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## Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q17-Q22):

### NEW QUESTION # 17

Janay lives in and is licensed as a salesperson in North Carolina but wants to practice real estate in Virginia. Which of the following is true?

- A. The REB requires real estate professionals to have residency in the state of Virginia, so Janay cannot practice in Virginia.
- **B. Janay only needs to take and pass the state portion of the licensing exam.**
- C. The REB will require Janay to take a special licensing course for out-of-state residents.

- D. The REB does not recognize or transfer licenses from other states, so Janay will need to complete all salesperson pre-licensure requirements.

**Answer: B**

Explanation:

Virginia has reciprocity agreements with several states, including North Carolina.

If Janay is already licensed in NC, she only needs to:

Apply to the Virginia Real Estate Board.

Provide certification of her NC license in good standing.

Pass the Virginia state portion of the licensing exam.

She does not need to retake pre-licensure education, and residency in Virginia is not required.

Reference (Virginia Real Estate):

Virginia Code § 54.1-2105.2 (Reciprocity for out-of-state licensees)

Real Estate Board Reciprocity Rules (DPOR guidance)

A490-02REGS.pdf - Licensing requirements

### NEW QUESTION # 18

Disclosure is an important part of a brokerage's duties and responsibilities. Which of the following is NOT an important disclosure all brokerages should make?

- A. disclosure of agency
- B. disclosure of all offers
- C. disclosure of an area's demographics of race and ethnicity
- D. disclosure of financial condition

**Answer: C**

Explanation:

Brokerages have legal and ethical disclosure obligations, including:

Disclosure of agency (who the licensee represents).

Disclosure of financial condition (as it pertains to ability to complete transaction).

Disclosure of all offers (must present promptly).

However, disclosing demographics of race and ethnicity violates the Fair Housing Act because it could encourage steering or discrimination. This type of disclosure is explicitly prohibited.

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

Real Estate Board Regulations (18 VAC 135-20-300) - Standards of conduct

### NEW QUESTION # 19

Alexa and Harrison have gone over every term and condition in the contract they have drawn up for the sale of Alexa's racehorse to Harrison. Neither party has any questions or desire to change anything about the agreement. Which essential element of a valid contract appears to have been realized?

- A. consideration
- B. reality of consent
- C. mutual assent
- D. lawful objective

**Answer: C**

Explanation:

Mutual assent (also called "meeting of the minds") occurs when both parties fully understand and agree to the terms of a contract.

Alexa and Harrison reviewed all terms, had no objections, and agreed to proceed.

This shows mutual assent was realized.

Other options:

(A) Consideration = something of value exchanged.

(B) Reality of consent = agreement free of fraud, duress, or misrepresentation.

(D) Lawful objective = contract must have a legal purpose.

Reference (Virginia Real Estate):

Virginia Code Title 11 - Contracts

Virginia Real Estate Principles - Contract elements

A490-02REGS.pdf - Contracts curriculum

### NEW QUESTION # 20

Norah just purchased a warehouse with dimensions of 25 ft. by 15 ft. She wants to carpet the floor. How many square YARDS of carpet does she need?

- A. 125 sq. yds.
- B. 375 sq. yds.
- C. 41.67 sq. yds.
- D. 80 sq. yds.

**Answer: C**

Explanation:

Reference (Virginia Real Estate):

Virginia Real Estate Math section

A490-02REGS.pdf - Math competency for licensure

### NEW QUESTION # 21

Lola has an easement that allows her to cross her neighbor's back lot to reach her home. It runs with the land. What kind of easement does Lola have?

- A. easement appurtenant
- B. easement by prescription
- C. easement in gross
- D. easement for light and air

**Answer: A**

Explanation:

An easement appurtenant:

Attaches to the land and "runs with the land."

Involves two parcels: a dominant estate (benefited, here Lola's property) and a servient estate (burdened, neighbor's lot).

Example: Right-of-way across a neighbor's property for access.

Other options:

(A) Easement for light and air = very rare.

(B) Easement in gross = benefits a person/entity, not land (e.g., utility easement).

(C) Easement by prescription = acquired through long-term, open, notorious, hostile use (not the case here).

Reference (Virginia Real Estate):

Code of Virginia Title 55.1 - Easements

Virginia Real Estate Principles - Easements and property rights

A490-02REGS.pdf - Property rights curriculum

### NEW QUESTION # 22

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