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Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q85-Q90):

NEW QUESTION # 85

An licensee in Virginia writes an online ad. It MUST include all of the below:

- A. the licensee's name, and the city and state in which the licensee's place of business is located
- B. the licensee's name, the name of the firm in which the licensee is active, and the city and state in which the licensee's place of business is located
- C. the licensee's name, the name of the firm in which the licensee is active, the city and state in which the licensee's place of business is located, and the licensee's phone number
- **D. the licensee's name and the name of the firm in which the licensee is active**

Answer: D

Explanation:

According to Virginia Real Estate Board advertising regulations (18 VAC 135-20-190):

All advertising must clearly include the licensee's name and the name of the firm with which the licensee is active.

For online advertising, the firm name must be "conspicuous, legible, and readily identifiable." The city/state of business or the licensee's phone number is not required by law in every ad.

Therefore, the minimum requirement for compliance is licensee's name and firm name.

Reference (Virginia Real Estate):

Virginia Administrative Code 18 VAC 135-20-190 (Advertising by licensees) Code of Virginia Title 54.1, Chapter 21

NEW QUESTION # 86

Trystan and Nia enter into a contract for the sale of a tiny house. Trystan is 17. Closing is supposed to occur in two weeks. This contract is:

- A. executory and void
- B. executed and voidable
- **C. executory and voidable**
- D. executed and void

Answer: C

Explanation:

A contract is executory when its terms have not yet been fully performed (here, closing has not yet occurred).

Because Trystan is 17 years old, he is a minor under Virginia law (legal capacity begins at 18). A minor's contract is generally voidable at the option of the minor, but enforceable against the adult party.

Therefore, this contract is executory (not yet performed) and voidable (due to Trystan's age).

Reference:

Code of Virginia §1-204 (Age of majority = 18)

Virginia Real Estate Board Exam Outline - Contracts (capacity, validity, executory vs executed)

NEW QUESTION # 87

What is the perimeter of a rectangular lot with the dimensions of 40 ft. x 50 ft. ?

- A. 90 ft.
- **B. 180 ft.**
- C. 200 ft.
- D. 150 ft.

Answer: B

Explanation:

Reference (Virginia Real Estate Math):

Real Estate Math section in Virginia pre-license education

A490-02REGS.pdf - Math requirements for licensure

Corrected: Answer = B. 180 ft

NEW QUESTION # 88

An agreement that gives only one broker and the owner the right to sell the property is called a(n):

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

Answer: D

Explanation:

Exclusive right-to-sell listing = only one broker has the right to sell, and they earn commission regardless of who brings the buyer (broker, owner, or another agent).

Other options:

(A) Exclusive agency listing - owner may sell without paying broker.

(B) Open listing - multiple brokers, only procuring cause earns commission.

(D) Net listing - illegal in Virginia; seller sets net amount, broker keeps excess.

Reference:

Code of Virginia §54.1-2137 (Brokerage agreements)

Virginia Real Estate Principles & Practices - Listing Agreements

NEW QUESTION # 89

The subject property has a pool valued at \$30,000 and two bathrooms valued at \$10,000 each. Comp 1 does not have a pool and has one less bathroom than the subject property.

What adjustments should be made to Comp 1's value?

- A. add \$40,000 to Comp 1's value
- B. subtract \$40,000 from Comp 1's value
- C. subtract \$20,000 from Comp 1's value
- D. add \$20,000 to Comp 1's value

Answer: A

Explanation:

NEW QUESTION # 90

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