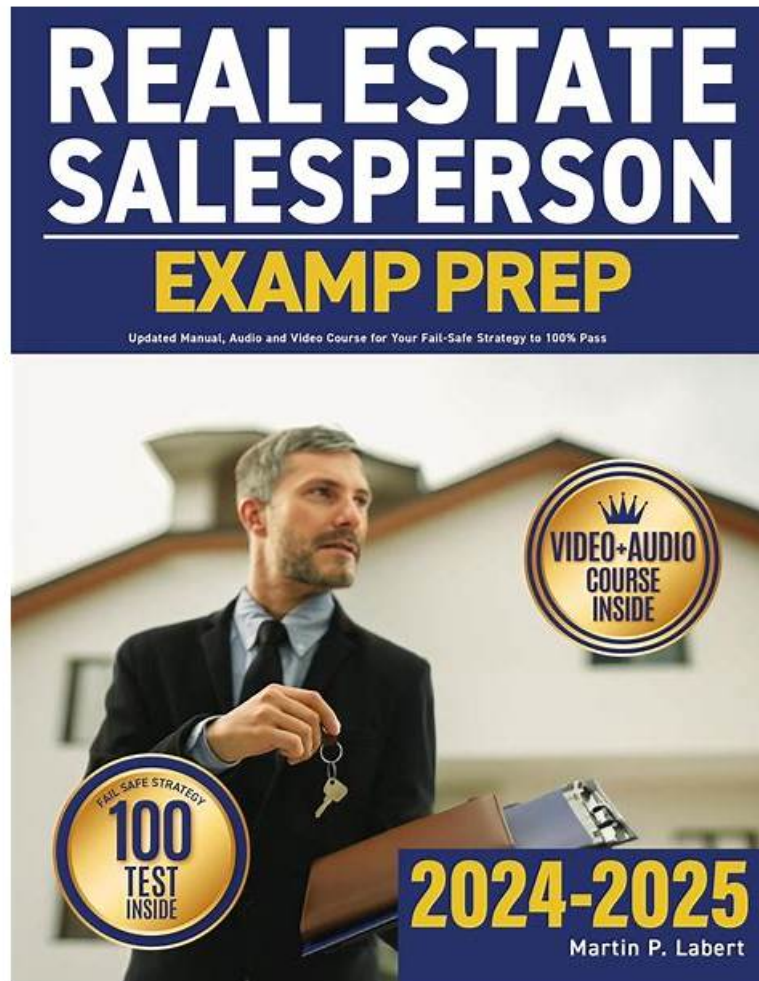


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## Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q112-Q117):

### NEW QUESTION # 112

Which of these is an example of a deed restriction?

- A. Demi is required to file an environmental impact statement with the city before building a new subdivision.
- B. Donald is required by the municipal government to have a certain number of bathrooms in his business.
- C. A restriction in one subdivision development specifies that no boats or recreational vehicles may be kept on the street, driveway, or lot.
- D. The city denies Darren a permit to open a pawn shop in a residential area.

**Answer: C**

Explanation:

Deed restrictions (also called restrictive covenants) are private restrictions placed in deeds or subdivision rules by developers or homeowners associations.

They control how property can be used (e.g., no RVs, no fences over certain height).

Other options:

(A) City denying permit = zoning regulation (public restriction).

(C) Environmental impact statement = government regulation, not a deed restriction.

(D) Bathroom requirement = building code, not private restriction.

Reference:

Virginia Real Estate Principles & Practices - Land Use Controls (public vs private) Code of Virginia Title 55.1, Chapter 19 (Restrictive Covenants)

### NEW QUESTION # 113

Which of these is a reason a borrower might be offered a subprime loan by a lender?

- A. The home is in a low-income neighborhood.
- B. The borrower's credit report includes numerous delinquencies.
- C. Federal funds rates are high.
- D. A borrower's credit score is too high.

**Answer: B**

Explanation:

A subprime loan is typically offered to borrowers who are considered high risk due to poor credit history, low credit scores, or excessive debt.

Subprime borrowers often have delinquencies, bankruptcies, or late payments on their credit reports.

To compensate for higher risk, lenders usually charge higher interest rates and less favorable terms.

Other options:

(A) Federal funds rate affects all borrowers, not specifically subprime.

(B) Location of property (low-income neighborhood) does not determine loan type.

(D) A high credit score results in prime loans, not subprime.

Reference (Virginia Real Estate):

Virginia Principles of Real Estate - Financing section

Federal Reserve & CFPB guidelines on subprime lending

A490-02REGS.pdf - Loan qualification curriculum

### NEW QUESTION # 114

Ernest is a third-party trustee who is holding a title for the lender of a home loan that is secured by a trust deed. The title gives Ernest limited rights sufficient to carry out the terms of the trust. What kind of title does Ernest hold?

- A. clean title
- **B. naked title**
- C. skinny title
- D. dirty title

**Answer: B**

Explanation:

In Virginia (a deed of trust state), when property is financed, a third-party trustee (like Ernest) holds naked title (also called bare legal title) on behalf of the lender.

The borrower retains equitable title (the right to live in and enjoy the property).

The trustee's limited rights exist only to enforce the terms of the trust deed (e.g., initiating foreclosure if borrower defaults).

This differs from "clean title" or "dirty title," which are not legal terms, and "skinny title," which is not recognized in real estate law.

Reference (Virginia Real Estate):

Code of Virginia § 55.1-3200 et seq. (Deeds of Trust)

Virginia Real Estate Principles - Financing & Title theory vs. lien theory section A490-02REGS.pdf - Mortgage/Trust Deed curriculum

### NEW QUESTION # 115

Lillian is buying a home for \$355,000. She is going to put down \$75,000 as her down payment on her conventional loan. Will Lillian be required to pay private mortgage insurance?

- A. Yes, PMI is required until she reaches 50% equity.
- **B. No, her down payment is large enough to avoid PMI.**
- C. Yes, her down payment does not meet the requirements to eliminate PMI.
- D. No, but it depends solely on her credit score.

**Answer: B**

Explanation:

Private Mortgage Insurance (PMI) is generally required when a borrower puts down less than 20% on a conventional loan.

Lillian's home price = \$355,000

Down payment = \$75,000

Loan amount = \$280,000

Down payment % =  $\$75,000 \div \$355,000 \approx 21.1\%$

Since Lillian's down payment exceeds 20%, PMI is not required.

Other options:

(A) Wrong - PMI is based on equity, not just credit score.

(B) Wrong - PMI never requires 50% equity.

(C) Wrong - She meets the equity threshold.

Reference:

Fannie Mae/Freddie Mac Conventional Loan Guidelines

Virginia Real Estate Exam Outline - Financing Section

### NEW QUESTION # 116

A home is being sold "as is." Evaluate this situation.

- **A. The seller is signaling that they do not want to do any repairs, regardless of what is found in the inspection.**
- B. The seller is planning to tear down the house before closing.
- C. The seller does not have to disclose any defects to the buyer.
- D. The seller is indicating that they believe their home to be in pristine condition.

**Answer: A**

Explanation:

When a property is sold "as is":

The seller is saying they will not make repairs or improvements, regardless of what inspections reveal.

However, sellers are still required to disclose known material defects under Virginia law (they cannot conceal or misrepresent conditions).

Other options:

(A) Incorrect → disclosure obligations remain.

(B) Incorrect → "as is" doesn't mean demolition.

(D) Incorrect → "as is" does not imply the home is pristine, just that no repairs will be made.

Reference (Virginia Real Estate):

Virginia Residential Property Disclosure Act (§ 55.1-700 et seq.)

Virginia Real Estate Principles - Disclosures and "as is" transactions

A490-02REGS.pdf - Disclosure curriculum

## NEW QUESTION # 117

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