

Virginia DMV Salesperson Practice Exam (Sample)

Study Guide



Everything you need from our exam experts!

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Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 - 45 minutes). Review a handful of questions, reflect on the explanations.

3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

Questions

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- 1. Which of the following information is required in the written statement regarding mileage?**
 - A. The name of the previous owner only**
 - B. The date of the transaction only**
 - C. The identity of the vehicle, including details and current odometer reading**
 - D. The names of dealership employees involved in the sale**
- 2. Full disclosure of credit terms ensures what?**
 - A. Customer satisfaction.**
 - B. Clear understanding of the loan terms.**
 - C. Reduction of default rates.**
 - D. Increased loan funding.**
- 3. Is it legal for a salesperson to represent more than one dealership at a time?**
 - A. Yes, if authorized**
 - B. No, it is against regulations**
 - C. Yes, but only with a contract**
 - D. It depends on the location**
- 4. What character in a vehicle identification number (VIN) identifies the model year?**
 - A. 7th**
 - B. 9th**
 - C. 10th**
 - D. 12th**
- 5. How can dealer plates be utilized with respect to dealer exchanges?**
 - A. They can only be used after the vehicle is sold**
 - B. They must not be used for dealer exchanges**
 - C. They can be used to transport vehicles to a dealer exchange**
 - D. They cannot be used for auctions**

6. For what maximum period can a person, not a full-time employee, be authorized to transport a vehicle on a dealer plate?

- A. 12 hours**
- B. 24 hours**
- C. 48 hours**
- D. 72 hours**

7. When collecting tax on extended service contracts, how is the fee divided?

- A. Equally among all services**
- B. On an item-by-item basis**
- C. On one half of the retail cost**
- D. No tax is applied**

8. What is the timeframe for submitting applications, taxes, and fees to the DMV on behalf of a buyer?

- A. 15 days**
- B. 30 days**
- C. 45 days**
- D. 60 days**

9. To whom is the sales tax on a warranty or service agreement paid?

- A. The local county**
- B. The Virginia Department of Taxation**
- C. The dealer**
- D. The federal government**

10. Which of the following is NOT included in the IRS definition of "cash"?

- A. Cash on hand**
- B. Credit card transactions**
- C. Personal checks**
- D. Wire transfers**

Answers

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1. C
2. B
3. B
4. C
5. C
6. B
7. C
8. B
9. B
10. C

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Explanations

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- 1. Which of the following information is required in the written statement regarding mileage?**
 - A. The name of the previous owner only**
 - B. The date of the transaction only**
 - C. The identity of the vehicle, including details and current odometer reading**
 - D. The names of dealership employees involved in the sale**

The requirement for including the identity of the vehicle, along with its details and the current odometer reading, is essential for providing accurate and complete information regarding mileage. This ensures that the new owner is fully informed about the vehicle's history and mileage at the time of the sale, which is crucial for both legal and consumer protection purposes. The current odometer reading helps to verify the vehicle's usage, while details about the vehicle, such as the make, model, and year, serve to clearly identify which specific vehicle is being referred to in the transaction. Including this information helps prevent fraudulent practices related to odometer tampering and protects buyers from being misled about the vehicle's condition and history. This practice is an important aspect of maintaining transparency and trust in vehicle transactions.

- 2. Full disclosure of credit terms ensures what?**

- A. Customer satisfaction.**
- B. Clear understanding of the loan terms.**
- C. Reduction of default rates.**
- D. Increased loan funding.**

The correct choice focuses on the importance of transparency in financial dealings. Full disclosure of credit terms ensures that both the lender and borrower have a clear understanding of the loan terms. When all aspects of the credit, including interest rates, repayment schedules, fees, and any other obligations, are communicated effectively, consumers are better equipped to make informed decisions. This clarity helps the borrower to understand exactly what they are agreeing to before committing to the loan, which can lead to better financial planning and decision-making. It fosters trust between the lending institution and the borrower, as the latter feels more confident in knowing what to expect in terms of payments and conditions involved in the financing arrangement. Thus, understanding loan terms is crucial for fostering responsible borrowing and fostering positive financial outcomes. While customer satisfaction, reduction of default rates, and increased loan funding are all beneficial outcomes of transparent practices, they are indirect results. The foundational element is the clear understanding provided by full disclosure, which directly impacts a borrower's ability to navigate their financial obligations responsibly.

3. Is it legal for a salesperson to represent more than one dealership at a time?

- A. Yes, if authorized**
- B. No, it is against regulations**
- C. Yes, but only with a contract**
- D. It depends on the location**

In Virginia, salespersons are governed by specific regulations that typically require them to represent only one dealership at a time. This is established to ensure that relationships between the salesperson and the dealership are clear and that the salesperson can fully commit to the dealership's standards and practices. Having a salesperson represent multiple dealerships can lead to conflicts of interest and complications in accountability and customer service. Regulations are in place to protect both consumers and businesses, ensuring that salespersons are focused and aligned with the dealership's goals and ethics. While there might be nuances in certain locations or scenarios, the overarching rule is that it is generally prohibited for a salesperson to represent more than one dealership simultaneously without proper authorization or specific contractual agreements that comply with regulatory standards. This measure helps maintain integrity within the sales profession and promotes trust between consumers and dealerships.

4. What character in a vehicle identification number (VIN) identifies the model year?

- A. 7th**
- B. 9th**
- C. 10th**
- D. 12th**

The character in a vehicle identification number (VIN) that identifies the model year is the 10th character. This character corresponds to a specific code that designates the model year of the vehicle. Each letter and number in the VIN has a specific meaning and follows a standardized system established by the International Organization for Standardization (ISO). For instance, vehicles produced for model years ranging from 1980 to the present have designated characters representing each year, allowing for easy identification of the year of manufacture. This is particularly useful for dealerships, buyers, and regulatory authorities in determining compliance with safety and emissions standards that may vary by year.

5. How can dealer plates be utilized with respect to dealer exchanges?

- A. They can only be used after the vehicle is sold
- B. They must not be used for dealer exchanges
- C. They can be used to transport vehicles to a dealer exchange**
- D. They cannot be used for auctions

Dealer plates are specifically designed for use in the automotive sales industry, and they provide flexibility in how vehicles can be utilized within that context. When it comes to dealer exchanges, these plates can be used to transport vehicles from one dealership to another. This is a crucial functionality because it facilitates transactions and ensures that dealers can manage their vehicle inventories efficiently. Using dealer plates in this manner allows for the movement of vehicles without requiring individual registrations or titles for each transport, making it more practical for dealers to conduct their business. It ensures compliance with regulations allowing legitimate use of dealer plates while optimizing logistics during dealership exchanges. The other options either misrepresent the legal uses of dealer plates or limit their application unnecessarily. For instance, stating that dealer plates can only be used after a vehicle is sold overlooks their initial transport capabilities, and asserting that they cannot be used for auctions is not accurate as the usage may be permissible under certain conditions. Therefore, the option regarding their use for facilitating dealer exchanges captures the essence of their intended purpose effectively.

6. For what maximum period can a person, not a full-time employee, be authorized to transport a vehicle on a dealer plate?

- A. 12 hours
- B. 24 hours**
- C. 48 hours
- D. 72 hours

The maximum period that a person, who is not a full-time employee, can be authorized to transport a vehicle on a dealer plate is 24 hours. This regulation is put in place to ensure that dealer plates, which are intended for the use of vehicles owned by the dealership, are used responsibly and do not facilitate vehicle use beyond a reasonable timeframe. Limiting the use of dealer plates to 24 hours helps to prevent misuse and ensures accountability. Keeping tight restrictions on usage helps regulate the transportation of vehicles and ensures that they are being used for legitimate purposes within a controlled window of time. Understanding the proper use of dealer plates is essential for compliance with Virginia DMV regulations. Given that dealer plates are provided to facilitate the business operations of car dealerships, it is crucial that they are monitored closely to prevent unauthorized use.

7. When collecting tax on extended service contracts, how is the fee divided?

- A. Equally among all services**
- B. On an item-by-item basis**
- C. On one half of the retail cost**
- D. No tax is applied**

The fee for tax on extended service contracts is typically divided on one half of the retail cost. This means that when calculating the sales tax for these contracts, the tax is applied as though only half of the total retail price of the extended service contract is subject to tax. This approach provides a standardized way to determine the tax liability while ensuring that customers are not overcharged based on the full retail value of the service. In practice, this means that if a contract with a total retail value of \$1,000 is sold, the taxable amount for the service contract may be considered as \$500. This methodology is often regulated by state laws to ensure fair practices in the sale of extended service contracts and their associated taxes. It's important for salespersons to understand these regulations to properly calculate and communicate tax obligations to customers.

8. What is the timeframe for submitting applications, taxes, and fees to the DMV on behalf of a buyer?

- A. 15 days**
- B. 30 days**
- C. 45 days**
- D. 60 days**

The correct timeframe for submitting applications, taxes, and fees to the DMV on behalf of a buyer is 30 days. This deadline ensures that the registration and transfer of the vehicle's title are processed in a timely manner, allowing the buyer to legally operate the vehicle and avoid potential penalties associated with late submissions. Adhering to this timeframe also helps streamline the overall title and registration process, making it more efficient for both the dealer and the buyer. By responding within 30 days, the dealership fulfills its regulatory obligations while ensuring customer satisfaction and compliance with state laws.

9. To whom is the sales tax on a warranty or service agreement paid?

- A. The local county**
- B. The Virginia Department of Taxation**
- C. The dealer**
- D. The federal government**

The sales tax on a warranty or service agreement is paid to the Virginia Department of Taxation. This department is responsible for the administration of state tax laws and the collection of taxes, which includes sales tax. When a consumer purchases a warranty or service agreement, the associated sales tax is considered part of the retail sales transaction. It is essential for businesses and consumers to understand where these taxes go because proper collection and remittance ensure compliance with state tax regulations. This supports public services funded by tax revenues, which are managed by the state. Understanding tax obligations is crucial for any business, especially in the automotive industry, as it helps in providing accurate financial information to customers and maintaining regulatory compliance. Therefore, it's important to ensure that all sales tax obligations related to warranty and service agreements are fulfilled according to the guidelines established by the Virginia Department of Taxation.

10. Which of the following is NOT included in the IRS definition of "cash"?

- A. Cash on hand**
- B. Credit card transactions**
- C. Personal checks**
- D. Wire transfers**

The IRS definition of "cash" includes various forms of payment that can be readily used for transactions, focusing on items that are treated as cash equivalents for tax purposes. Cash on hand, credit card transactions, and wire transfers can all be directly used as means of payment in financial dealings, thus falling under the IRS's broader classification of cash. Personal checks, however, do not fit neatly into this definition because they are not considered immediate cash. While personal checks can be deposited and converted into cash, they represent a promise to pay rather than cash itself until they are cleared and funds are transferred. This nuance is essential to understand when distinguishing between what constitutes "cash" in the context of IRS regulations.

Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

<https://vadmvsalesperson.examzify.com>

We wish you the very best on your exam journey. You've got this!

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