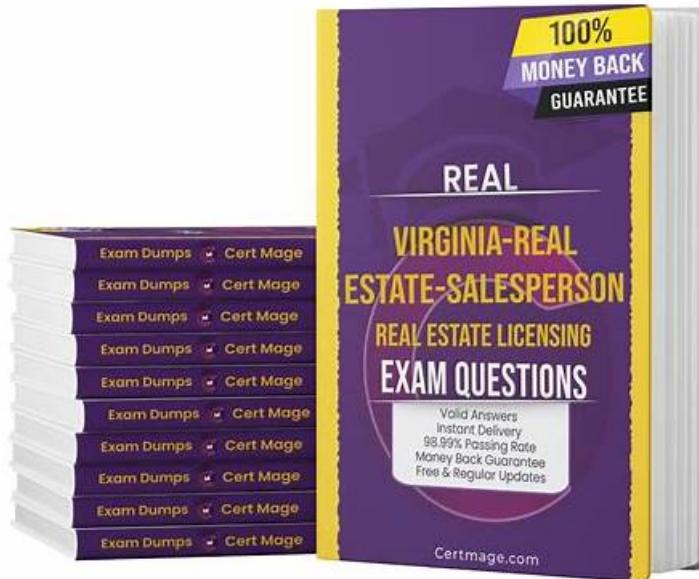


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Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q18-Q23):

NEW QUESTION # 18

The VRLTA applies to:

- A. anyone who owns more than two rental properties
- B. anyone who owns more than five rental properties
- C. anyone who owns one property
- D. anyone who owns a commercial property

Answer: A

Explanation:

The Virginia Residential Landlord and Tenant Act (VRLTA) applies to:

All landlords who own more than two rental units or more than 10% interest in more than two rental units.

Landlords with two or fewer units may be exempt unless they choose to opt in.

This ensures tenant protections apply broadly, while small-scale landlords with only one or two rentals may be treated differently.

Reference (Virginia Real Estate):

Virginia Code § 55.1-1201 (Application of VRLTA)

Virginia Real Estate Principles - Landlord-tenant law section

A490-02REGS.pdf - VRLTA curriculum

NEW QUESTION # 19

The National Association of Realtors' Code of Ethics says

Realtors should act with:

- A. competence
- B. All choices are correct.
- C. fairness
- D. integrity

Answer: B

Explanation:

Comprehensive Detailed Explanation:

The NAR Code of Ethics establishes that Realtors must act with:

Integrity - honesty in all dealings.

Fairness - treating all parties honestly and impartially.

Competence - providing services within their level of skill and knowledge.

Since the Code of Ethics covers all these duties, the correct choice is all choices are correct.

Reference:

NAR Code of Ethics, Preamble & Article 1

NEW QUESTION # 20

Which listing agreement allows multiple real estate brokers (and the owners themselves) the right to sell the property, with a commission being paid to whoever is the procuring cause of the sale?

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

Answer: B

Explanation:

An open listing is a nonexclusive agreement allowing

Multiple brokers to market the property.

The seller to sell the property themselves.

A commission only being paid to the broker (or seller) who is the procuring cause of the sale.

Other agreements:

- (B) Exclusive right-to-sell = listing broker gets commission no matter who sells.
- (C) Exclusive agency = one broker represents seller, but seller can sell on their own without paying commission.
- (D) Net listing = illegal in many states (broker keeps anything above seller's required price).

Reference (Virginia Real Estate):

Code of Virginia § 54.1-2137 (Agency agreements)
Virginia Real Estate Principles - Listing agreements
A490-02REGS.pdf - Brokerage & Listing curriculum

NEW QUESTION # 21

What is one way that a contract for deed differs from a standard real estate sales contract?

- A. A contract for deed's purchase price section details the buyer's payment plan to the seller.
- B. A contract for deed includes a financing clause.
- C. A contract for deed has the purchase price in it.
- D. A contract for deed includes a section about a flip tax.

Answer: A

Explanation:

A contract for deed (also called a land contract or installment sale contract) differs from a standard purchase agreement because:

Buyer makes installment payments directly to the seller.

Seller retains legal title until all payments are made.

Buyer holds equitable title during the payment period.

In contrast, a standard sales contract usually involves financing through a lender, and title transfers at closing.

Thus, the key difference is that a contract for deed spells out the buyer's payment plan to the seller, not just the purchase price.

Reference:

Code of Virginia §55.1 (Property & Conveyances)
Virginia Real Estate Board CE Outline - Contracts Section

NEW QUESTION # 22

Why do lenders need liquidity?

- A. so they can put their money in long-term assets
- B. to qualify for FHA insurance
- C. so loans can be packaged together to create MBSs
- D. so they have the funds to originate more loans

Answer: D

Explanation:

Liquidity is a lender's ability to quickly convert assets into cash.

When lenders sell loans on the secondary mortgage market or securitize them into mortgage-backed securities (MBSs), they regain capital.

This liquidity allows lenders to issue more loans to new borrowers.

Other options:

- (A) MBSs are a method to create liquidity, not the purpose.
- (C) Investing in long-term assets would reduce liquidity.
- (D) FHA insurance does not require liquidity.

Reference:

Fannie Mae & Freddie Mac guidelines
Virginia Real Estate Finance Principles - Secondary Mortgage Market section

NEW QUESTION # 23

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