

Current Issues in Washington Residential Real Estate Exam

1. A “buyer’s market” is where properties are selling quickly and there is high competition to purchase a property.

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2. An escalation clause, lets a property buyer offer to pay a specific price, BUT, if the seller receives another offer that's higher than this buyer’s offer, this buyer agrees to increase his/her offer to pre-set a higher price.

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3. The escalation clause should only be used when the buyer is realistically concerned that there will be multiple offers.

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4. In a seller’s market, it is not a good idea for the seller to include a form of “offerreview” process in the listing agreement.

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5. It is legal for a seller's broker, with the seller's permission, to reveal to all potential buyers what the top initial offer is, and to ask everyone to beat it.

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6. The listing broker can protect the seller's interests by including in the listing that buyers sign Form 22EF "Evidence of Non-Contingent Funds"

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7. Form 22A in the agreement, is a contingency protecting buyer if buyer is unable to get financing.

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8. A Sale and Settlement Contingency is commonly used when the buyer already received and accepted an offer to purchase on the current home.

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9. A home sale contingency can be risky to the seller, because there is no guarantee that the buyer’s home will sell.

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10. A down payment is not required on VA loans.

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11. As of January 1, 2020, a “workforce education surcharge” will be imposed by Washington on “select advanced computing businesses” and other “specified persons.”

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12. Employers cannot discriminate based on: Race, Color, National origin, Religion, Sex, Age, Disability

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13. The Rental Housing Association of Washington changed the notice period for a pay or vacate notice from three to 10 days before landlords can file summons and complaint for an unlawful detainer.

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14. It is in the best interest of broker and licensees to have professional cooperation.

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15. It is not part of broker’s duty to inform the buyer as to the multiple offers status of property and discuss how to improve chances of getting the offer approved.

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