

# Broker Continuing Education (CE) Practice Exam (Sample)

## Study Guide



**Everything you need from our exam experts!**

**This is a sample study guide. To access the full version with hundreds of 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.

# 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. Don't worry about getting everything right, 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, and take breaks to retain information better.**

## **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.**

## **7. Use Other Tools**

**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 a listing agreement?**
  - A. A legal document that outlines home inspection details**
  - B. A contract between a property owner and a broker authorizing the broker to market the property for sale**
  - C. A bill of sale for a property**
  - D. An agreement between two brokers to split commissions**
  
- 2. Which of the following statements about sexual abuse is NOT true?**
  - A. It can occur without physical violence**
  - B. It can include psychological harm**
  - C. It can only occur when there has not been a prior consensual relationship**
  - D. It affects individuals regardless of gender**
  
- 3. Which of the following statements is true regarding the inflammatory process?**
  - A. The inflammatory process is only harmful.**
  - B. The inflammatory process is a normal part of healing.**
  - C. The inflammatory process should always be avoided.**
  - D. The inflammatory process does not involve the immune system.**
  
- 4. Which of the following is a key indicator of an effective safety plan in dealing with domestic violence?**
  - A. Involving multiple stakeholders**
  - B. Relying on the victim alone**
  - C. Ignoring the risk factors involved**
  - D. Providing a one-time only solution**
  
- 5. What is a common type of expense included in closing costs?**
  - A. Property insurance premiums**
  - B. Marketing fees for the property**
  - C. Inspection fees**
  - D. Monthly mortgage payments**

- 6. Which type of medical records emphasizes the patient's needs and progress in specific problem areas?**
- A. POMR documentation**
  - B. Electronic medical records**
  - C. Standardized documentation**
  - D. Integrated care records**
- 7. Which protective measure can be taken to reduce risks of HIV transmission in sexual encounters?**
- A. Engaging in casual sex**
  - B. Using protection consistently**
  - C. Relying on partner's word**
  - D. Avoiding medical advice**
- 8. Which type of pain is characterized as being difficult to both define and treat?**
- A. Acute pain**
  - B. Nociceptive pain**
  - C. Chronic pain**
  - D. Neuropathic pain**
- 9. In what way can technology impact the role of real estate brokers?**
- A. It can complicate communication with clients**
  - B. It improves marketing, communication, and transaction processes**
  - C. It replaces the need for brokers**
  - D. It reduces the volume of transactions**
- 10. Why is it important for brokers to keep accurate records?**
- A. To satisfy clients' requests**
  - B. To ensure compliance with laws and manage transactions effectively**
  - C. To create marketing materials**
  - D. To follow up on leads**

## **Answers**

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

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## **Explanations**

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## 1. What is a listing agreement?

- A. A legal document that outlines home inspection details
- B. A contract between a property owner and a broker authorizing the broker to market the property for sale**
- C. A bill of sale for a property
- D. An agreement between two brokers to split commissions

A listing agreement is fundamentally a contract between a property owner and a broker that grants the broker the authority to market and sell the property on behalf of the owner. This legal document specifies the terms of the relationship, including details such as the duration of the agreement, the commission structure, and the responsibilities of both the broker and the property owner. By establishing this formal arrangement, the broker is empowered to promote the property, negotiate with potential buyers, and handle transactions in line with the owner's interests. The listing agreement is essential in real estate transactions as it ensures clarity and legal backing for both parties involved. The other options describe concepts that are not relevant to the definition of a listing agreement. Home inspection details pertain to property evaluations rather than marketing. A bill of sale typically relates to the transfer of ownership of personal property, not real estate. Finally, an agreement between two brokers to split commissions pertains to collaboration among real estate professionals without involving the property owner directly.

## 2. Which of the following statements about sexual abuse is NOT true?

- A. It can occur without physical violence
- B. It can include psychological harm
- C. It can only occur when there has not been a prior consensual relationship**
- D. It affects individuals regardless of gender

The statement that sexual abuse can only occur when there has not been a prior consensual relationship is not true. This assertion incorrectly implies that prior consent negates the possibility of abuse occurring. In reality, sexual abuse can happen in situations where there was previous consent, as consent can be revoked at any time, and individuals may feel pressured or unable to say no due to various factors such as fear, manipulation, or coercion. Understanding sexual abuse requires recognizing that it predominantly concerns the violation of boundaries and the absence of consent at the time of the act, rather than being strictly defined by the history of the relationship. Therefore, acknowledging that sexual abuse can happen under a variety of circumstances—irrespective of past consensual interactions—is crucial to comprehending the broader context of abuse.

**3. Which of the following statements is true regarding the inflammatory process?**

- A. The inflammatory process is only harmful.**
- B. The inflammatory process is a normal part of healing.**
- C. The inflammatory process should always be avoided.**
- D. The inflammatory process does not involve the immune system.**

The statement indicating that the inflammatory process is a normal part of healing is accurate because inflammation is a vital bodily response to injury or infection. When tissues are damaged, the inflammatory process is activated as a protective mechanism. It involves the release of various chemicals that increase blood flow to the affected area, allowing immune cells to access and address any threats, such as pathogens or damaged cells. This process serves several important functions: it helps to isolate and eliminate harmful agents, facilitates tissue repair, and promotes healing. During inflammation, symptoms like redness, swelling, and heat occur, which are signs that the body is working to recover. By aiding in these processes, inflammation contributes significantly to overall health and recovery from injuries or infections. The other statements do not accurately represent the role of inflammation. It is not solely harmful; in fact, it plays an essential role in healing. Avoiding inflammation entirely would hinder the body's ability to repair itself. Additionally, inflammation is closely tied to the immune system, as it involves various immune cells and signaling pathways that function together to protect and heal the body.

**4. Which of the following is a key indicator of an effective safety plan in dealing with domestic violence?**

- A. Involving multiple stakeholders**
- B. Relying on the victim alone**
- C. Ignoring the risk factors involved**
- D. Providing a one-time only solution**

Involving multiple stakeholders is a key indicator of an effective safety plan when dealing with domestic violence because it fosters a collaborative approach to support the victim. This can include law enforcement, social services, healthcare providers, community organizations, and legal advocates, among others. By engaging a variety of stakeholders, a safety plan can be more comprehensive and better tailored to the specific needs of the victim, addressing not only immediate safety concerns but also long-term support and resources. This collaborative effort also enhances the network of support around the victim, ensuring that they are not isolated and have access to various forms of assistance such as legal counsel, shelter, counseling, and safety planning. Each stakeholder can contribute unique resources and perspective, which increases the effectiveness of the safety measures in place. A sole reliance on the victim introduces significant risks, as it places the burden of safety completely on their shoulders without a robust support network. Ignoring the risk factors involved undermines the ability to assess the situation accurately, while providing a one-time solution fails to address the ongoing nature of domestic violence, which often requires continuous assessment and adaptation of the safety plan.

**5. What is a common type of expense included in closing costs?**

- A. Property insurance premiums**
- B. Marketing fees for the property**
- C. Inspection fees**
- D. Monthly mortgage payments**

Closing costs typically encompass a variety of expenses that a buyer or seller incurs during the final stages of a real estate transaction. Among the common expenses included in these costs are inspection fees. Inspection fees are essential as they cover the costs associated with evaluating the condition of the property, which helps the buyer make informed decisions. These inspections can reveal any structural, mechanical, or safety issues that could affect the property's value or the buyer's plans. In contrast, while property insurance premiums, marketing fees, and monthly mortgage payments are pertinent to real estate transactions, they do not fall under the category of closing costs. Property insurance premiums are usually paid separately prior to or at the time of closing but are not classified as closing costs themselves. Marketing fees generally relate to the seller's expenses incurred to promote their property and are not borne directly by the buyer during closing. Lastly, monthly mortgage payments stem from the financing of the property and are ongoing costs rather than one-time expenses at closing.

**6. Which type of medical records emphasizes the patient's needs and progress in specific problem areas?**

- A. POMR documentation**
- B. Electronic medical records**
- C. Standardized documentation**
- D. Integrated care records**

The type of medical records that focuses on the patient's needs and progress in specific problem areas is known as POMR documentation, or Problem-Oriented Medical Record documentation. This method organizes patient information based on the specific problems the patient is facing rather than simply cataloging data in a traditional chronological format. Each problem is given a separate section in the record, allowing healthcare providers to clearly track the patient's history, current status, and treatment plan related to each issue. By emphasizing problems and their respective treatments, POMR documentation encourages a comprehensive understanding of the patient's condition over time. It fosters better communication among healthcare providers and aids in evaluating the effectiveness of interventions. This patient-centered approach aligns healthcare delivery with individual patient needs and progress. Other types of documentation, like electronic medical records and standardized documentation, provide different benefits or formats but do not specifically focus on problem areas in the same targeted manner as POMR. Integrated care records may incorporate a more holistic approach but are not primarily centered on specific problem areas like the POMR documentation.

**7. Which protective measure can be taken to reduce risks of HIV transmission in sexual encounters?**

- A. Engaging in casual sex**
- B. Using protection consistently**
- C. Relying on partner's word**
- D. Avoiding medical advice**

Using protection consistently is a crucial measure to reduce the risks of HIV transmission in sexual encounters. When protection, such as condoms, is used properly and consistently, it creates a barrier that significantly lowers the likelihood of HIV spreading between partners. Condoms work by preventing the exchange of bodily fluids that can contain the virus, which is especially important during penetrative sex. In addition to preventing HIV transmission, consistent use of protection can also help reduce the risk of other sexually transmitted infections (STIs). Educating oneself and understanding how to effectively use protection further enhances its efficacy, thereby providing a reliable method to promote safer sexual practices. Engaging in casual sex without protective measures, relying on a partner's assurances about their HIV status, and avoiding medical advice can all increase risks rather than mitigate them. Therefore, maintaining consistent use of protection is the most effective strategy in promoting sexual health and reducing the risk of HIV transmission.

**8. Which type of pain is characterized as being difficult to both define and treat?**

- A. Acute pain**
- B. Nociceptive pain**
- C. Chronic pain**
- D. Neuropathic pain**

Chronic pain is indeed characterized by being difficult to both define and treat. This type of pain often persists for longer periods, typically defined as lasting more than three months, and can continue even after the underlying cause of pain has been resolved. Chronic pain can be due to various factors, including changes in the nervous system, psychological aspects, and individual pain tolerance levels, making it quite complex. Because chronic pain is often associated with ongoing issues and can occur without a clear physical cause, it can be challenging for healthcare providers to pinpoint its origin and effectively manage it. Treatment approaches may include a combination of medication, physical therapy, psychological support, and lifestyle changes, but finding an effective management strategy may require substantial trial and error. In contrast, acute pain usually results from identifiable sources, such as injury or surgery, and is often easier to treat due to its temporary nature. Nociceptive pain refers to pain that arises from damage to body tissue, and neuropathic pain usually stems from nerve damage. Both of these types can generally be defined more clearly, and their underlying causes tend to be more straightforward than those of chronic pain, which adds to the complexity and difficulty in defining and treating it.

**9. In what way can technology impact the role of real estate brokers?**

- A. It can complicate communication with clients**
- B. It improves marketing, communication, and transaction processes**
- C. It replaces the need for brokers**
- D. It reduces the volume of transactions**

Technology significantly enhances the role of real estate brokers by improving marketing efforts, streamlining communication, and facilitating transaction processes. With advancements such as social media, online listing services, and marketing automation tools, brokers can reach a broader audience more efficiently and effectively. Improved communication is another critical aspect, as technology provides brokers with various platforms to engage with clients instantly and share important information in real-time. Additionally, transaction processes have become more streamlined through the use of electronic documents, digital signatures, and transaction management software, which make it easier to handle the extensive paperwork involved in real estate transactions. This positive impact of technology allows brokers to focus on providing excellent service and building relationships with clients, rather than getting bogged down in administrative tasks. Overall, technology plays a vital role in enhancing the capabilities of real estate brokers, making their work more efficient and client-oriented.

**10. Why is it important for brokers to keep accurate records?**

- A. To satisfy clients' requests**
- B. To ensure compliance with laws and manage transactions effectively**
- C. To create marketing materials**
- D. To follow up on leads**

Keeping accurate records is essential for brokers mainly to ensure compliance with laws and manage transactions effectively. The brokerage industry is heavily regulated, and brokers have a legal obligation to maintain detailed records of transactions, communications, and other activities. This not only protects the interests of clients but also helps brokers avoid potential legal issues or penalties that could arise from non-compliance. Accurate record-keeping allows for better management of transactions; it enables brokers to track the progress of deals, monitor deadlines, and ensure that all necessary documentation is in place. This thoroughness enhances transparency and accountability in the brokerage process, ultimately fostering trust between clients and brokers. While satisfying clients' requests, creating marketing materials, and following up on leads are all important aspects of a broker's responsibilities, these functions rely on having accurate and organized records. Without proper documentation in place, it becomes challenging to meet client expectations or maintain effective business operations. Thus, the importance of compliance and effective transaction management underscores the need for meticulous record-keeping in the brokerage profession.

## 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](mailto:hello@examzify.com).**

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

**<https://brokerce.examzify.com>**

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