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Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q112-Q117):

NEW QUESTION # 112

Which of the following is correct about implied and express contracts?

- A. Implied contracts can be legally binding, while express contracts cannot.
- **B. Express contracts explicitly state the terms of the contract, while implied contracts are established by the parties' actions.**
- C. Implied contracts explicitly state the terms of the contract, while express contracts are established by the parties' actions.

- D. Express contracts can be legally binding, while implied contracts cannot.

Answer: B

Explanation:

Express contract: Terms are explicitly stated in words, either orally or in writing (e.g., a signed listing agreement).

Implied contract: Formed through the conduct or actions of the parties (e.g., ordering food at a restaurant implies a promise to pay).

Both types can be legally binding. The key difference is how the agreement is established.

Reference (Virginia Real Estate):

Code of Virginia Title 11 - Contracts

Virginia Real Estate Board education requirements - Contracts

NEW QUESTION # 113

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. broker's agent
- C. appraisal manager
- **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 # 114

What is the legal doctrine by which the decedent's property will pass to the state without their consent if that individual dies without a will, a surviving spouse, lineal descendants, or other known heirs?

- **A. escheat**
- B. police power
- C. eminent domain
- D. variance

Answer: A

Explanation:

The doctrine of escheat applies when a person dies intestate (without a will) and has no surviving spouse, descendants, or heirs. In such cases, ownership of the property passes to the state.

Other doctrines:

(A) Police power = government authority to regulate land use.

(B) Eminent domain = taking private property for public use with just compensation.

(D) Variance = zoning exception.

Reference (Virginia Real Estate):

Virginia Code § 55.1-2400 et seq. (Escheats)

A490-02REGS.pdf - Government powers in real estate

NEW QUESTION # 115

What is a deed containing the strongest and broadest form of guarantee of title?

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

Answer: D

Explanation:

A general warranty deed provides the strongest and broadest protection to the grantee (buyer). It guarantees that the grantor holds clear title to the property, free of encumbrances, and covers all claims against the property both before and during the grantor's ownership.

Quitclaim deed (A): Conveys only whatever interest the grantor has (if any) with no warranties.

Special warranty deed (B): Protects only against claims during the grantor's ownership.

Bargain and sale deed (D): Implies ownership but provides no warranties against liens or encumbrances.

Therefore, the general warranty deed is the strongest guarantee of title and most commonly used in Virginia residential real estate sales.

Reference (Virginia Real Estate):

Code of Virginia § 55.1-300 et seq. (Deeds)

Virginia Real Estate Board education requirements - Deeds and Transfer of Title A490-02REGS.pdf (Deeds & Title Transfer curriculum)

NEW QUESTION # 116

John is a landlord. He has an applicant for an apartment who uses a cane. John tells her that she should go to the complex across the street, as they have more first-floor units available, and he doesn't want her to have to climb the stairs in his building. She thanks him for the tip. Evaluate.

- A. John steered the applicant, which is never okay, even if she expressed appreciation.
- B. John steered the applicant, which was a risky move, but it paid off this time.
- C. John did nothing wrong. He simply evaluated the applicant and tried to do what was best for her.
- D. John steered the applicant, but it was okay since she expressed appreciation.

Answer: A

Explanation:

Steering is the illegal practice of guiding prospective tenants or buyers to (or away from) certain properties based on protected characteristics (disability, race, religion, etc.).

John assumed the applicant's disability limited her housing choices and discouraged her from renting his unit.

Even if his intention was good and the applicant appreciated it, this constitutes disability discrimination under the Fair Housing Act.

Other options suggesting it was "okay" are incorrect because discrimination does not depend on intent or on whether the applicant objected.

Reference (Virginia Real Estate):

Federal Fair Housing Act, 42 U.S.C. §§ 3601-3619

Virginia Fair Housing Law, Code of Virginia Title 36, Ch. 5.1

A490-02REGS.pdf - Fair housing compliance

NEW QUESTION # 117

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