

Virginia State Real Estate Salesperson Practice Exam (Sample)

Study Guide



Everything you need from our exam experts!

This is a sample study guide. To access the full version with hundreds of questions,

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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. Don't worry about getting everything right, 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, and take breaks to retain information better.

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.

7. Use Other Tools

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!

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Questions

- 1. Where can licensees find rules about their responsibilities and regulations?**
 - A. Real Estate Commission guidelines**
 - B. Code of Virginia or the Virginia Administrative Code**
 - C. Local real estate associations**
 - D. National Association of Realtors manual**
- 2. In what capacity is Annabelle acting if she is performing only a few duties for Joseph without representing him as an agent?**
 - A. Employee**
 - B. Assistant**
 - C. Independent contractor**
 - D. Partner**
- 3. What is a property manager's role when dealing with tenant complaints?**
 - A. To ignore minor complaints**
 - B. To address complaints only if they escalate**
 - C. To manage complaints promptly and effectively**
 - D. To pass complaints to the property owner**
- 4. What is the Fair Housing Act?**
 - A. A federal law that prohibits discrimination in housing based on various characteristics**
 - B. An act that governs landlord-tenant relationships**
 - C. A state law focused on property taxes**
 - D. A regulation about the construction of new homes**
- 5. What does the term "disclosure" refer to in real estate transactions?**
 - A. Providing updates on property prices**
 - B. Informing all parties about material facts relating to the property**
 - C. Obtaining consent for property showings**
 - D. Registering property with local authorities**

- 6. What is another term for 'condominium'?**
- A. Vertical property**
 - B. Shared ownership**
 - C. Horizontal property**
 - D. Consolidated living**
- 7. In Virginia, which type of licensee must take 24 hours of continuing education every renewal cycle?**
- A. A Salesperson**
 - B. A Broker**
 - C. An Appraiser**
 - D. A Contractor**
- 8. What is the purpose of a home inspection?**
- A. To determine the market value of the property**
 - B. To assess the condition of a property before purchase**
 - C. To check for legal compliance**
 - D. To estimate renovation costs**
- 9. What is the primary purpose of the Virginia Real Estate Board?**
- A. To regulate real estate education standards**
 - B. To facilitate negotiations in real estate transactions**
 - C. To protect the public interest in real estate transactions**
 - D. To promote development of real estate markets**
- 10. Before advertising or selling timeshare property, what must a developer obtain approval for?**
- A. Marketing statement**
 - B. Public offering statement**
 - C. Disclosure agreement**
 - D. Time-sharing development plan**

Answers

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

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Explanations

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1. Where can licensees find rules about their responsibilities and regulations?

- A. Real Estate Commission guidelines**
- B. Code of Virginia or the Virginia Administrative Code**
- C. Local real estate associations**
- D. National Association of Realtors manual**

The correct choice highlights that the Code of Virginia or the Virginia Administrative Code provides the official legal framework governing real estate activities in the state. These documents outline the regulations, responsibilities, and standards that licensed real estate professionals must adhere to while conducting their business. By referencing the Code of Virginia, licensees access the comprehensive legal statutes that have been enacted by the state legislature, which include essential guidelines specific to real estate transactions, agent conduct, and consumer protection. The Virginia Administrative Code elaborates on how these laws are to be implemented and enforced, making it a vital resource for understanding the intricacies of real estate regulations. While other resources, such as Real Estate Commission guidelines and local associations, offer practical insights and support, they do not carry the same authority as state law. National Association of Realtors manuals may provide valuable information and best practices, but they are more focused on national standards and ethics, rather than the specific legal requirements set forth by Virginia's laws. Thus, for licensees seeking to fully understand their responsibilities and regulations, the Code of Virginia and the Virginia Administrative Code are the most direct and authoritative sources.

2. In what capacity is Annabelle acting if she is performing only a few duties for Joseph without representing him as an agent?

- A. Employee**
- B. Assistant**
- C. Independent contractor**
- D. Partner**

When Annabelle is performing only a few duties for Joseph without acting as his representative, she is best classified as an independent contractor. This role typically involves providing services based on a contract while maintaining control over how those services are delivered, rather than being directly employed by Joseph. In this context, an independent contractor offers flexibility and does not have the same level of supervision or accountability as an employee might. This designation reflects a working relationship where Annabelle is engaged in specific tasks without assuming legal responsibilities or fiduciary duties as a traditional agent would carry. The other possible roles, such as employee, assistant, or partner, would imply a closer working relationship with different obligations and levels of authority. An employee often has a more structured arrangement, usually following specific guidelines set by the employer, while an assistant typically supports someone else's work but does so under their direction. A partner implies a shared responsibility and legal stance in business operations, which clearly does not fit the scenario of Annabelle's limited role. Thus, labeling her as an independent contractor accurately captures the nature of her engagement with Joseph.

3. What is a property manager's role when dealing with tenant complaints?

- A. To ignore minor complaints**
- B. To address complaints only if they escalate**
- C. To manage complaints promptly and effectively**
- D. To pass complaints to the property owner**

A property manager plays a crucial role in maintaining the relationship between the property and its tenants, which includes effectively managing tenant complaints. When complaints are handled promptly and effectively, it not only fosters a positive living environment for tenants but also helps to maintain the property's reputation and occupancy rates. By addressing complaints quickly, property managers can resolve issues before they escalate into bigger problems, which can lead to tenant dissatisfaction or even turnover. This proactive approach demonstrates to tenants that their concerns are valued and taken seriously, reinforcing tenant retention and trust. The other options fail to recognize the importance of actively engaging with tenant concerns. Ignoring minor complaints can lead to accumulating issues that may result in more significant problems down the line. Addressing complaints only when they escalate may result in tenant frustration and dissatisfaction, whereas simply passing complaints to the property owner can create unnecessary delays and ineffective responses to tenant needs. Therefore, managing complaints in a timely and effective manner is essential to a property manager's responsibilities.

4. What is the Fair Housing Act?

- A. A federal law that prohibits discrimination in housing based on various characteristics**
- B. An act that governs landlord-tenant relationships**
- C. A state law focused on property taxes**
- D. A regulation about the construction of new homes**

The Fair Housing Act is a pivotal federal law that prohibits discrimination in housing and related transactions based on specific characteristics such as race, color, national origin, religion, sex, familial status, and disability. This legislation was enacted in 1968 and forms a critical component of civil rights laws in the United States. By establishing these protections, the Fair Housing Act aims to ensure that all individuals have equal access to housing opportunities, which is fundamental to promoting diversity and preventing segregation in residential areas. The focus of the Fair Housing Act is on maintaining an equitable housing market, combating biases that may arise in rental, sales, and lending practices. It applies to various housing activities, including advertisement, sale, rental, and lending of housing. By doing so, it helps to create a more inclusive society where individuals are not denied housing due to their personal characteristics. The other choices relate to different aspects of real estate but do not pertain to the Fair Housing Act. They either address landlord-tenant relationships, taxation, or construction regulations, which are outside the scope of the protections the Fair Housing Act provides.

5. What does the term "disclosure" refer to in real estate transactions?

- A. Providing updates on property prices**
- B. Informing all parties about material facts relating to the property**
- C. Obtaining consent for property showings**
- D. Registering property with local authorities**

In the context of real estate transactions, "disclosure" primarily refers to the obligation of parties, particularly sellers, to inform all relevant parties about material facts relating to the property. This encompasses any significant issues, defects, or special characteristics that could influence a buyer's decision or the value of the property. For instance, if a property has a history of flooding, the seller is legally required to disclose this fact to prospective buyers. This practice is crucial because it promotes transparency and protects buyers from unexpected issues after the purchase. States often have specific laws outlining what must be disclosed, and failing to disclose known issues can lead to legal repercussions for the seller or agent. By ensuring that all parties are aware of these material facts, disclosure facilitates informed decision-making, enhances trust in the transaction process, and ultimately supports a fair real estate market.

6. What is another term for 'condominium'?

- A. Vertical property**
- B. Shared ownership**
- C. Horizontal property**
- D. Consolidated living**

The term 'horizontal property' refers to the concept of a condominium. This term highlights the way in which condominiums are structured, as these properties are often developed in a horizontal format, with individual units spread out on a single level or across several levels within a building or development. In a condominium arrangement, owners have separate ownership of their individual unit while sharing ownership of common areas, such as hallways, pools, or gardens. This ownership structure is different from other types of real estate arrangements, where all property is typically owned collectively or individually without the shared common elements. Understanding this terminology is crucial in real estate, as it affects how properties are managed, what rights owners have, and how they interact within their community. The recognition of condominiums as 'horizontal properties' can also influence marketing, purchasing decisions, and the legal implications associated with ownership and responsibilities of the shared elements.

7. In Virginia, which type of licensee must take 24 hours of continuing education every renewal cycle?

- A. A Salesperson**
- B. A Broker**
- C. An Appraiser**
- D. A Contractor**

In Virginia, a broker is required to complete 24 hours of continuing education during each renewal cycle. This educational requirement is in place to ensure that brokers remain current with real estate laws, trends, and practices. Continuing education reinforces knowledge and skills, allowing brokers to provide competent service to clients and uphold the standards of the profession. Salespersons also have continuing education requirements, but these differ in terms of the number of hours and timing. Appraisers and contractors have their own licensing and education renewal requirements, which are distinct from those for real estate agents. The specific emphasis on brokers highlights the advanced level of responsibility and knowledge required for that license, reflecting their role in overseeing real estate transactions and managing salespersons.

8. What is the purpose of a home inspection?

- A. To determine the market value of the property**
- B. To assess the condition of a property before purchase**
- C. To check for legal compliance**
- D. To estimate renovation costs**

A home inspection serves the primary purpose of assessing the condition of a property before purchase. This process provides potential buyers with a thorough evaluation of the property, identifying any existing or potential issues, such as structural problems, plumbing or electrical issues, and the condition of roofs or appliances. Understanding the state of these components helps buyers make informed decisions regarding their investment. While determining market value, checking for legal compliance, and estimating renovation costs may be important considerations in the home-buying process, they are not the primary focus of a home inspection. An inspection is about examining the physical and functional aspects of the property to ensure that the buyer is making a sound investment and to help plan for any necessary repairs or maintenance in the future.

9. What is the primary purpose of the Virginia Real Estate Board?

- A. To regulate real estate education standards**
- B. To facilitate negotiations in real estate transactions**
- C. To protect the public interest in real estate transactions**
- D. To promote development of real estate markets**

The primary purpose of the Virginia Real Estate Board is to protect the public interest in real estate transactions. This is a fundamental responsibility of regulatory bodies in the real estate sector, as they ensure that both buyers and sellers are treated fairly and that the real estate market operates transparently and ethically. The Board seeks to uphold industry standards, monitor the conduct of real estate professionals, and enforce compliance with relevant laws and regulations. By focusing on public protection, the Virginia Real Estate Board engages in various activities including licensing real estate agents, investigating complaints, and taking disciplinary actions against those who violate state laws or rules governing real estate practices. This structure helps to maintain a level of trust and integrity within the real estate market, ultimately benefiting the consumer. While regulating real estate education standards is a component of their responsibilities, ensuring public protection stands as a more encompassing goal. Similarly, the Board does not mediate negotiations in transactions or actively promote market development as their core function, placing public interest at the forefront of their mission.

10. Before advertising or selling timeshare property, what must a developer obtain approval for?

- A. Marketing statement**
- B. Public offering statement**
- C. Disclosure agreement**
- D. Time-sharing development plan**

A developer must obtain approval for a public offering statement before advertising or selling timeshare property. This document is critical as it provides potential buyers with essential information regarding the timeshare, including the nature of the ownership interest being offered, the rights and obligations of the owners, and the developer's responsibilities. It serves to protect consumers by ensuring they are well-informed before making a purchase. Having a public offering statement is necessary for transparency, allowing potential buyers to understand the terms and conditions associated with the timeshare, including the costs, fees, and any other pertinent information that could affect their decision. This approval process helps to ensure that only compliant developers are allowed to market and sell timeshares, contributing to the integrity of the timeshare market as a whole. Other options don't fulfill the same purpose: the marketing statement may provide insight into the promotional aspects, but it doesn't encompass the full disclosure required for informed decision-making. A disclosure agreement is generally used for different contexts, such as confidentiality, and the time-sharing development plan may outline the design and structure of the development, but it's the public offering statement that is specifically mandated for consumer protection in the sale process.

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://vastaterealestatesales.examzify.com>

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