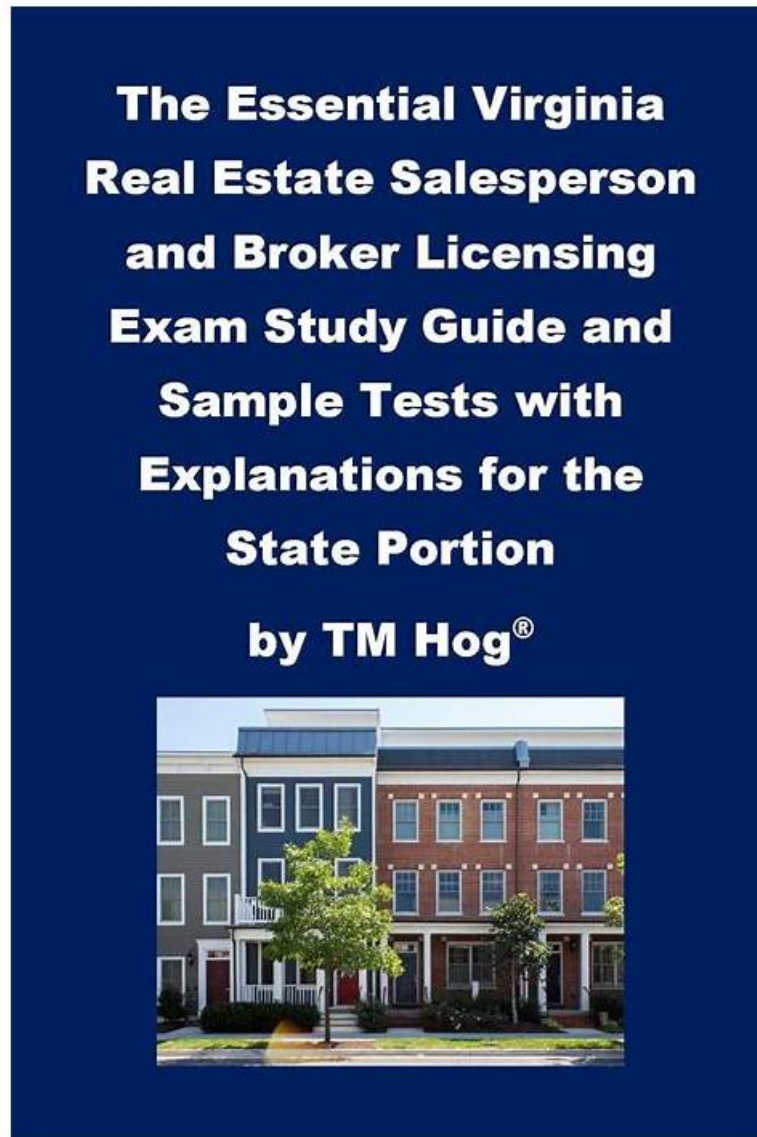


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## Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q85-Q90):

### NEW QUESTION # 85

A type of (usually commercial) lease in which the tenant pays a base rent amount and a percentage of their business profits to the landlord is a:

- A. percentage lease
- B. net lease
- C. gross lease
- D. ground lease

**Answer: A**

Explanation:

A percentage lease is most commonly used in commercial real estate, especially retail.

The tenant pays a base rent plus a percentage of their business's gross sales/profits to the landlord.

Example: Shopping mall tenants, restaurants, or department stores.

Other options:

(A) Gross lease = tenant pays fixed rent; landlord pays expenses.

(C) Net lease = tenant pays base rent + some or all operating expenses (taxes, insurance, maintenance).

(D) Ground lease = long-term lease of land (tenant builds on leased land).

Reference (Virginia Real Estate):

Virginia Real Estate Principles - Types of leases

A490-02REGS.pdf - Leasing curriculum

### NEW QUESTION # 86

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

**Answer: A**

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 # 87

What does the VRLTA aim to do?

- A. establish uniform laws to regulate leasehold interests and improve leasing practices in Virginia
- B. regulate landlord maintenance practices for industrial warehouses across the United States
- C. monitor commercial leasing practices in Virginia
- D. regulate owner-occupied REO properties in Virginia

**Answer: A**

Explanation:

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

Establish uniform standards for rental housing in Virginia.

Govern leasehold interests in residential property.

Clarify landlord and tenant rights/responsibilities.

Improve rental practices, reduce disputes, and ensure fairness.

Other options:

(A) Wrong - VRLTA applies to Virginia residential properties, not industrial warehouses nationwide.

(B) Wrong - It does not apply to commercial leasing.

(D) Wrong - It does not regulate REO or owner-occupied property.

Reference:

Code of Virginia, Title 55.1, Chapter 12 - Virginia Residential Landlord and Tenant Act (VRLTA) Virginia Real Estate Board CE Curriculum - Landlord & Tenant Law

### NEW QUESTION # 88

Who regulates fair housing advertising?

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

**Answer: B**

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 # 89

What is the purpose of the Do Not Call Registry?

- A. It bans bait-and-switch ads.
- B. It regulates telemarketing activities from commercial organizations.
- C. It governs the use of commercial email advertising.
- D. It has three main truth-in-advertising provisions.

**Answer: B**

Explanation:

The National Do Not Call Registry, enforced by the Federal Trade Commission (FTC), regulates telemarketing practices: Prohibits commercial telemarketers from calling registered phone numbers. Exceptions: political calls, charitable organizations, debt collectors, and businesses with an established relationship. Real estate agents must comply and check the registry before making solicitation calls, unless the call falls under an exemption. Other options confuse it with advertising regulations (truth-in-advertising, CAN-SPAM Act, etc.), which are separate. Reference (Virginia Real Estate): Telephone Consumer Protection Act (TCPA) FTC Do Not Call Registry Rules Virginia Real Estate Board continuing education on Advertising & Ethics

## NEW QUESTION # 90

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