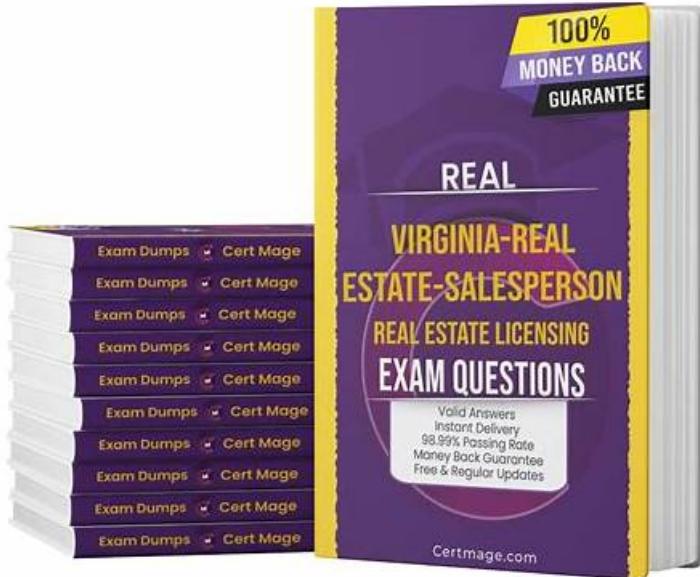


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## Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q74-Q79):

### NEW QUESTION # 74

Why does the state require real estate professionals to obtain a license?

- A. to protect the public interest
- B. to ensure collaboration with other state agencies regulating real estate
- C. to comply with federal occupational licensing law
- D. to create revenue for the state

**Answer: A**

Explanation:

The primary purpose of state licensing requirements is consumer protection. By requiring education, examination, and adherence to regulations, Virginia ensures that only qualified individuals can practice real estate.

Licensing prevents fraud, incompetence, and unethical behavior.

It also ensures accountability through the Virginia Real Estate Board (REB), which enforces disciplinary actions when necessary.

Other options:

(A) No federal occupational licensing law for real estate exists-licensing is state-based.  
(B) While agencies do collaborate, that's not the primary reason for licensing.  
(D) States may collect fees, but revenue generation is not the intent.

Reference (Virginia Real Estate):

Virginia Code § 54.1-2105 (Powers of the Real Estate Board)

A490-02REGS.pdf - Licensing purpose & regulations

### NEW QUESTION # 75

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

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

**Answer: A**

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 # 76

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

- A. broker and assistant broker

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

**Answer: D**

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 # 77**

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

**Answer: C**

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 # 78**

When an individual hails a cab and tells the driver where they want to be taken, that passenger has entered into what kind of contract?

- A. written
- B. unilateral
- **C. implied**
- D. express

**Answer: C**

Explanation:

Contracts may be:

Express: Terms stated in words (oral/written).

Implied: Formed by conduct or actions.

Example: Hailing a cab and giving directions creates an implied contract where the passenger agrees to pay the fare and the driver agrees to provide transportation, even though nothing was formally stated.

Other options:

- (B) Express = explicitly stated terms.
- (C) Unilateral = one-sided promise (e.g., reward contract).
- (D) Written = requires written form, not applicable here.

Reference (Virginia Real Estate):

Virginia Principles - Contracts section

Code of Virginia Title 11 - General provisions on contracts

## NEW QUESTION # 79

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