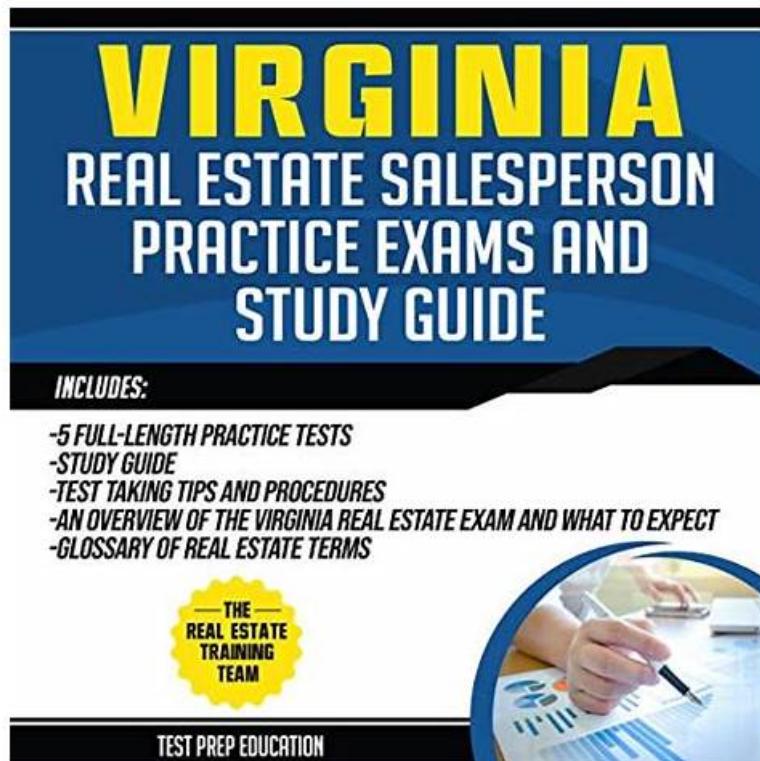


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Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q15-Q20):

NEW QUESTION # 15

In which of these cases should an agent disclose information about someone's HIV/AIDS status?

- A. only if the seller or tenant's status has caused the property to be stigmatized
- B. only when a buyer client insists on knowing this information
- C. only if the seller has previously made their HIV or AIDS status public
- D. Agents should never disclose or inquire about someone's HIV/AIDS status.

Answer: D

Explanation:

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

Virginia Real Estate Board CE Curriculum - Fair Housing

Explanation:

Under Virginia Fair Housing Law (and federal law under the Fair Housing Amendments Act of 1988), individuals with HIV/AIDS are protected as having a disability.

Licensees must not inquire about or disclose a client's HIV/AIDS status.

Doing so would constitute discrimination and a violation of fair housing law.

Even if a buyer requests this information, agents must not disclose it.

Other options are illegal and unethical.

Reference:

Virginia Code Title 36, Chapter 5.1 - Fair Housing Law

NEW QUESTION # 16

A legally competent party to a contract will:

- A. be literate and not be mentally incompetent or intoxicated by drugs or alcohol
- B. have reached the age of majority and be literate
- C. have reached the age of majority and not be mentally incompetent or intoxicated by drugs or alcohol
- D. not be mentally incompetent or intoxicated by drugs or alcohol and have legal representation

Answer: C

Explanation:

For a contract to be legally enforceable, all parties must be legally competent. This requires:

Age of majority (18 in Virginia).

Mental competency (not declared mentally incompetent).

Not under the influence of drugs or alcohol at the time of signing.

Other options:

(B) & (D) Literacy is not required for legal competency.

(C) Legal representation is not required for a valid contract.

Reference (Virginia Real Estate):

Code of Virginia Title 11 - Contracts

Virginia Real Estate Principles - Elements of valid contracts

A490-02REGS.pdf - Contracts curriculum

NEW QUESTION # 17

Sellers and license holders are required to disclose lead- based paint hazards on all properties built before:

- A. 0
- B. 1
- C. 2

- D. 3

Answer: B

Explanation:

Both federal law (Title X of the 1992 Residential Lead-Based Paint Hazard Reduction Act) and Virginia regulations require disclosure of any known lead-based paint hazards for residential properties built before 1978. This includes:

Providing buyers/renters with a lead disclosure form.

Giving them a lead hazard information pamphlet.

Allowing an optional 10-day inspection period.

Reason: Lead-based paint was widely used in homes until the U.S. banned consumer use in 1978. Thus, 1978 is the cutoff year.

Reference:

42 U.S.C. §4852d (Residential Lead-Based Paint Hazard Reduction Act)

Code of Virginia Title 55.1, Property & Conveyances (Disclosure requirements)

NEW QUESTION # 18

What was the outcome of Plessy v. Ferguson?

- A. The Supreme Court decided that the enforcement of racially based restrictive covenants was illegal.
- B. The Supreme Court decided that racial segregation of children in public schools was illegal.
- C. The Supreme Court decided that racially based zoning was illegal.
- D. The Supreme Court decided that "separate but equal" separation of the races was legal as long as Black and white facilities were equal.

Answer: D

Explanation:

In Plessy v. Ferguson (1896), the U.S. Supreme Court upheld a Louisiana law mandating racial segregation in railway cars.

The Court ruled that racial segregation was constitutional under the "separate but equal" doctrine.

This legalized segregation in public facilities for decades until overturned by Brown v. Board of Education (1954), which declared segregation in public schools unconstitutional.

Other options:

(B) Refers to Brown v. Board of Education (1954).
 (C) Refers to Shelley v. Kraemer (1948) (restrictive covenants).
 (D) Refers to Buchanan v. Warley (1917) (racial zoning).

Reference (Virginia Real Estate & Civil Rights Law):

Plessy v. Ferguson, 163 U.S. 537 (1896)

Brown v. Board of Education, 347 U.S. 483 (1954)

Virginia Fair Housing Law history and case law integration

NEW QUESTION # 19

Per se violations are:

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

Answer: C

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):

NEW QUESTION # 20

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