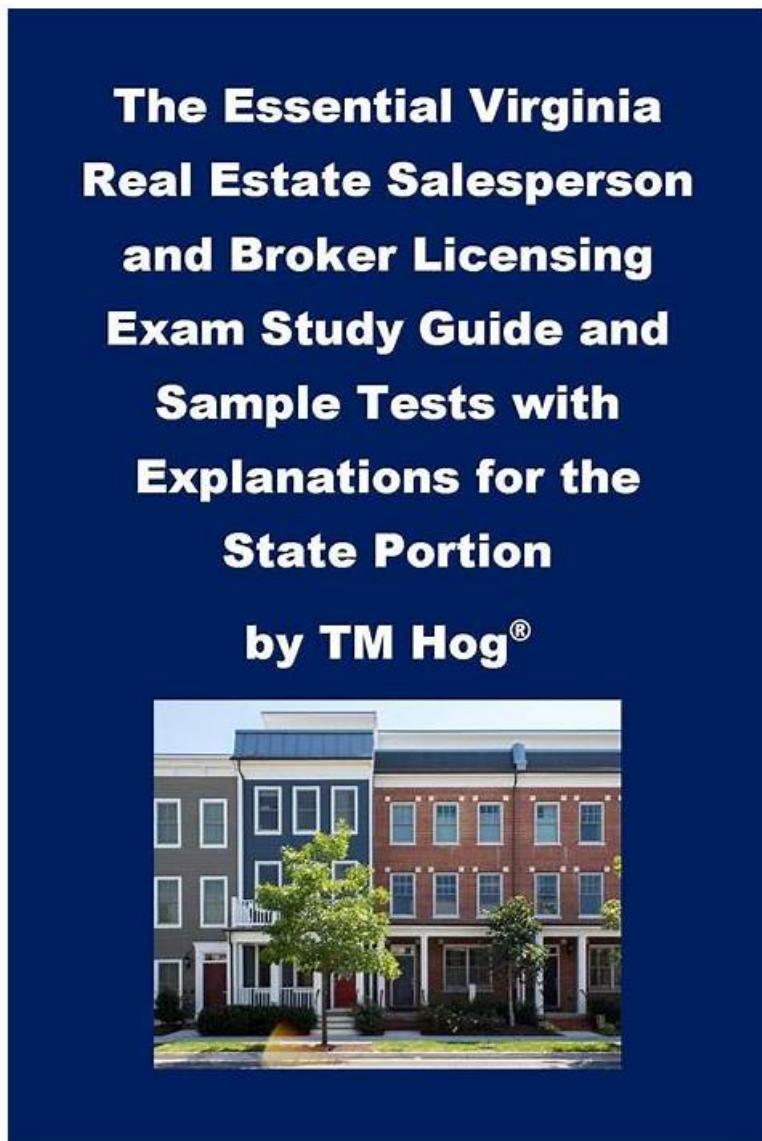


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### Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q58-Q63):

#### NEW QUESTION # 58

Which of these is a person who is licensed to represent one of the parties in a real estate transaction in exchange for a commission or other valuable consideration?

- A. appraiser
- **B. broker**
- C. salesperson
- D. assistant broker

#### Answer: B

Explanation:

In Virginia, a real estate broker is the person licensed to represent one of the parties in a real estate transaction in exchange for commission or other valuable consideration.

Salesperson (A): Licensed to perform brokerage activities but only under the supervision of a broker; cannot independently represent a party for commission.

Assistant Broker (B): Not an official license category in Virginia.

Appraiser (D): Licensed to determine property value, not to represent parties in real estate transactions.

Thus, the correct answer is broker.

Reference:

Code of Virginia §54.1-2100 (Definitions)

Virginia Real Estate Board Regulations (18 VAC 135-20)

#### NEW QUESTION # 59

The creation of express agency is best handled via a(n):

- A. oral agreement or ratified actions
- **B. listing agreement or buyer representation agreement**
- C. listing agreement or ratified actions
- D. oral agreement or buyer representation agreement

#### Answer: B

Explanation:

Express agency is created through a clear written or oral agreement.

In real estate, the best practice (and Virginia requirement for enforceability) is through:

Listing agreement (seller representation)

Buyer representation agreement (buyer representation)

Other options:

(A) Oral agreements possible but not best practice in Virginia.

(B) Ratified actions = implied agency, not express.

(C) Listing agreement alone covers only seller side.

Reference:

**NEW QUESTION # 60**

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 # 61**

What was the outcome of Plessy v. Ferguson?

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

**Answer: B**

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 # 62**

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

## Answer: A

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 # 63

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