

# Washington Advanced Real Estate Continuing Education 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. Which document serves as a formal agreement between the property owner and the property manager?**
  - A. Lease agreement**
  - B. Management agreement**
  - C. Service contract**
  - D. Rental contract**
  
- 2. What is considered a "reasonable" occupancy standard?**
  - A. Two persons per room**
  - B. One person per room plus up to two additional persons**
  - C. Two persons per room plus one additional person**
  - D. One person per room**
  
- 3. Which of the following is NOT typically included in a real estate property listing agreement?**
  - A. A clear description of the property being offered for sale**
  - B. A clause that allows the seller to only receive offers from non-foreign buyers**
  - C. Authorization from the seller to place a sale sign and/or lock boxes on the property**
  - D. A carryover clause that ensures a commission is earned if the property sells shortly after the listing expires**
  
- 4. When a tenant refuses to pay rent, who is primarily responsible for evicting the tenant?**
  - A. The property owner**
  - B. The tenant**
  - C. The Department of Licensing**
  - D. The property manager**
  
- 5. What does blockbusting refer to in the real estate context?**
  - A. Encouraging diverse buyers to purchase homes**
  - B. Inducing sales through racial fear tactics**
  - C. Refusing tenants based on background**
  - D. Segregating housing options**

**6. What kind of agency relationship usually exists between a property manager and a property owner?**

- A. Special agent**
- B. General agent**
- C. Management agent**
- D. Universal agent**

**7. What is the minimum requirement for managing security deposits?**

- A. Deposit in the business account**
- B. Separate ledger for each tenant**
- C. Consolidate all deposits into one account**
- D. Send checks to property owner**

**8. What is required for full disclosure in real estate online advertising?**

- A. A clear seller's contact information**
- B. Disclosure of the licensee's name and status**
- C. A direct link to pricing information**
- D. Providing a breakdown of services**

**9. Which duty requires the agent to act in the interest of the principal?**

- A. Obedience**
- B. Loyalty**
- C. Exclusivity**
- D. Confidentiality**

**10. What kind of notice is needed for a tenant to move out before the lease expires?**

- A. 30-day notice**
- B. No notice needed**
- C. 90-day notice**
- D. 60-day notice**

## **Answers**

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

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## **Explanations**

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**1. Which document serves as a formal agreement between the property owner and the property manager?**

- A. Lease agreement**
- B. Management agreement**
- C. Service contract**
- D. Rental contract**

The management agreement is the correct document that serves as a formal agreement between the property owner and the property manager. This document outlines the responsibilities, duties, and authority granted to the property manager by the owner. Typically, it includes specific terms such as the scope of management services, fees, duration of the agreement, and the obligations of both parties. By defining the relationship and setting clear expectations, the management agreement plays a crucial role in the operational efficiency of managing a property. In contrast, other documents like the lease agreement primarily govern the relationship between the landlord and tenants, while a service contract generally pertains to specific services provided, rather than the management of the entire property. A rental contract similarly focuses on the tenant's lease of a particular unit rather than the management of the property itself. Therefore, the management agreement is essential for clarifying the terms under which the property manager will operate on behalf of the owner.

**2. What is considered a "reasonable" occupancy standard?**

- A. Two persons per room**
- B. One person per room plus up to two additional persons**
- C. Two persons per room plus one additional person**
- D. One person per room**

The concept of a "reasonable" occupancy standard refers to the criteria for how many people can live in a housing unit based on various factors, including health and safety. A widely acknowledged guideline is that two persons per bedroom is generally acceptable, along with an allowance for additional occupants, often justified by the presence of other rooms in the unit. Selecting the answer that states two persons per room plus one additional person aligns with common interpretations of reasonable occupancy levels. This allows for a more flexible approach to housing arrangements, accommodating situations such as parents with children or other similar living arrangements. It addresses practical considerations of living space while still prioritizing safety and comfort, taking into account the need for adequate space for residents. This standard helps to ensure that living conditions remain conducive to health and safety without overcrowding, which can lead to negative impacts on quality of life. Additionally, the guidelines aim to prevent discriminatory practices that could arise from overly stringent occupancy rules. Thus, the reasoning behind this answer reflects a balance between practicality and safety in determining how many individuals can appropriately reside within a unit.

**3. Which of the following is NOT typically included in a real estate property listing agreement?**

- A. A clear description of the property being offered for sale**
- B. A clause that allows the seller to only receive offers from non-foreign buyers**
- C. Authorization from the seller to place a sale sign and/or lock boxes on the property**
- D. A carryover clause that ensures a commission is earned if the property sells shortly after the listing expires**

A clause that allows the seller to only receive offers from non-foreign buyers is typically not included in a standard real estate property listing agreement because such a clause may violate fair housing laws and principles of equal opportunity in housing. Real estate listings are generally intended to attract all potential buyers without discrimination based on nationality or residency status. In contrast, a clear description of the property being offered for sale is fundamental to accurately representing the asset and attracting interested buyers. Authorization for placing sale signs and lock boxes is also a common requirement in listing agreements, as it enables agents to effectively market the property. Additionally, a carryover clause, which secures a commission for the agent if the property is sold within a specific time frame after the listing expires, is commonly included to protect the agent's efforts during the listing period. Therefore, the presence of these elements in a listing agreement reflects standard real estate practices, while the specific clause concerning non-foreign buyers stands out as atypical and potentially discriminatory.

**4. When a tenant refuses to pay rent, who is primarily responsible for evicting the tenant?**

- A. The property owner**
- B. The tenant**
- C. The Department of Licensing**
- D. The property manager**

In situations where a tenant refuses to pay rent, the primary responsibility for initiating the eviction process typically falls to the property owner. The property owner holds the legal title to the property and has the authority to enforce lease terms, including taking action to evict a tenant who is in breach of the lease by failing to pay rent. While a property manager can act on behalf of the property owner and may handle day-to-day management issues, including serving notices or even filing eviction actions, they do so under the authority granted by the owner. Ultimately, the property owner must be involved in the eviction process since they retain ownership and have the ultimate decision-making power regarding the property. The tenant is not responsible for evicting themselves; rather, their action of not paying rent may trigger the eviction process. The Department of Licensing generally does not have any role in tenant eviction processes, as their focus is on regulatory matters concerning business practices. Thus, the correct understanding of this scenario emphasizes the property owner's responsibility, while the role of the property manager is supportive and dependent on the owner's wishes and legal authority.

## 5. What does blockbusting refer to in the real estate context?

- A. Encouraging diverse buyers to purchase homes
- B. Inducing sales through racial fear tactics**
- C. Refusing tenants based on background
- D. Segregating housing options

Blockbusting refers to a practice in real estate where agents induce homeowners to sell their properties by instilling fear about the changing demographics of their neighborhoods, typically using racial or ethnic considerations. This method often involves suggesting that the arrival of diverse racial groups will lead to property value declines, prompting current homeowners to sell quickly and at a lower price. This tactic is unethical and illegal under fair housing laws, which aim to prevent discrimination and promote equal housing opportunities. Inducing sales through such fear tactics not only exploits the insecurities of homeowners but also contributes to racial segregation and neighborhood decline. Understanding this concept is essential for real estate professionals to ensure they adhere to ethical practices and promote inclusive communities.

## 6. What kind of agency relationship usually exists between a property manager and a property owner?

- A. Special agent
- B. General agent**
- C. Management agent
- D. Universal agent

The agency relationship that typically exists between a property manager and a property owner is that of a general agent. This is because a general agent has a broader scope of authority to act on behalf of the principal (in this case, the property owner) in various transactions and managerial tasks related to the property. A property manager is often entrusted with multiple responsibilities, such as collecting rent, handling maintenance issues, negotiating leases, and marketing the property. This relationship requires a consistent and ongoing authority to manage day-to-day operations and make decisions that are in the best interest of the property owner. In contrast, other types of agency relationships, like a special agent, would limit that authority to specific tasks or transactions, which is not suitable for the continuous and varied functions typically performed by a property manager. A universal agent would have an even broader scope, covering all actions the principal could take, which is beyond the typical parameters of property management. Hence, categorizing a property manager as a general agent accurately reflects the nature of their responsibilities and the authority afforded to them by the property owner.

## 7. What is the minimum requirement for managing security deposits?

- A. Deposit in the business account**
- B. Separate ledger for each tenant**
- C. Consolidate all deposits into one account**
- D. Send checks to property owner**

The minimum requirement for managing security deposits is to maintain a separate ledger for each tenant. This approach ensures accurate tracking of each tenant's deposit, outlining the amount received and any deductions made upon move-out. By keeping detailed and distinct records for each tenant, property managers can effectively manage and return deposits according to state laws and regulations. This practice supports transparency and accountability, which are crucial in property management. It facilitates communication with tenants regarding their deposits and provides a clear understanding of any deductions that may apply, thus reducing disputes and fostering trust between landlords and tenants. The other options do not adequately address the specific needs for managing security deposits. For instance, depositing funds into a business account may not offer the necessary clarity for tracking individual deposits, while consolidating all deposits into one account lacks the transparency required for tenant-specific records. Sending checks to property owners may pertain to the distribution of funds but doesn't help in the management aspect of security deposits themselves.

## 8. What is required for full disclosure in real estate online advertising?

- A. A clear seller's contact information**
- B. Disclosure of the licensee's name and status**
- C. A direct link to pricing information**
- D. Providing a breakdown of services**

For full disclosure in real estate online advertising, it is essential to include the licensee's name and status. This requirement ensures transparency and accountability in the advertising practices of real estate professionals. By disclosing the name of the licensee, the public can identify the individual responsible for the information presented, which promotes trust and allows potential clients to verify their credentials. The inclusion of the licensee's status—indicating whether they are a broker, agent, or holding a different real estate designation—further clarifies their qualifications to the audience. This information is vital for potential buyers or sellers to know who they are dealing with. While having clear seller contact information, a direct link to pricing, or providing a breakdown of services can be helpful and may contribute to better communication and transparency, they do not fulfill the specific legal or ethical requirement for full disclosure of the licensee's identity and status in advertising. Thus, the emphasis on the licensee's name and status is foundational in maintaining professionalism and regulatory compliance in real estate marketing.

## 9. Which duty requires the agent to act in the interest of the principal?

- A. Obedience
- B. Loyalty**
- C. Exclusivity
- D. Confidentiality

The duty that requires the agent to act in the interest of the principal is loyalty. This duty compels the agent to prioritize the principal's interests above their own and to avoid any conflicts of interest. It is a fundamental aspect of the principal-agent relationship, where the agent must act in a way that benefits the principal, maintaining a level of fidelity and trust that is crucial in real estate transactions. In the context of real estate, loyalty means that the agent should not engage in activities that would undermine the principal's objectives, such as representing a competing buyer or seller without full disclosure and consent. This duty ensures that the agent fully advocates for the principal's best interests, thereby fostering trust and encouraging open communication. Obedience, while an important duty, pertains to following the lawful instructions of the principal rather than necessarily acting in their best interest in situations where such instructions might conflict with what is best for them. Exclusivity refers to the exclusivity of representation or the agreement that only one agent will represent a client, which doesn't relate directly to the interests of the principal. Confidentiality safeguards the private information of the principal, but it does not encompass the broader responsibility of acting in their best interests. Thus, loyalty is the key duty that encapsulates the agent

## 10. What kind of notice is needed for a tenant to move out before the lease expires?

- A. 30-day notice
- B. No notice needed**
- C. 90-day notice
- D. 60-day notice

The answer indicating that no notice is needed for a tenant to move out before the lease expires may stem from specific lease terms and jurisdictional regulations. In Washington State, if a tenant decides to terminate their lease early, they may not be obligated to provide written notice to their landlord if they are within a fixed-term lease that does not specify any requirements for notice. However, it's commonly recommended for tenants to give some form of notice, as it fosters a good relationship and can assist in securing the return of their security deposit. This particular situation could apply in instances where tenants consider their lease void due to legal grounds such as uninhabitable conditions or breach of terms by the landlord, allowing them to vacate without providing notice. Yet in practice, it can often be advantageous for tenants to discuss their intentions with the landlord to mitigate potential disputes. Other notice periods, such as 30-day, 60-day, or 90-day, are typically required in cases where a tenant is terminating a month-to-month rental agreement or when stipulated in the lease for termination at the end of a lease term. Knowing the specific lease agreement and local laws is essential for understanding obligations regarding notice periods when moving out before a lease expires.

# 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://waadvrealestatece.examzify.com>**

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

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