

GEORGIA REAL ESTATE POST-LICENSE PRACTICE EXAM (SAMPLE)

STUDY GUIDE



**SAMPLE STUDY GUIDE
WITH LIMITED QUESTIONS**

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THE FULL VERSION STUDY GUIDE**

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Table of Contents

Copyright	1
Table of Contents	2
Introduction	3
How to Use This Guide	4
Questions	5
Answers	8
Explanations	10
Next Steps	16

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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. When is a REALTOR® allowed to disclose confidential information?**
 - A. With the consent of the client
 - B. Whenever it is necessary for marketing
 - C. When asked by other REALTORS®
 - D. Never, under any circumstances
- 2. Article 12 of the Code of Ethics is focused on which aspect?**
 - A. Effective negotiation
 - B. Truth in advertising
 - C. Client confidentiality
 - D. Property detailing
- 3. Which of the following is NOT considered an obstacle in real estate practice?**
 - A. Setbacks
 - B. Failures
 - C. Challenges
 - D. Deadlines
- 4. In case interpretation #2, why should REALTOR® A have presented the offer to Client B?**
 - A. Client B explicitly requested it
 - B. REALTOR A was obligated to do so by law
 - C. REALTOR A's commission would have been substantial
 - D. Client B needed a quick decision
- 5. Is it true that the depth of the well affects the lead content of drinking water?**
 - A. True
 - B. False
 - C. Depends on the location
 - D. Only in older homes

- 6. The National Do Not Call Registry applies to phone calls made through what type of communication?**
- A. Local
 - B. Interstate
 - C. International
 - D. Intrastate
- 7. Which model is designed to systematically generate a specific number of leads?**
- A. The lead generation model
 - B. The marketing model
 - C. The sales pathway model
 - D. The client engagement model
- 8. What must be established first for leading to be effective?**
- A. Trust
 - B. Rapport
 - C. Authority
 - D. Experience
- 9. What was a requirement of the code of ethics concerning disputes between REALTORS®?**
- A. Arbitration over monetary disputes
 - B. Mediation only
 - C. Litigation as a first choice
 - D. Informal discussions
- 10. How does helping clients realize a property is unsuitable for them benefit you?**
- A. It reduces your workload
 - B. It increases their trust in you
 - C. It saves time during the process
 - D. It leads to faster sales

Answers

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

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Explanations

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1. When is a REALTOR® allowed to disclose confidential information?

- A. With the consent of the client**
- B. Whenever it is necessary for marketing
- C. When asked by other REALTORS®
- D. Never, under any circumstances

A REALTOR® is permitted to disclose confidential information only with the consent of the client. This principle aligns with the ethical obligations REALTORS® undertake, emphasizing the protection of client privacy and sensitive information. Confidential information typically includes details about a client's financial situation, motivations, and personal circumstances that could affect negotiations. Obtaining explicit consent from the client ensures that they approve what information can be shared and with whom, maintaining the trust that is essential in the client-agent relationship. The other options do not align with the ethical standards for REALTORS®. For instance, disclosing confidential information for marketing purposes without consent violates the client's privacy rights. Similarly, sharing this information with other REALTORS® without the client's permission undermines their confidentiality and could potentially harm their negotiating position. Lastly, stating that a REALTOR® can never disclose confidential information under any circumstances is too absolute; rather, the framework is designed to protect that information unless the client agrees to its release.

2. Article 12 of the Code of Ethics is focused on which aspect?

- A. Effective negotiation
- B. Truth in advertising**
- C. Client confidentiality
- D. Property detailing

The correct answer focuses on "Truth in advertising," which is a crucial component of ethical practice within real estate. Article 12 of the Code of Ethics emphasizes the importance of presenting information accurately and honestly in advertising and other public representations. This includes avoiding misleading statements, ensuring that the information provided is truthful, and not making exaggerated claims about properties. By adhering to this principle, real estate professionals help to maintain a level of transparency and trust with consumers, which is vital in fostering good client relationships and upholding the integrity of the profession. This ethical standard supports the idea that all marketing materials, promotional content, and communications must reflect the true nature of the services, properties, and expertise being offered, ultimately benefiting both clients and the industry at large.

3. Which of the following is NOT considered an obstacle in real estate practice?

- A. Setbacks
- B. Failures
- C. Challenges
- D. Deadlines**

In the context of real estate practice, deadlines are essential components that help structure transactions and ensure that processes move forward in a timely manner. They set clear expectations for all parties involved, including buyers, sellers, lenders, and agents. Meeting deadlines is crucial for maintaining professionalism and can often facilitate smoother operations. On the other hand, setbacks, failures, and challenges can hamper progress and create obstacles to achieving goals in real estate. Setbacks might refer to delays or complications that arise unexpectedly during a transaction. Failures could imply missed opportunities due to various reasons, such as market fluctuations or poor decision-making. Challenges encompass any difficulties that agents or clients might face, which could complicate the buying or selling process. Therefore, while setbacks, failures, and challenges represent barriers to successful real estate practice, deadlines are structured tools that, when adhered to, enhance efficiency and promote success in the field.

4. In case interpretation #2, why should REALTOR® A have presented the offer to Client B?

- A. Client B explicitly requested it
- B. REALTOR A was obligated to do so by law
- C. REALTOR A's commission would have been substantial**
- D. Client B needed a quick decision

The focus of this scenario revolves around the ethical obligations of REALTORS® under the National Association of REALTORS® Code of Ethics. REALTOR® A's primary responsibility is to act in the best interests of the client, which encompasses presenting all offers that may be beneficial to them. The correct answer, indicating that REALTOR® A should have presented the offer to Client B primarily stems from a professional duty rather than financial gain. REALTOR® A has an obligation to deliver any viable offers to Client B. This ensures that Client B has the opportunity to make an informed decision about their options in the real estate market. The other options, while potentially relevant, do not align with the ethical and fiduciary responsibilities that REALTORS® have. Explicit client requests for offers reflect the client's expectations but do not independently obligate the REALTOR® beyond the standard of care required in the transaction. Legal obligations are typically broader and include, but aren't limited to, ethical standards and the best interests of the client. As for the need for a quick decision, it indeed may influence the urgency of presenting offers but does not supersede the requirement to disclose all offers received in a timely and fair manner. Thus, the most aligned justification for presenting the offer is rooted in the ethical duty REALTORS® have

5. Is it true that the depth of the well affects the lead content of drinking water?

A. True

B. False

C. Depends on the location

D. Only in older homes

The assertion that the depth of the well affects lead content in drinking water should be addressed with consideration for various factors, including the geology of the area, the materials used in plumbing, and potential sources of contamination. In many cases, lead is more commonly found in older plumbing systems, particularly in pipes and fixtures made from lead or containing lead solder. This suggests that lead content is more closely associated with the plumbing infrastructure than with the depth of the well itself. While the depth of the well can influence other water quality parameters, such as the presence of certain minerals or contaminants, stating that it directly affects lead content is not supported by evidence. Therefore, the choice emphasizing that this statement is false accurately reflects the understanding that lead content issues are primarily linked to sources associated with plumbing rather than the well's depth.

6. The National Do Not Call Registry applies to phone calls made through what type of communication?

A. Local

B. Interstate

C. International

D. Intrastate

The National Do Not Call Registry is primarily designed to protect consumers from unwanted telemarketing calls, and it applies specifically to interstate communications. This means it covers calls that cross state lines, typically involving telemarketers who are using telephone lines to reach consumers in different states. When a telemarketer makes a call from one state to a resident in another state, that interaction falls under the jurisdiction of the Federal Trade Commission (FTC), which oversees the enforcement of the Do Not Call laws. The registry ensures that consumers who have registered their phone numbers do not receive calls from telemarketers who operate across state borders, thereby enhancing consumer protection. In contrast, calls made within the same state, referred to as intrastate calls, may have different regulations and are not governed by the National Do Not Call Registry in the same way. This distinction is crucial for understanding why interstate communications are specifically referenced in relation to the registry's provisions.

7. Which model is designed to systematically generate a specific number of leads?

- A. The lead generation model**
- B. The marketing model
- C. The sales pathway model
- D. The client engagement model

The lead generation model is specifically designed to systematically generate a particular number of leads. This model focuses on establishing structured processes and strategies that effectively attract potential clients or buyers. It often involves various marketing tactics, such as content marketing, social media outreach, networking events, and targeted advertising, all tailored to create interest and cultivate prospects. In the context of real estate, having a clear lead generation model ensures that agents can maintain a consistent flow of potential clients. By setting measurable goals for lead acquisition, the model allows agents to track their progress and adjust their methods as necessary to improve results. While other models, like the marketing model and the sales pathway model, play important roles in the overall process, they are not solely focused on the systematic generation of leads. The marketing model often encompasses broader branding and outreach strategies. The sales pathway model deals more with the steps involved in converting leads into clients, rather than the initial phase of attracting those leads. The client engagement model is concerned with maintaining relationships and communication with clients after they have come into the pipeline, rather than generating new leads from the outset. Therefore, the lead generation model is uniquely positioned to achieve the specified objective of generating leads systematically.

8. What must be established first for leading to be effective?

- A. Trust
- B. Rapport**
- C. Authority
- D. Experience

For leading to be effective, building rapport is essential. Rapport refers to the positive relationship and mutual understanding that develops between individuals. When rapport is established, it creates a foundation of openness and trust, enabling effective communication and collaboration. This connection can foster a sense of belonging and influence, making the leader's guidance more impactful. When rapport is strong, individuals are more likely to be receptive to the leader's message and ideas, as they feel valued and understood. It also helps to create an environment where feedback can be shared freely, which is crucial for effective leadership. While trust, authority, and experience play important roles in leadership as well, they often develop as a result of initial rapport between the leader and the team. Establishing rapport must precede these other elements for a leader to effectively influence and guide their team.

9. What was a requirement of the code of ethics concerning disputes between REALTORS®?

- A. Arbitration over monetary disputes**
- B. Mediation only
- C. Litigation as a first choice
- D. Informal discussions

The code of ethics for REALTORS® emphasizes the importance of resolving disputes in a manner that promotes professionalism and integrity within the industry. One of the primary requirements is that REALTORS® must seek arbitration to settle monetary disputes. This process allows for a structured environment where both parties can present their cases to an impartial third party, who then makes a binding decision. Arbitration is preferred in these cases because it is generally more efficient and less adversarial than other forms of dispute resolution, like litigation. By encouraging arbitration over monetary disputes, the code aims to uphold the ethical standards of the profession and maintain amicable relationships among REALTORS®. Furthermore, this requirement better serves clients and the public by prioritizing resolution methods that reduce conflict and foster cooperation within the competitive real estate market. Other options, such as mediation, litigation, or informal discussions, either lack the formal structure that arbitration provides or do not prioritize resolution in a way that aligns with the ethical standards set forth for REALTORS®. Mediation can be part of the process but is not specifically mandated for arbitration of money matters. Litigation is generally considered a last resort due to its time-consuming and contentious nature, which can ultimately impact the reputation of the industry. Informal discussions may also be insufficient for resolving monetary disputes effectively.

10. How does helping clients realize a property is unsuitable for them benefit you?

- A. It reduces your workload
- B. It increases their trust in you**
- C. It saves time during the process
- D. It leads to faster sales

Helping clients realize that a property is unsuitable for them significantly increases their trust in you as a real estate professional. When you prioritize their needs and preferences over simply closing a deal, you demonstrate integrity and commitment to their best interests. This approach fosters a deeper relationship built on honesty and reliability, encouraging clients to view you as a trusted advisor rather than just a salesperson. Such trust can lead to long-term client relationships, referrals, and a stronger reputation in the industry, which ultimately benefits your career growth. This option highlights the importance of ethical practice in real estate, showing that your role extends beyond transactions to include genuine client advocacy, which is crucial for sustainable success in the field.

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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