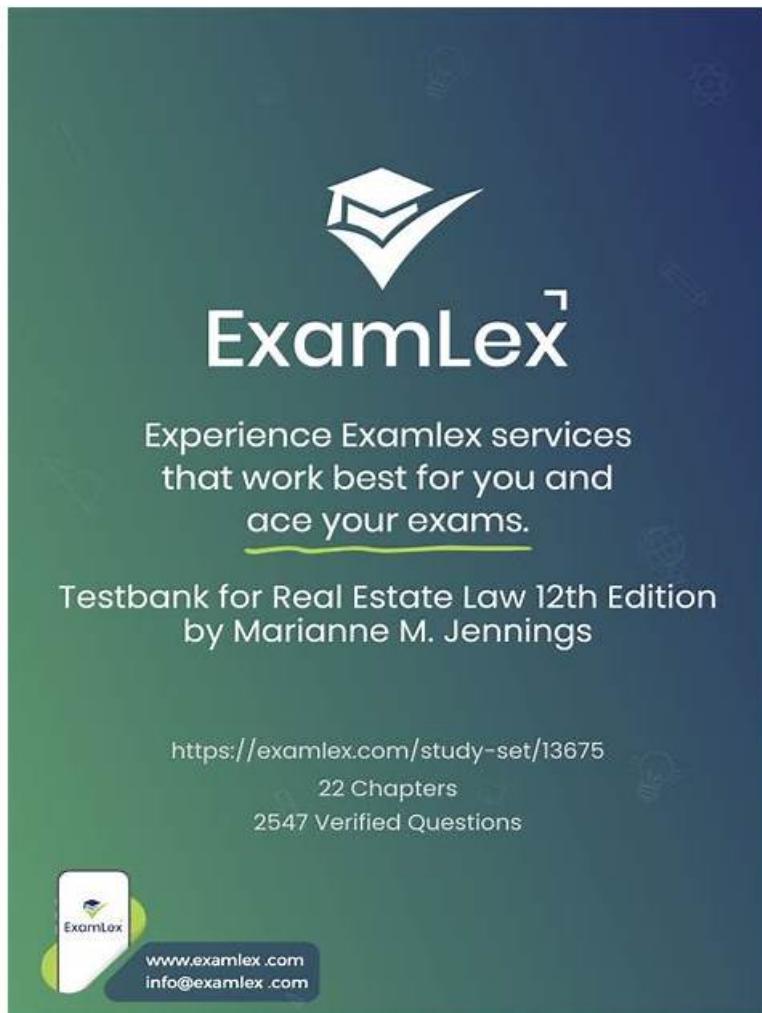


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Having a good command of professional knowledge for customers related to this Virginia-Real-Estate-Salesperson exam is of

superior condition. However, that is not certain and sure enough to successfully pass this exam. You need efficiency and exam skills as well. Actually, a great majority of exam candidates feel abstracted at this point, wondering which one is the perfect practice material they are looking for. To make things clear, we will instruct you on the traits of our Virginia-Real-Estate-Salesperson real materials one by one. Here we recommend our Virginia-Real-Estate-Salesperson guide question for your reference.

Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q123-Q128):

NEW QUESTION # 123

You're doing a CMA on a three-bedroom, two-bath, seven- year-old property. Choose the BEST comp from the following list:

- A. a three-bedroom, two-bath, seven-year-old property located a quarter mile away that sold two years ago
- B. a six-bedroom, four-bath, newly built property located a quarter mile away that sold six weeks ago
- C. a three-bedroom, one-bath, 12-year-old property located a quarter mile away that sold three months ago
- D. a three-bedroom, two-and-a-half bath, 15-year-old property located 20 miles away that sold 12 weeks ago

Answer: A

Explanation:

When preparing a Comparative Market Analysis (CMA):

The best comp is most similar in location, age, size, and features.

Timeliness matters (more recent sales are preferred), but similarity in property type/size carries greater weight.

Analysis of options:

- (A) Six-bedroom, new build = too dissimilar.
(B) Same size, age, and location - best match, though sold 2 years ago.
(C) Too far (20 miles) and older property.
(D) Closer in time but has fewer bedrooms/baths and is older.

Thus, (B) is the closest comparable.

Reference:

Virginia Real Estate Principles & Practices - CMA and appraisal methods Real Estate Exam Prep - Valuation & Market Analysis

NEW QUESTION # 124

Any non-natural structure built on or affixed to land is an:

- A. improvement
- B. encumbrance
- C. appurtenance
- D. emblems

Answer: A

Explanation:

An improvement is any man-made addition or structure attached to land, such as houses, fences, or buildings.

Other terms:

- (B) Encumbrance = claim, lien, or restriction on property.
(C) Appurtenance = a right or privilege associated with land (e.g., easement).
(D) Emblems = crops grown annually, personal property of the farmer/tenant.

Reference:

Virginia Real Estate Principles & Practices - Land Characteristics & Property Rights Virginia Exam Content Outline - Land, Property, and Ownership

NEW QUESTION # 125

Which listing agreement allows multiple real estate brokers (and the owners themselves) the right to sell the property, with a commission being paid to whoever is the procuring cause of the sale?

- A. net listing
- B. open listing
- C. exclusive agency listing

- D. exclusive right-to-sell listing

Answer: B

Explanation:

An open listing is a nonexclusive agreement allowing:
 Multiple brokers to market the property.
 The seller to sell the property themselves.

A commission only being paid to the broker (or seller) who is the procuring cause of the sale.

Other agreements:

- (B) Exclusive right-to-sell = listing broker gets commission no matter who sells.
- (C) Exclusive agency = one broker represents seller, but seller can sell on their own without paying commission.
- (D) Net listing = illegal in many states (broker keeps anything above seller's required price).

Reference (Virginia Real Estate):

Code of Virginia § 54.1-2137 (Agency agreements)
 Virginia Real Estate Principles - Listing agreements
 A490-02REGS.pdf - Brokerage & Listing curriculum

NEW QUESTION # 126

Per se violations are:

- A. acts that are NOT considered inherently illegal
- B. acts that are in violation of CAN-SPAM
- C. acts that are in violation of the TCPA
- D. acts that are considered inherently illegal

Answer: D

Explanation:

In antitrust law, a per se violation is an act that is considered inherently illegal, regardless of intent or outcome.

Examples in real estate:

Price-fixing (brokers agreeing on commission rates).
 Market allocation (dividing territories or clients).
 Group boycotts (agreeing not to deal with a competitor).

These acts automatically violate the Sherman Antitrust Act without requiring proof of harm

Other options confuse per se violations with other laws like TCPA (Do Not Call) or CAN-SPAM (email).

Reference (Virginia Real Estate):

Sherman Antitrust Act, 15 U.S.C. §§ 1-7
 Virginia Real Estate Principles - Antitrust section
 A490-02REGS.pdf - Professional conduct and antitrust

NEW QUESTION # 127

Which of the following can be described as a nonexclusive listing agreement that gives multiple brokers (and owners themselves) the right to sell property, and the individual who is considered to have procured the cause of the sale is the one who will receive the commission?

- A. net listing
- B. exclusive agency agreement
- C. open listing
- D. exclusive right-to-sell agreement

Answer: C

Explanation:

An open listing is a nonexclusive listing agreement where:

Multiple brokers may attempt to sell the property.
 The seller retains the right to sell it themselves.
 Only the broker (or seller) who is the procuring cause of the sale earns the commission.
 Other agreements:

Net listing (A): Broker keeps anything above a set sale price (illegal in many states, including Virginia).

Exclusive right-to-sell (B): Broker gets commission no matter who sells the property.

Exclusive agency (D): Seller can sell without paying commission, but only one broker is engaged.

Reference (Virginia Real Estate):

Code of Virginia § 54.1-2137 (Agency agreements)

A490-02REGS.pdf - Listing agreements curriculum

NEW QUESTION # 128

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