

# Virginia-Real-Estate-Salesperson Latest Real Test - Valid Test Virginia-Real-Estate-Salesperson Braindumps

## Virginia Real Estate Salesperson Exam, State Portion Questions And Answers

Firm  any sole proprietorship, partnership, assoc, LLC, or Corp that is required to have a separate brokerage firm license. "ABC Realty" must have a firm license, and a licensed principle broker.

DPOR  Board of Professional and Occupational Regulation. Consists of 9 members, appointed by governor to 4 yr terms. REB (real estate board) is part of DPOR.

CIC Board  Common Interest Community Board, within the DPOR; separate from the REB. Creates licensure to govern condos, time shares, coops and HOAs. 80 hr CIC manager training program.

regulations for firm license  every resident real estate broker must maintain a place of business in VA.  
every member or officer who actively participates in brokerage business must hold a license as a broker.  
a salesperson and a broker may not be principals in the firm together. SPs must be under the supervision of principal broker.

business entity license  a salesperson who heads a team of licensees within a brokerage and wishes to advertise under the team name must obtain a business entity license for the team.

penalty for engaging in unlicensed real estate activity  civil penalty not to exceed \$1000

real estate license exemptions  -selling or renting own property  
-acting without compensation as an atty in fact under a power of attorney issued by property owner  
-attorneys involved in RE transactions in their normal role as attorneys  
-trustees, admins or executors of estates.  
-licensed auctioneers at public auction

VA RE Transaction Recovery Fund  -est. to reimburse parties who suffer from monetary loss due to licensee's conduct. est. by DPOR.  
-New licensees must pay \$20 into the fund  
-min balance \$400K, may assess if balance falls.  
-failure to pay assessment within 30 days of second notice results in suspended license.  
-over \$2mil then funds transfer to VA Housing Trust fund

claim on the VA transaction recovery fund must:  -have pursued all legal means for recovery before claim can be filed

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Instant answer feedback allows you to identify your vulnerabilities in a timely manner, so as to make up for your weaknesses. With our Virginia-Real-Estate-Salesperson practice quiz, you will find that the preparation process is not only relaxed and joyful, but also greatly improves the probability of passing the Virginia-Real-Estate-Salesperson Exam. And our pass rate of the Virginia-Real-Estate-Salesperson training materials is high as 98% to 100%. You are bound to pass the exam if you buy our Virginia-Real-Estate-Salesperson learning guide.

NewPassLeader is one of the leading platforms that has been helping Virginia Real Estate Salesperson Exam (Virginia-Real-Estate-Salesperson) exam candidates for many years. Over this long time period we have helped Virginia-Real-Estate-Salesperson exam candidates in their preparation. They got help from NewPassLeader Virginia Real Estate Salesperson Exam practice questions and easily got success in the final Virginia-Real-Estate-Salesperson Certification Exam. You can also trust NewPassLeader Virginia-Real-Estate-Salesperson exam dumps and start preparation with complete peace of mind and satisfaction.

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## Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q10-Q15):

### NEW QUESTION # 10

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

**Answer: C**

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 # 11

The relationship between a property manager and the property owner is most comparable to that of a:

- A. salesperson with their broker
- B. tenant with a landlord
- C. cashier with the owner of a store
- D. stockholder with the board of directors of a corporation

**Answer: A**

Explanation:

A property manager acts as an agent for the property owner.

The manager owes fiduciary duties to the owner, similar to how a salesperson works under and owes duties to their broker.

Other comparisons:

(A) Tenant/landlord = contractual lease, not fiduciary.

(B) Stockholder/board = ownership vs governance, not agency.

(D) Cashier/store owner = employee/employer, not fiduciary agent.

Reference:

Code of Virginia §54.1-2100 (definitions of brokerage relationships, property management included) Virginia Real Estate Board Regulations (agency and fiduciary duties)

### NEW QUESTION # 12

Per se violations are:

- A. acts that are NOT considered inherently illegal
- B. acts that are considered inherently illegal

- C. acts that are in violation of the TCPA
- D. acts that are in violation of CAN-SPAM

**Answer: B**

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 # 13

Alana is renting a three-bedroom home for one year. Alana is the:

- A. tenant or lessee
- B. tenant or lessor
- C. holdover tenant
- D. optionor

**Answer: A**

Explanation:

Tenant/lessee = person renting property under a lease.

Alana rents the home for one year → she is the tenant/lessee.

Other options:

(B) Holdover tenant - stays after lease expires.

(C) Optionor - person giving an option contract, not a renter.

(D) Lessor - landlord/owner, not tenant.

Reference:

Virginia Residential Landlord and Tenant Act (VRLTA), Code of Virginia §55.1-1200 Real Estate Principles - Leasehold Estates

### NEW QUESTION # 14

Why does the state require real estate professionals to obtain a license?

- A. to create revenue for the state
- B. to comply with federal occupational licensing law
- C. to protect the public interest
- D. to ensure collaboration with other state agencies regulating real estate

**Answer: C**

Explanation:

The primary purpose of state licensing requirements is consumer protection. By requiring education, examination, and adherence to regulations, Virginia ensures that only qualified individuals can practice real estate.

Licensing prevents fraud, incompetence, and unethical behavior.

It also ensures accountability through the Virginia Real Estate Board (REB), which enforces disciplinary actions when necessary.

Other options:

(A) No federal occupational licensing law for real estate exists-licensing is state-based.

(B) While agencies do collaborate, that's not the primary reason for licensing.

(D) States may collect fees, but revenue generation is not the intent.

Reference (Virginia Real Estate):

Virginia Code § 54.1-2105 (Powers of the Real Estate Board)

## NEW QUESTION # 15

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