

GEORGIA REAL ESTATE LICENSE LAWS AND RULES PRACTICE EXAM (SAMPLE)

STUDY GUIDE



**SAMPLE STUDY GUIDE
WITH LIMITED QUESTIONS**

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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. What is the maximum amount the Commission may assess each licensee annually to maintain the real estate education fund?**
 - A. \$100 per year, to be paid each year
 - B. \$100 per year, to be paid upon renewal of license
 - C. \$30 per year, to be paid each year
 - D. \$30 per year, to be paid upon renewal of license

- 2. Which of these is NOT a reason for the commission to investigate a licensee?**
 - A. complaints from the public
 - B. discovering automatic renewals
 - C. sworn written requests
 - D. disputes between brokers and licensees

- 3. What must a licensed salesperson do to work for an unlicensed developer?**
 - A. Put the license on inactive status
 - B. Notify their broker in writing and get broker's approval
 - C. Work through a listing agreement established with the developer
 - D. Surrender their license entirely before beginning work

- 4. Is it permissible for a real estate licensee to pay a referral fee to an unlicensed person for securing potential buyers?**
 - A. Yes, referral fees can be paid by real estate licensees to unlicensed persons.
 - B. No, this action is a violation of the license law.
 - C. Yes, provided the fee does not exceed \$25.
 - D. No, licensees cannot pay referral fees.

- 5. What must a salesperson provide during the renewal process to the Georgia Real Estate Commission?**
 - A. Proof of additional sales
 - B. Evidence of continued education completion
 - C. A fee waiver request
 - D. Updated personal information

- 6. What must a broker do when receiving multiple offers on a property?**
- A. Present only the highest offer
 - B. Return the lowest offer
 - C. Present all signed offers
 - D. Accept the highest offer and reject all others
- 7. What is a requirement for obtaining a salesperson license in Georgia?**
- A. Be at least 21 years old
 - B. Complete a 60-hour approved instructional course
 - C. Be a U.S. citizen
 - D. Hold a high school equivalency certificate
- 8. What must be included in faxes sent by a salesperson to potential buyers?**
- A. Address of the listed properties
 - B. List price of each property
 - C. Name and phone number of the listing firm
 - D. Expiration date of each listing
- 9. By what time must "For Sale" signs be removed from a property after the listing expires?**
- A. The day of the expiration of the listing
 - B. Ten days after the expiration of the listing
 - C. Thirty days after the expiration of the listing
 - D. A reasonable time after the expiration of the listing
- 10. What should a licensee do if a seller places restrictions on the sale of property based on race, color, and religion?**
- A. Refuse the listing and inform the seller of potential federal law violations
 - B. Refuse to accept the listing
 - C. Accept the listing but ignore the restrictions
 - D. Accept the listing with restrictions

Answers

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

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Explanations

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1. What is the maximum amount the Commission may assess each licensee annually to maintain the real estate education fund?

- A. \$100 per year, to be paid each year
- B. \$100 per year, to be paid upon renewal of license
- C. \$30 per year, to be paid each year
- D. \$30 per year, to be paid upon renewal of license**

The correct answer reflects the requirement set forth by the Georgia Real Estate Commission regarding the funding of the real estate education fund. Under Georgia law, the Commission is authorized to assess a maximum of \$30 annually for this fund, with the assessment made upon the renewal of the license. This structure encourages licensees to contribute to the education fund in a manageable way, promoting ongoing education and training within the real estate profession. This approach aligns with the Commission's goal of maintaining high standards of educational opportunities and resources for real estate professionals, ultimately benefiting the industry as a whole. The timing of the assessment upon renewal also simplifies the process for both licensees and the Commission, as it consolidates the financial obligations into a single transaction during the renewal period. Other options suggesting a \$100 fee or a yearly assessment may reflect misunderstandings of the established regulations. The specifics of assessing a lower fee upon renewal rather than annually reinforce the emphasis on making compliance straightforward and less burdensome for licensees.

2. Which of these is NOT a reason for the commission to investigate a licensee?

- A. complaints from the public
- B. discovering automatic renewals**
- C. sworn written requests
- D. disputes between brokers and licensees

The correct answer is based on the understanding of the triggers that prompt the Georgia Real Estate Commission to initiate an investigation into a licensed real estate professional. The commission is primarily concerned with maintaining professional standards and protecting the public interest, which is why complaints from the public and sworn written requests are valid reasons for investigation. Public complaints can indicate potential misconduct or unethical behavior, while sworn written requests often convey assertions that warrant a formal inquiry. Disputes between brokers and licensees can also motivate the commission to investigate, particularly if they highlight issues regarding compliance with licensing laws or ethical standards. These disputes may reveal patterns of behavior that the commission aims to address. However, discovering automatic renewals does not directly constitute a reason for initiating an investigation. Automatic renewals pertain to the administrative processes involved in licensing and do not inherently indicate a violation of real estate laws or ethical standards. Therefore, this option does not align with the criteria that would lead the commission to investigate a licensee.

3. What must a licensed salesperson do to work for an unlicensed developer?

- A. Put the license on inactive status
- B. Notify their broker in writing and get broker's approval
- C. Work through a listing agreement established with the developer
- D. Surrender their license entirely before beginning work**

To legally work for an unlicensed developer, a licensed salesperson must understand that they cannot engage in real estate activities on behalf of that developer without the proper licensing in place. If a salesperson perceives an opportunity in an unlicensed context, surrendering their license entirely might seem like a plausible choice, but it's crucial to recognize that maintaining a license is essential for engaging in any real estate transaction. The correct action for a licensed salesperson is to notify their broker in writing and obtain the broker's approval before proceeding. This process ensures adherence to the legal requirements of real estate activities in Georgia, as working for an unlicensed individual or entity without appropriate authorization or agreements can lead to disciplinary actions against the salesperson. This includes maintaining compliance with broker protocols and state laws governing real estate transactions. The other options present scenarios that do not align with the regulations and responsibilities placed on a licensed professional, like working on inactive status or engaging in agreements that lack the proper licensing context. Understanding and following the appropriate channels of communication with a broker is essential to ensure the legal aspects of their profession are upheld.

4. Is it permissible for a real estate licensee to pay a referral fee to an unlicensed person for securing potential buyers?

- A. Yes, referral fees can be paid by real estate licensees to unlicensed persons.
- B. No, this action is a violation of the license law.**
- C. Yes, provided the fee does not exceed \$25.
- D. No, licensees cannot pay referral fees.

A real estate licensee is not allowed to pay a referral fee to an unlicensed person for securing potential buyers because this practice is considered a violation of Georgia's real estate license laws. The laws are designed to protect the interests of consumers and ensure that only qualified individuals engage in activities that require a real estate license, such as providing referrals for prospective buyers. By restricting the payment of referral fees to licensed individuals, these regulations help maintain professionalism and accountability in real estate transactions. Unlicensed individuals lack the necessary training and oversight that comes with licensure, which could lead to potential issues or misrepresentation in the real estate process. Therefore, only licensed real estate professionals are permitted to receive compensation for acting in a capacity that involves real estate services, including referrals, ensuring that consumers are protected and that all parties involved are held to the standards of the industry. The other options suggest scenarios that do not align with the established legal framework governing real estate practices in Georgia. For instance, referral fees not exceeding a certain amount or payment to unlicensed individuals could lead to complications and do not reflect the strict regulations outlined by the licensing authorities.

5. What must a salesperson provide during the renewal process to the Georgia Real Estate Commission?

- A. Proof of additional sales
- B. Evidence of continued education completion**
- C. A fee waiver request
- D. Updated personal information

During the renewal process, a salesperson is required to provide evidence of continued education completion to the Georgia Real Estate Commission. This requirement ensures that real estate professionals remain knowledgeable about current laws, regulations, and best practices in the ever-evolving real estate market. Continuing education is a critical component for maintaining competency in the field and safeguarding the interests of consumers. Renewal courses typically cover a variety of topics relevant to real estate practice and are essential for ensuring that salespersons meet the standards set forth by the commission. By providing evidence of completed continuing education, salespersons demonstrate their commitment to professional development and compliance with state regulations. This fosters a higher standard of service and protection for both buyers and sellers in transactions. The other options, while potentially relevant in different contexts, do not satisfy the specific requirement for renewal of a real estate license in Georgia. Salespersons must focus on their educational qualifications to fulfill the renewal criteria set by the commission.

6. What must a broker do when receiving multiple offers on a property?

- A. Present only the highest offer
- B. Return the lowest offer
- C. Present all signed offers**
- D. Accept the highest offer and reject all others

When a broker receives multiple offers on a property, the correct action is to present all signed offers to the seller. This practice ensures that the seller has a complete understanding of their options, allowing them to make an informed decision based on all available offers rather than just focusing on a single one. Presenting all signed offers is not only a best practice in terms of ethics and professionalism but is also in line with the broker's fiduciary duty to the seller. This duty requires the broker to act in the best interest of the seller, which includes providing all relevant information regarding the offers. By doing so, the seller can evaluate each offer based on its merits, terms, and potential risks, thereby maximizing their chances of achieving the best possible outcome in their transaction. The other options involve selective presentation of offers, which may lead to ethical concerns and potentially violate real estate regulations. A broker must ensure transparency and fairness in their dealings, aligning with the legal obligations set forth in Georgia real estate laws.

7. What is a requirement for obtaining a salesperson license in Georgia?

- A. Be at least 21 years old
- B. Complete a 60-hour approved instructional course
- C. Be a U.S. citizen
- D. Hold a high school equivalency certificate**

To obtain a salesperson license in Georgia, one of the requirements is to hold a high school diploma or its equivalent, which is referred to as a high school equivalency certificate. This educational requirement ensures that individuals entering the real estate profession have a foundational level of education necessary to understand the complexities of real estate transactions, laws, and legal documentation. While there are other important requirements, such as completing a 60-hour approved instructional course and being at least 18 years old (not 21), the high school equivalency certificate is critical as it verifies the candidate's basic educational qualifications. Additionally, U.S. citizenship is not explicitly required to obtain a salesperson license; therefore, the focus on educational prerequisites is essential for applicants in Georgia.

8. What must be included in faxes sent by a salesperson to potential buyers?

- A. Address of the listed properties
- B. List price of each property
- C. Name and phone number of the listing firm**
- D. Expiration date of each listing

In the context of Georgia real estate regulations, it is essential for faxes sent by a salesperson to potential buyers to include the name and phone number of the listing firm. This requirement ensures transparency and provides a clear avenue for potential buyers to follow up with the appropriate party regarding their inquiries about the properties. By having this information readily available, it facilitates communication and builds trust, as buyers know who to contact for more details or to schedule viewings. Including the name and phone number of the listing firm is critical for compliance with state law, as it helps ensure that consumers can easily access the proper resources and establish a connection with the firm representing the property. This measure is part of broader regulations that aim to protect consumers and ensure that they have access to accurate information throughout the property search process.

9. By what time must "For Sale" signs be removed from a property after the listing expires?

- A. The day of the expiration of the listing
- B. Ten days after the expiration of the listing**
- C. Thirty days after the expiration of the listing
- D. A reasonable time after the expiration of the listing

The correct answer indicates that "For Sale" signs must be removed from a property ten days after the listing expires. This requirement is part of the Georgia Real Estate Commission regulations, ensuring that properties are not misleadingly marketed after a listing has ended. Prompt removal of signs helps maintain transparency in the real estate market and prevents confusion for potential buyers who may assume the property is still available. In this case, ten days provides a reasonable period for the agent or seller to act on the expiration of their contract without causing unnecessary delay. This ensures that properties are accurately represented and that consumers have access to current information. Understanding the timelines within which real estate professionals must operate is essential for compliance with state regulations and maintaining ethical standards in the industry. This helps foster trust between agents, their clients, and the general public.

10. What should a licensee do if a seller places restrictions on the sale of property based on race, color, and religion?

- A. Refuse the listing and inform the seller of potential federal law violations**
- B. Refuse to accept the listing
- C. Accept the listing but ignore the restrictions
- D. Accept the listing with restrictions

A licensee should refuse the listing and inform the seller of potential federal law violations because this action aligns with the legal obligations under the Fair Housing Act. The Fair Housing Act prohibits discrimination in housing based on race, color, religion, sex, national origin, disability, and familial status. When a seller attempts to impose restrictions based on any of these criteria, it constitutes a direct violation of this critical legislation. By refusing the listing, the licensee not only adheres to ethical and legal standards but also protects both themselves and the seller from potential legal repercussions that could arise from engaging in discriminatory practices. Informing the seller about these violations is crucial, as it allows the seller to understand the legal implications of their requests and may help them reconsider their discriminatory beliefs and practices. This approach promotes fair housing practices and ensures that the licensee upholds the integrity of the real estate profession by supporting equality and non-discrimination in housing opportunities for all individuals, irrespective of their background.

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://garealestatelawsrules.examzify.com>

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

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