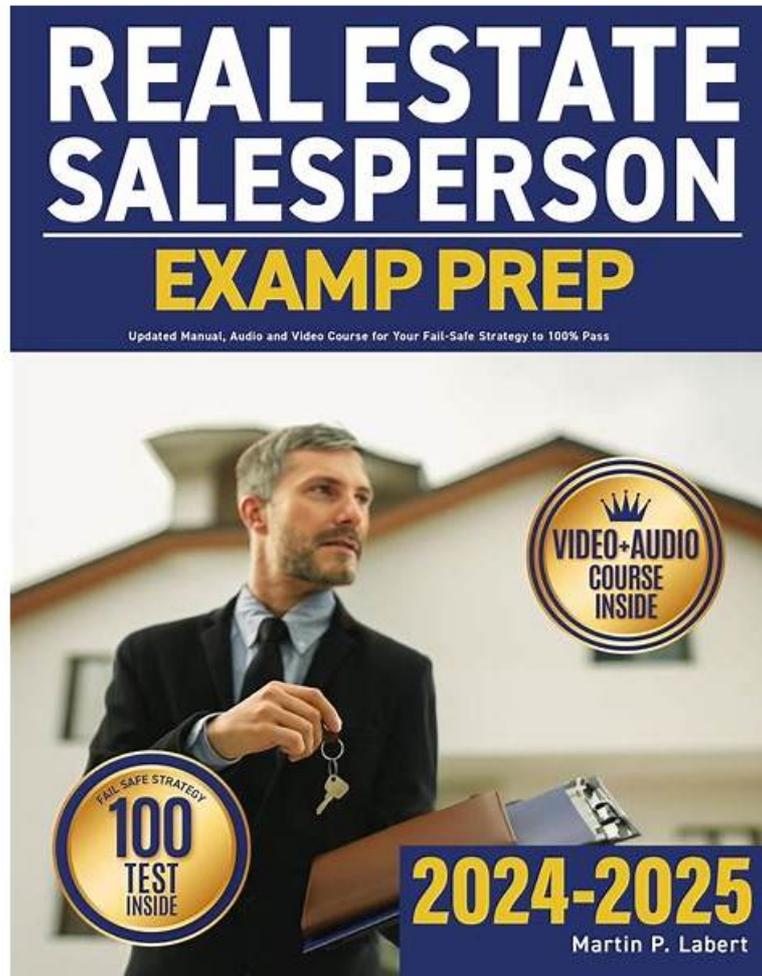


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Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q103-Q108):

NEW QUESTION # 103

Your client is buying a home. At closing, they pull you aside and whisper that the documents they're being asked to sign don't match the Closing Disclosure - suddenly, there are thousands of dollars of new fees. Is this a red flag for predatory lending? Why or why not?

- A. Yes. No client should be paying fees at closing. Those should always be pre-paid to the lender at least three days in advance.
- **B. Yes. The fees should match what was on the Closing Disclosure. Otherwise, that's a major red flag.**
- C. No. It's normal for lenders to have significant last-minute changes to their fees.
- D. No. As long as the title company has no objections, it doesn't matter if the Closing Disclosure and the real closing documents match.

Answer: B

Explanation:

Under the TRID Rule (TILA-RESPA Integrated Disclosure), lenders must provide borrowers with a Closing Disclosure (CD) at least 3 business days before closing.

The numbers on the CD and closing documents must match (with very limited tolerance ranges).

Significant last-minute fee increases are a red flag for predatory lending or RESPA/TILA violations.

The client should not sign until discrepancies are resolved.

Reference (Virginia Real Estate & Federal Law):

TRID (12 CFR 1026.19(f))

Virginia Real Estate Principles - Financing and Settlement section

A490-02REGS.pdf - Loan closing requirements

NEW QUESTION # 104

What was the outcome of Plessy v. Ferguson?

- A. The Supreme Court decided that racially based zoning was illegal.
- B. The Supreme Court decided that the enforcement of racially based restrictive covenants was illegal.
- **C. The Supreme Court decided that "separate but equal" separation of the races was legal as long as Black and white facilities were equal.**
- D. The Supreme Court decided that racial segregation of children in public schools was illegal.

Answer: C

Explanation:

In Plessy v. Ferguson (1896), the U.S. Supreme Court upheld a Louisiana law mandating racial segregation in railway cars.

The Court ruled that racial segregation was constitutional under the "separate but equal" doctrine.

This legalized segregation in public facilities for decades until overturned by Brown v. Board of Education (1954), which declared segregation in public schools unconstitutional.

Other options:

(B) Refers to Brown v. Board of Education (1954).

(C) Refers to Shelley v. Kraemer (1948) (restrictive covenants).

(D) Refers to Buchanan v. Warley (1917) (racial zoning).

Reference (Virginia Real Estate & Civil Rights Law):

Plessy v. Ferguson, 163 U.S. 537 (1896)

Brown v. Board of Education, 347 U.S. 483 (1954)
Virginia Fair Housing Law history and case law integration

NEW QUESTION # 105

You're doing a CMA on a three-bedroom, two-bath, seven- year-old property. Choose the BEST comp from the following list:

- A. a three-bedroom, two-bath, seven-year-old property located a quarter mile away that sold two years ago
- B. a three-bedroom, two-and-a-half bath, 15-year-old property located 20 miles away that sold 12 weeks ago
- C. a six-bedroom, four-bath, newly built property located a quarter mile away that sold six weeks ago
- D. a three-bedroom, one-bath, 12-year-old property located a quarter mile away that sold three months ago

Answer: A

Explanation:

When preparing a Comparative Market Analysis (CMA):

The best comp is most similar in location, age, size, and features.

Timeliness matters (more recent sales are preferred), but similarity in property type/size carries greater weight.

Analysis of options:

(A) Six-bedroom, new build = too dissimilar.

(B) Same size, age, and location - best match, though sold 2 years ago.

(C) Too far (20 miles) and older property.

(D) Closer in time but has fewer bedrooms/baths and is older.

Thus, (B) is the closest comparable.

Reference:

Virginia Real Estate Principles & Practices - CMA and appraisal methods Real Estate Exam Prep - Valuation & Market Analysis

NEW QUESTION # 106

Clarence owns three rental homes he doesn't have time to oversee himself. He decides to hire George to take care of his rental units in the hopes of maximizing the return on his investment. What role is George filling?

- A. property manager
- B. sponsoring broker
- C. appraisal manager
- D. broker's agent

Answer: A

Explanation:

A property manager is hired by an owner to manage rental property, maintain operations, and maximize return on investment.

Other options:

(A) Sponsoring broker - oversees real estate salespersons, not rentals.

(B) Appraisal manager - not a real estate role.

(C) Broker's agent - represents broker in brokerage activities, not property management.

Reference:

Code of Virginia §54.1-2100 (definition includes property management as brokerage services) Virginia Real Estate Principles & Practices - Property Management

NEW QUESTION # 107

Who regulates fair housing advertising?

- A. ECOA
- B. HMDA
- C. CRA
- D. HUD

Answer: D

Explanation:

The U.S. Department of Housing and Urban Development (HUD) regulates fair housing advertising under the Fair Housing Act (1968).

HUD issues rules on wording, images, and equal housing opportunity statements in ads.

Other agencies:

(A) HMDA (Home Mortgage Disclosure Act) - focuses on lending data, not advertising.

(C) CRA (Community Reinvestment Act) - ensures banks serve all communities fairly.

(D) ECOA (Equal Credit Opportunity Act) - prohibits discrimination in lending, not ads.

Reference:

Fair Housing Act, 42 U.S.C. §3601 et seq.

HUD Fair Housing Advertising Guidelines

Virginia Fair Housing Law (Title 36, Chapter 5.1)

NEW QUESTION # 108

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