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

NEW QUESTION # 34

Disclosure is an important part of a brokerage's duties and responsibilities. Which of the following is NOT an important disclosure all brokerages should make?

- A. disclosure of financial condition

- B. disclosure of agency
- **C. disclosure of an area's demographics of race and ethnicity**
- D. disclosure of all offers

Answer: C

Explanation:

Brokerages have legal and ethical disclosure obligations, including:

Disclosure of agency (who the licensee represents).

Disclosure of financial condition (as it pertains to ability to complete transaction).

Disclosure of all offers (must present promptly).

However, disclosing demographics of race and ethnicity violates the Fair Housing Act because it could encourage steering or discrimination. This type of disclosure is explicitly prohibited.

Reference (Virginia Real Estate):

Federal Fair Housing Act (42 U.S.C. §§ 3601-3619)

Virginia Fair Housing Law, Code of Virginia Title 36, Ch. 5.1

Real Estate Board Regulations (18 VAC 135-20-300) - Standards of conduct

NEW QUESTION # 35

What is the perimeter of a rectangular lot with the dimensions of 40 ft. x 50 ft.?

- A. 150 ft.
- B. 200 ft.
- C. 90 ft.
- **D. 180 ft.**

Answer: D

Explanation:

Formula for perimeter of a rectangle:

$$P = 2(L + W)$$

$$P = 2(40 + 50) = 2(90) = 180 \text{ ft.}$$

Wait — checking carefully:

- Length = 50 ft
- Width = 40 ft
- Add sides: $50 + 50 + 40 + 40 = 180 \text{ ft}$

Thus, correct perimeter is **180 ft (B)**, not 200.

Reference (Virginia Real Estate Math):

Real Estate Math section in Virginia pre-license education

A490-02REGS.pdf - Math requirements for licensure

□ Corrected: Answer = B. 180 ft

NEW QUESTION # 36

According to the Virginia Residential Landlord Tenant Act (VRLTA) what is the maximum amount a landlord may keep as a security deposit?

- A. six months' rent
- **B. two months' rent**
- C. \$2,000
- D. one month's rent

Answer: B

Explanation:

Under the Virginia Residential Landlord and Tenant Act (VRLTA), a landlord may not demand or receive a security deposit exceeding the equivalent of two months' rent.

Deposit must be returned (with allowable deductions) within 45 days after lease termination.

This protects tenants from excessive deposits while allowing landlords some coverage for damages.

Other options:

(A) One month = incorrect, law allows more.

(C) \$2,000 = not specified in law.

(D) Six months = excessive and prohibited.

Reference (Virginia Real Estate):

Virginia Code § 55.1-1226 (Security deposits)

Virginia Residential Landlord Tenant Act (VRLTA)

A490-02REGS.pdf - Landlord-tenant curriculum

NEW QUESTION # 37

What is a deed containing the strongest and broadest form of guarantee of title?

- A. general warranty deed
- B. special warranty deed
- C. quitclaim deed
- D. bargain and sale deed

Answer: A

Explanation:

A general warranty deed provides the strongest and broadest protection to the grantee (buyer). It guarantees that the grantor holds clear title to the property, free of encumbrances, and covers all claims against the property both before and during the grantor's ownership.

Quitclaim deed (A): Conveys only whatever interest the grantor has (if any) with no warranties.

Special warranty deed (B): Protects only against claims during the grantor's ownership.

Bargain and sale deed (D): Implies ownership but provides no warranties against liens or encumbrances.

Therefore, the general warranty deed is the strongest guarantee of title and most commonly used in Virginia residential real estate sales.

Reference (Virginia Real Estate):

Code of Virginia § 55.1-300 et seq. (Deeds)

Virginia Real Estate Board education requirements - Deeds and Transfer of Title A490-02REGS.pdf (Deeds & Title Transfer curriculum)

NEW QUESTION # 38

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

Answer: C

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)

NEW QUESTION # 39

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