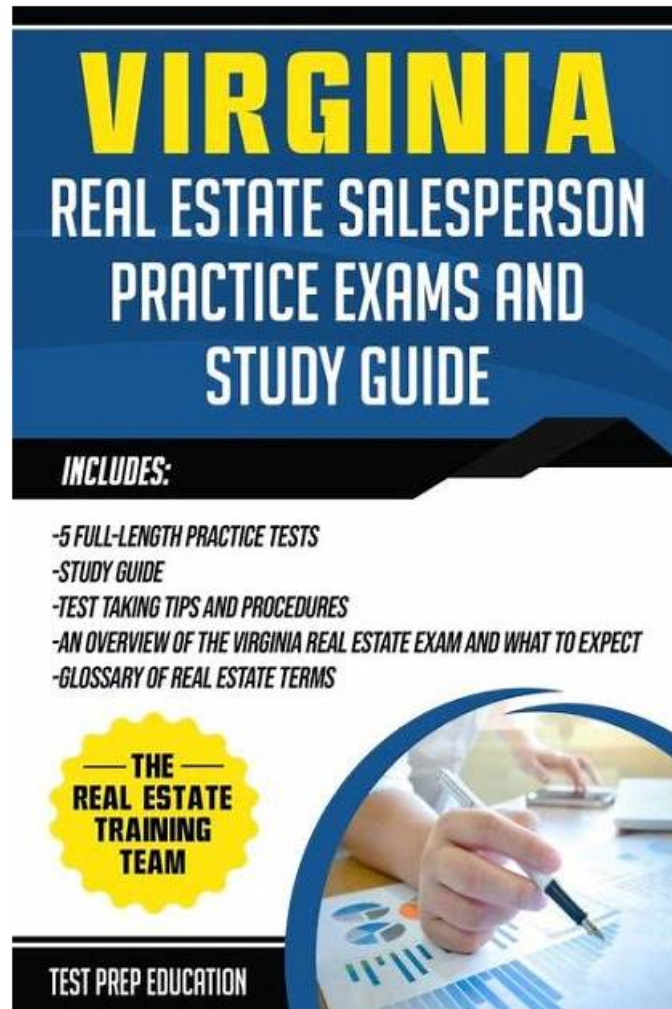


# Virginia-Real-Estate-Salesperson Study Guides - Technical Virginia-Real-Estate-Salesperson Training



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### Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q34-Q39):

#### NEW QUESTION # 34

In order to protect the public interest, Virginia requires real estate professionals to get licenses. What kinds of licenses are offered?

- A. residential and commercial
- B. sales agent, broker, and property manager
- **C. broker, salesperson, and firm**
- D. broker and assistant broker

**Answer: C**

Explanation:

Virginia issues three types of real estate licenses:

Broker - may operate independently, supervise others, and run a firm.

Salesperson - must work under a broker.

Firm - a business entity license allowing a company to operate as a brokerage.

Other options:

(A) Property manager is not a separate license category in Virginia.

(B) Assistant broker not a recognized license.

(C) Residential/commercial are specialties, not license types.

Reference:

Code of Virginia §54.1-2106.1 (Licensing requirements)

Virginia Real Estate Board Regulations (Licensing categories)

#### NEW QUESTION # 35

The relationship between a property manager and the property owner is most comparable to that of a:

- A. tenant with a landlord
- B. stockholder with the board of directors of a corporation
- **C. salesperson with their broker**
- D. cashier with the owner of a store

**Answer: C**

Explanation:

A property manager acts as an agent for the property owner.

The manager owes fiduciary duties to the owner, similar to how a salesperson works under and owes duties to their broker.

Other comparisons:

(A) Tenant/landlord = contractual lease, not fiduciary.

(B) Stockholder/board = ownership vs governance, not agency.

(D) Cashier/store owner = employee/employer, not fiduciary agent.

Reference:

Code of Virginia §54.1-2100 (definitions of brokerage relationships, property management included) Virginia Real Estate Board Regulations (agency and fiduciary duties)

#### NEW QUESTION # 36

What are mortgage-backed securities?

- A. promissory notes that reference a security instrument
- B. notices that acknowledge a borrower's debt to the lender and promise to repay the holder of the note
- **C. investment instruments that have packaged mortgages as collateral**
- D. the rights to real property being held by one party for the benefit of another

**Answer: C**

Explanation:

Mortgage-Backed Securities (MBS) are investment instruments created when lenders bundle groups of mortgages and sell them to investors. These securities are backed by the cash flow from the underlying mortgage loans.

Investors receive interest and principal payments derived from homeowners' mortgage payments.

MBS are often issued by government-sponsored entities like Fannie Mae, Freddie Mac, or Ginnie Mae.

They help provide liquidity in the mortgage market by allowing lenders to free up funds to make more loans.

Reference (Virginia Real Estate & Finance):

Virginia Principles of Real Estate textbook discussions on financing and secondary mortgage market Real Estate Settlement education material in A490-02REGS.pdf (Mortgage Finance section)

### NEW QUESTION # 37

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. Yes, her down payment does not meet the requirements to eliminate PMI.
- **C. No, her down payment is large enough to avoid PMI.**
- D. No, but it depends solely on her credit score.

**Answer: C**

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 # 38

The EGI of a building is \$300,000. The operating costs are \$30,000.

What is the NOI of the building?

- A. \$332,000
- **B. \$270,000**
- C. \$215,000
- D. \$264,000

**Answer: B**

Explanation:

Formula:

Easy4Engine

$$NOI = EGI - Operating Expenses$$

$$NOI = 300,000 - 30,000 = 270,000$$

Other options are miscalculations.

Reference (Virginia Real Estate):

Appraisal & Finance curriculum

USPAP standards - income approach

A490-02REGS.pdf - Real Estate Math section

## NEW QUESTION # 39

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