

# Easily Prepare Exam Using Real Estate Licensing Virginia-Real-Estate-Salesperson Desktop Practice Test Software



## QUESTION 1 (NATIONAL – AGENCY)

A buyer's agent learns that the buyer can actually afford more than they stated. What is the agent's duty?

- A** DISCLOSE TO THE SELLER
- B** KEEP IT CONFIDENTIAL
- C** TELL THE BROKER
- D** SHARE WITH LENDER



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## **Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q28-Q33):**

### **NEW QUESTION # 28**

What deed provides the grantee with the least protection of any deed, while putting the least liability on the grantor?

- A. special warranty deed
- B. bargain and sale deed
- **C. quitclaim deed**
- D. general warranty deed

**Answer: C**

Explanation:

Deed types vary by the level of protection given to the grantee and liability for the grantor:

General Warranty Deed (A): Highest protection; grantor warrants title against all defects, even before their ownership.

Special Warranty Deed (B): Warrants only against defects during the grantor's ownership.

Quitclaim Deed (C): Provides no warranties at all - it only conveys whatever interest (if any) the grantor may have. Offers the least protection for the grantee and least liability for the grantor.

Bargain and Sale Deed (D): Conveys ownership but with limited or no warranties; still greater than quitclaim in most contexts.

Thus, the quitclaim deed gives the grantee the least protection.

Reference:

Code of Virginia §55.1-300 et seq. (Conveyances and deeds)

Virginia Real Estate Principles & Practices - Deeds section

### **NEW QUESTION # 29**

What is the purpose of the Do Not Call Registry?

- A. It has three main truth-in-advertising provisions.
- B. It bans bait-and-switch ads.
- C. It governs the use of commercial email advertising.
- **D. It regulates telemarketing activities from commercial organizations.**

**Answer: D**

Explanation:

The National Do Not Call Registry, enforced by the Federal Trade Commission (FTC), regulates telemarketing practices:

Prohibits commercial telemarketers from calling registered phone numbers.

Exceptions: political calls, charitable organizations, debt collectors, and businesses with an established relationship.

Real estate agents must comply and check the registry before making solicitation calls, unless the call falls under an exemption.

Other options confuse it with advertising regulations (truth-in-advertising, CAN-SPAM Act, etc.), which are separate.  
Reference (Virginia Real Estate):  
Telephone Consumer Protection Act (TCPA)  
FTC Do Not Call Registry Rules  
Virginia Real Estate Board continuing education on Advertising & Ethics

### NEW QUESTION # 30

Which of these describes a leasehold estate?

- A. Terrence occupies an apartment he doesn't own. He pays his landlord rent every month.
- B. Jung owns a building. He lives upstairs and runs the store downstairs.
- C. Janet owns a property she inherited from her father. There's a stipulation on the deed that it is only to be used for a residence. Otherwise, it reverts to him.
- D. Shamon lives in her uncle's apartment and has the right to occupy it for the remainder of her life. After that, the property reverts back to her uncte.

**Answer: A**

Explanation:

A leasehold estate grants the tenant the right to occupy/use property for a specified time, while ownership remains with the landlord. Terrence paying rent for an apartment he does not own is a classic leasehold estate example.

Other options:

(B) Stipulation on deed = fee simple defeasible estate.

(C) Occupancy for life = life estate.

(D) Jung owning and occupying = fee simple ownership.

Reference:

Virginia Real Estate Principles & Practices - Types of Estates

### NEW QUESTION # 31

Clarence owns three rental homes he doesn't have time to oversee himself. He decides to hire George to take care of his rental units in the hopes of maximizing the return on his investment. What role is George filling?

- A. sponsoring broker
- B. appraisal manager
- C. broker's agent
- D. property manager

**Answer: D**

Explanation:

A property manager is hired by an owner to manage rental property, maintain operations, and maximize return on investment.

Other options:

(A) Sponsoring broker - oversees real estate salespersons, not rentals.

(B) Appraisal manager - not a real estate role.

(C) Broker's agent - represents broker in brokerage activities, not property management.

Reference:

Code of Virginia §54.1-2100 (definition includes property management as brokerage services) Virginia Real Estate Principles & Practices - Property Management

### NEW QUESTION # 32

In order to protect the public interest, Virginia requires real estate professionals to get licenses. What kinds of licenses are offered?

- A. residential and commercial
- B. broker, salesperson, and firm
- C. broker and assistant broker
- D. sales agent, broker, and property manager

**Answer: B**

Explanation:

Virginia issues three types of real estate licenses:

Broker - may operate independently, supervise others, and run a firm

Salesperson - must work under a broker.

Firm - a business entity license allowing a company to operate as a brokerage.

Other options:

(A) Property manager is not a separate license category in Virginia.

(B) Assistant broker not a recognized license.

(C) Residential/commercial are specialties, not license types.

Reference:

Code of Virginia §54.1-2106.1 (Licensing requirements)

Virginia Real Estate Board Regulations (Licensing categories)

## NEW QUESTION # 33

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