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Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q119-Q124):

NEW QUESTION # 119

In Virginia, a supervising broker is:

- A. the licensed broker of a firm who takes responsibility for the actions of the firm and licensees; there is only one in the firm
- B. a broker who is NOT affiliated with the brokerage representing a principal in a real estate transaction
- C. a broker who opts to work under another broker and has no agents assigned to them
- D. a broker who has been designated by a principal broker to oversee the provision of real estate brokerage services by associate brokers and salespersons assigned to a branch office or a real estate team

Answer: D

Explanation:

In Virginia, the principal broker is the broker of record, legally responsible for the entire firm.

A supervising broker is one who is designated by the principal broker to manage day-to-day activities of salespersons or associate brokers in:

A branch office, OR

A specific real estate team.

Other options:

(B) = principal broker definition, not supervising broker.

(C) = outside broker, not correct.

(D) = describes an associate broker.

Reference:

Code of Virginia §54.1-2100 (Definitions of principal broker, supervising broker) Real Estate Board Regulations 18 VAC 135-20-50 (Broker supervision requirements)

NEW QUESTION # 120

Which of these is a federal law that aims to protect people and the environment from the harmful effects of air pollution?

- A. Clean Air Act
- B. Safe Drinking Water Act
- C. Superfund Amendments and Reauthorization Act
- D. CERCLA

Answer: A

Explanation:

The Clean Air Act (CAA) is the federal law designed to protect human health and the environment from the harmful effects of air pollution.

It authorizes the EPA to set air quality standards, regulate emissions from industries and vehicles, and enforce compliance.

Other options:

(B) Safe Drinking Water Act → protects water quality.

(C) Superfund Amendments and Reauthorization Act (SARA) → expands CERCLA's hazardous waste cleanup responsibilities.

(D) CERCLA (Comprehensive Environmental Response, Compensation, and Liability Act) → governs cleanup of hazardous waste sites ("Superfund").

Reference (Virginia Real Estate):

Clean Air Act, 42 U.S.C. § 7401 et seq.

Virginia Real Estate Principles - Environmental issues section

NEW QUESTION # 121

Vicarious liability is the common law concept that:

- A. agents cannot be held liable for violating fiduciary duties, while brokers can
- B. license holders may ONLY be held liable if violations are brought to court
- **C. a person is liable for the actions of those acting with authority on that individual's behalf**
- D. brokers are free from taking responsibility for their agents' actions

Answer: C

Explanation:

Vicarious liability is a common law concept where a person in authority is responsible for the actions of another acting on their behalf.

In real estate, brokers are vicariously liable for the actions of their salespersons/agents when those actions are within the scope of their authority.

This does not absolve agents of their own liability, but it means the broker shares responsibility for ensuring compliance with real estate law and ethical standards.

Other options:

(A) Wrong - liability doesn't depend on whether violations are taken to court.

(C) Wrong - brokers are not free from responsibility.

(D) Wrong - both brokers and agents can be held liable.

Reference (Virginia Real Estate):

Virginia Code § 54.1-2101 et seq. (Broker supervisory responsibilities) Real Estate Board Regulations 18 VAC 135-20-160 A490-02REGS.pdf - Agency law & fiduciary duties

NEW QUESTION # 122

Who regulates fair housing advertising?

- A. ECOA
- **B. HUD**
- C. HMDA
- D. CRA

Answer: B

Explanation:

The U.S. Department of Housing and Urban Development (HUD) regulates fair housing advertising under the Fair Housing Act (1968).

HUD issues rules on wording, images, and equal housing opportunity statements in ads.

Other agencies:

(A) HMDA (Home Mortgage Disclosure Act) - focuses on lending data, not advertising.

(C) CRA (Community Reinvestment Act) - ensures banks serve all communities fairly.

(D) ECOA (Equal Credit Opportunity Act) - prohibits discrimination in lending, not ads.

Reference:

Fair Housing Act, 42 U.S.C. §3601 et seq.

HUD Fair Housing Advertising Guidelines

Virginia Fair Housing Law (Title 36, Chapter 5.1)

NEW QUESTION # 123

What do ostensible agency and agency by estoppel have in common?

- **A. They both arise when a third party is led to mistakenly believe that agency exists between a principal and an agent.**
- B. They both arise when a third party correctly believes that agency exists between a principal and an agent.
- C. They are both forms of third-party agency no longer recognized in the U.S.
- D. They both concern a third party's decision to go unrepresented in a transaction.

Answer: A

Explanation:

Ostensible agency and agency by estoppel both occur when the principal's actions (or lack of correction) cause a third party to reasonably believe an agency relationship exists, even if no formal agreement does.

If the third party relies on this belief, the principal may be estopped from denying the agency relationship.

Other options:

(A) Wrong - both are still recognized concepts.

(B) Wrong - belief is mistaken, not correct.

(D) Wrong - not about choosing no representation.

Reference:

Code of Virginia §54.1-2130 et seq. (Agency Law)

Virginia Real Estate Exam Outline - Law of Agency

NEW QUESTION # 124

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