Describes the rights of each party in the transaction
 - B. Obligates the buyer to obtain financing
 - C. Obligates the seller to sell property to the buyer
 - D. States the price and terms of the contract
- 2. What does receiving pre-approval for a mortgage loan indicate?**
 - A. A conversation with the lender in which Emily discloses her income and debt
 - B. The appraisal showing the home is valued appropriately
 - C. The inspection showing no major repairs are required
 - D. The loan application and lender verification of data
- 3. When there are two versions of an original transactional document, the versions are called what?**
 - A. Counterparts
 - B. Duplicates
 - C. Invalid copies
 - D. Simultaneous originals
- 4. Which scenario necessitates the use of alternative dispute resolution?**
 - A. A detainer action
 - B. An issue being sent to small claims court
 - C. Enforcing a mechanic's lien
 - D. Filing a notice of lis pendens
- 5. What should a real estate agent do if several clients want to buy the same property?**
 - A. Disclose the situation to all clients without giving details
 - B. Let clients submit offers without disclosing other offers
 - C. Refer clients to other licensees at the brokerage
 - D. Implement a first-come, first-served policy for offers

- 6. What does pre-qualification imply for Sam and Lisa in relation to their loan application?**
- A. They have a good chance of securing the loan if their income is accurate.
 - B. The loan has been officially approved.
 - C. The loan is guaranteed regardless of circumstances.
 - D. This assures sellers that their financing is confirmed.
- 7. Sellers are required to disclose what type of information?**
- A. Known material facts
 - B. The home's proximity to a registered sex offender
 - C. The owner's HIV status
 - D. Whether or not someone died on the property
- 8. What form should Danielle use to request items to be addressed by the seller after a home inspection?**
- A. Appraisal contingency notice
 - B. BINSR
 - C. Pre-qualification form
 - D. SPDS
- 9. Who is required to sign a listing agreement?**
- A. A buyer and a seller
 - B. A buyer's agent and a seller's agent
 - C. A licensee and a buyer client
 - D. A licensee and a seller client
- 10. What is typically necessary to submit a backup contract?**
- A. A prior agreement
 - B. A closing statement
 - C. A property appraisal
 - D. A real estate agent's approval

Answers

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

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Explanations

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1. Which of the following is NOT a function of the Arizona purchase contract?

- A. Describes the rights of each party in the transaction
- B. Obligates the buyer to obtain financing**
- C. Obligates the seller to sell property to the buyer
- D. States the price and terms of the contract

The choice indicating that it does not function to obligate the buyer to obtain financing is accurate because a purchase contract typically outlines the terms of the sale, including the rights and responsibilities of both parties involved. While the contract may reference financing options or contingencies related to obtaining financing, it does not mandate that the buyer must secure financing. Instead, it establishes expectations about the transaction, such as the sale price, terms, rights, and party obligations. In contrast, the other functions mentioned in the correct choices highlight essential elements of a purchase contract. For instance, describing the rights of each party is critical to ensuring that both the buyer and seller understand their commitments and entitlements. Moreover, the contract obligates the seller to sell the property and indicates the agreed-upon price and terms, which are foundational to the agreement. Overall, the important role of the purchase contract is to clearly articulate the intentions and agreements of both parties without imposing an obligation on the buyer regarding financing.

2. What does receiving pre-approval for a mortgage loan indicate?

- A. A conversation with the lender in which Emily discloses her income and debt
- B. The appraisal showing the home is valued appropriately
- C. The inspection showing no major repairs are required
- D. The loan application and lender verification of data**

Receiving pre-approval for a mortgage loan indicates that the lender has thoroughly reviewed an applicant's financial situation, including income, debt, and creditworthiness. This process goes beyond a simple conversation; it involves a detailed loan application, where the borrower submits documentation that verifiably confirms their financial status. The lender then evaluates this application and data to determine how much they are willing to lend, given the borrower's financial circumstances. This pre-approval step is crucial in the home-buying process as it not only indicates how much a borrower can afford to spend on a property but also gives sellers confidence that the buyer is a serious candidate with financial backing. In contrast, other options like a conversation about income and debt or the outcomes of an appraisal or inspection do not encompass the comprehensive verification by the lender which characterizes pre-approval.

3. When there are two versions of an original transactional document, the versions are called what?

- A. Counterparts**
- B. Duplicates
- C. Invalid copies
- D. Simultaneous originals

When there are two versions of an original transactional document, they are termed "counterparts." This term refers to copies of the same agreement that are executed separately but have the same legal effect as if all parties had signed a single document. The use of counterparts is common in legal and business documents because it allows different parties to sign different copies, facilitating the signing process. Counterparts are particularly useful in situations where parties are in different locations, as each can sign a copy of the document without needing to be physically present together. This practice ensures efficiency and expedites the finalization of contracts while still maintaining their enforceability. The other terms listed are not accurate in this context. "Duplicates" suggests an exact copy rather than separate but simultaneous versions of a document. "Invalid copies" implies that the copies lack legal standing, which is not the case with counterparts. "Simultaneous originals" could be misleading as it may not correctly convey that these versions were signed at different times or by different parties. Overall, "counterparts" accurately describes the relationship between the two versions of the document in question.

4. Which scenario necessitates the use of alternative dispute resolution?

- A. A detainer action
- B. An issue being sent to small claims court
- C. Enforcing a mechanic's lien
- D. Filing a notice of lis pendens**

In the context of alternative dispute resolution (ADR), the correct scenario is related to filing a notice of lis pendens. This is often indicative of a situation where there is an ongoing legal dispute concerning real estate, and it may escalate to litigation. Using ADR can be beneficial in these cases as it offers a way to resolve disputes without the need for formal court proceedings, which can be time-consuming and costly. Mediation or arbitration can facilitate a more amicable resolution and might expedite the process of addressing the underlying issues that led to the filing of the lis pendens. While detainer actions, small claims disputes, and enforcing a mechanic's lien can also involve conflicts, they often follow more traditional legal routes or specific court procedures where ADR may not be as appropriate or effective as in cases involving lis pendens. In essence, manufacturing conditions for greater flexibility and the opportunity to negotiate terms can lead to more satisfactory outcomes in disputes associated with real estate interests.

5. What should a real estate agent do if several clients want to buy the same property?

- A. Disclose the situation to all clients without giving details**
- B. Let clients submit offers without disclosing other offers
- C. Refer clients to other licensees at the brokerage
- D. Implement a first-come, first-served policy for offers

When several clients express interest in purchasing the same property, the best approach for a real estate agent is to disclose the situation to all clients without revealing specific details about the competing offers. This fosters transparency in the transaction process and ensures that all parties are aware of the competition for the property. Ethical standards in real estate require agents to act in the best interest of their clients while also maintaining fairness. By informing all clients that there are other interested parties, the agent encourages an open dialogue and allows clients to make informed decisions regarding their offers. This also aligns with the duty of loyalty and confidentiality that agents owe to each client. While the agent must be careful not to disclose sensitive information about offers, ensuring all interested buyers are aware of the competition promotes a fair bidding environment and can potentially lead to higher offers. Other potential approaches, such as allowing clients to submit offers without disclosing other interest or implementing a first-come, first-served policy, may not adequately address the ethical obligations of the agent or might not serve the best interests of the clients. Referring clients to other licensees could also leave clients feeling unsupported in a competitive situation. Therefore, disclosing the existence of multiple interested buyers stands out as the most responsible action.

6. What does pre-qualification imply for Sam and Lisa in relation to their loan application?

- A. They have a good chance of securing the loan if their income is accurate.**
- B. The loan has been officially approved.
- C. The loan is guaranteed regardless of circumstances.
- D. This assures sellers that their financing is confirmed.

Pre-qualification implies that Sam and Lisa have provided some information about their financial situation, such as income, assets, and debts, which a lender has reviewed to give an initial assessment. This assessment suggests that they have a good chance of securing the loan if they can verify the accuracy of that information. It's important to note that pre-qualification does not guarantee loan approval; it merely provides a preliminary estimate of their borrowing capacity based on self-reported information. Verification and additional steps are required for actual loan approval. Therefore, while they receive positive feedback regarding their potential eligibility, other factors will influence the final loan decision.

7. Sellers are required to disclose what type of information?

A. Known material facts

B. The home's proximity to a registered sex offender

C. The owner's HIV status

D. Whether or not someone died on the property

Sellers are required to disclose known material facts because this obligation is grounded in the principle of transparency in real estate transactions. Material facts are those that could affect a buyer's decision to purchase a property or influence the value of the property. In Arizona, the seller must disclose any known issues that could impact the safety, habitability, or value of the home. This includes structural issues, problems with systems like plumbing or electrical, and any other major defects that the seller is aware of. Ensuring that buyers are informed helps promote fairness in the transaction and protects both parties' interests. The other options, while relevant in certain contexts, are either not mandated disclosures or pertain to specific situations. For instance, while proximity to a registered sex offender may be a consideration for some buyers, it is not classified as a material fact that must always be disclosed by the seller. The owner's HIV status is protected under privacy laws and cannot be disclosed without consent, and information about deaths on the property may only need to be disclosed if it materially affects the value of the property or there has been a relevant change in circumstances. Thus, known material facts remain the primary focus for disclosure during a real estate transaction, being essential for informed buyer decisions.

8. What form should Danielle use to request items to be addressed by the seller after a home inspection?

A. Appraisal contingency notice

B. BINSR

C. Pre-qualification form

D. SPDS

In the context of real estate transactions in Arizona, after a home inspection, the appropriate form to use for requesting items to be addressed by the seller is the BINSR, which stands for Buyer's Inspection Notice and Seller's Response. This form allows the buyer to communicate any issues discovered during the home inspection and to request repairs or other considerations from the seller. The BINSR is specifically designed for this purpose, facilitating a structured discussion between the buyer and seller regarding the condition of the property and the necessary remedies. It serves as a formal means for the buyer to document their findings and the seller's replies. Other forms mentioned in the options have different purposes. The appraisal contingency notice relates to the financing aspect of the transaction, addressing issues if a property does not appraise for its purchase price. The pre-qualification form is used to verify a buyer's financial readiness to purchase, which is not directly related to post-inspection negotiations. The SPDS, or Seller's Property Disclosure Statement, provides information about the property from the seller's perspective but does not facilitate requests for repairs or alterations based on an inspection. Hence, the BINSR is the most suitable form for addressing home inspection findings.

9. Who is required to sign a listing agreement?

- A. A buyer and a seller
- B. A buyer's agent and a seller's agent
- C. A licensee and a buyer client
- D. A licensee and a seller client**

In a real estate transaction, a listing agreement is a contract between a property owner and a real estate agent representing the owner, typically referred to as the seller's agent. The primary purpose of this agreement is to outline the terms under which the property will be marketed and sold. The seller, as the client, must sign the agreement to authorize the agent to act on their behalf. This agreement provides essential details such as the listing price, the duration of the agreement, and the responsibilities of both the agent and the seller. The agent's role includes marketing the property, conducting showings, and facilitating negotiations with potential buyers. Therefore, for the listing agreement to be legally binding and effective, it is crucial for the licensee (real estate agent) and the seller client to both provide their signatures. The other choices do not accurately reflect the nature of a listing agreement. A buyer and seller do not sign it together, as the agreement specifically pertains to the seller's representation. Similarly, while the presence of agents for both parties can be important in a transaction, the listing agreement specifically involves the seller's agent and the seller, not a buyer's agent. Lastly, a licensee and a buyer client signing a contract would pertain to a buyer's representation.

10. What is typically necessary to submit a backup contract?

- A. A prior agreement**
- B. A closing statement
- C. A property appraisal
- D. A real estate agent's approval

To submit a backup contract, having a prior agreement is important because it provides the context and conditions under which the backup contract is being created. A backup contract is often used when there is already an accepted offer on a property, allowing potential buyers to be in a preferred position should the initial contract fall through. The prior agreement serves as a reference point for the terms and conditions that the backup offer would need to adhere to, ensuring clarity and continuity in the transaction. While other options might seem relevant, they do not carry the same significance as a prior agreement in establishing the framework for a backup offer. For instance, a closing statement is relevant after a transaction has occurred, and a property appraisal, while beneficial for assessing value, is not directly tied to the procedural necessity of submitting a backup offer. Approval from a real estate agent can be beneficial but is not a formal requirement in creating a valid backup contract.

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:

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

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