

# Exam Real Estate Licensing Virginia-Real-Estate-Salesperson Course - Test Virginia-Real-Estate-Salesperson Simulator Online



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## Test Real Estate Licensing Virginia-Real-Estate-Salesperson Simulator Online & Exam Virginia-Real-Estate-Salesperson Dump

Virginia-Real-Estate-Salesperson exam materials contain all the questions and answers to pass Virginia-Real-Estate-Salesperson exam on first try. The Questions & answers are verified and selected by professionals in the field and ensure accuracy and efficiency throughout the whole Product. You will not need to collect additional questions and answers from any other source because this package contains every detail that you need to Pass Virginia-Real-Estate-Salesperson Exam.

## Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q109-Q114):

### NEW QUESTION # 109

What is the difference between assemblage and plottage?

- A. Assemblage is the first step in creating a new subdivision, and plottage is the second step.
- **B. Assemblage is the act of combining parcels of land, and plottage is the resulting increase in value.**
- C. Assemblage is the act of building a new building, and plottage is the act of creating a new parcel of land.
- D. Assemblage involves combining parcels of land, and plottage involves splitting parcels of land.

**Answer: B**

Explanation:

Assemblage: The process of combining two or more adjacent parcels of land into one larger parcel.

Plottage: The increase in value that results from assemblage due to the greater utility or economic use of the combined parcel.

Example: Two small lots may be worth \$50,000 each separately, but if assembled into one larger parcel, the combined property may be worth \$120,000 due to increased development potential.

Reference (Virginia Real Estate):

Virginia Real Estate Principles - Land and Appraisal section

A490-02REGS.pdf - Valuation curriculum

### NEW QUESTION # 110

A type of (usually commercial) lease in which the tenant pays a base rent amount and a percentage of their business profits to the landlord is a:

- A. percentage lease
- B. net lease
- C. gross lease
- D. ground lease

**Answer: A**

Explanation:

A percentage lease is most commonly used in commercial real estate, especially retail.

The tenant pays a base rent plus a percentage of their business's gross sales/profits to the landlord.

Example: Shopping mall tenants, restaurants, or department stores.

Other options:

(A) Gross lease = tenant pays fixed rent; landlord pays expenses.

(C) Net lease = tenant pays base rent + some or all operating expenses (taxes, insurance, maintenance).

(D) Ground lease = long-term lease of land (tenant builds on leased land).

Reference (Virginia Real Estate):

Virginia Real Estate Principles - Types of leases

A490-02REGS.pdf - Leasing curriculum

### NEW QUESTION # 111

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. appraisal manager
- C. broker's agent
- 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 # 112

Per se violations are:

- A. acts that are considered inherently illegal
- B. acts that are in violation of CAN-SPAM

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

**Answer: A**

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 # 113

A form of insurance that protects the policyholder by covering any losses they might incur as a result of theft or fraud by specified individuals is:

- A. a risk management bond
- B. a liability bond
- **C. a fidelity bond**
- D. a security bond

**Answer: C**

Explanation:

A fidelity bond is a type of insurance that protects employers or organizations against losses caused by theft, fraud, or dishonesty of employees or other specified individuals.

Other options are distractors:

(A) Risk management bond - not a recognized insurance product.

(B) Liability bond - would cover liability for damages, not theft/fraud.

(C) Security bond - general term, but not the correct insurance product here.

Reference:

Virginia Real Estate Practice Text - Risk management and insurance section Real Estate Board CE Curriculum - Brokerage risk & trust account protections

### NEW QUESTION # 114

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