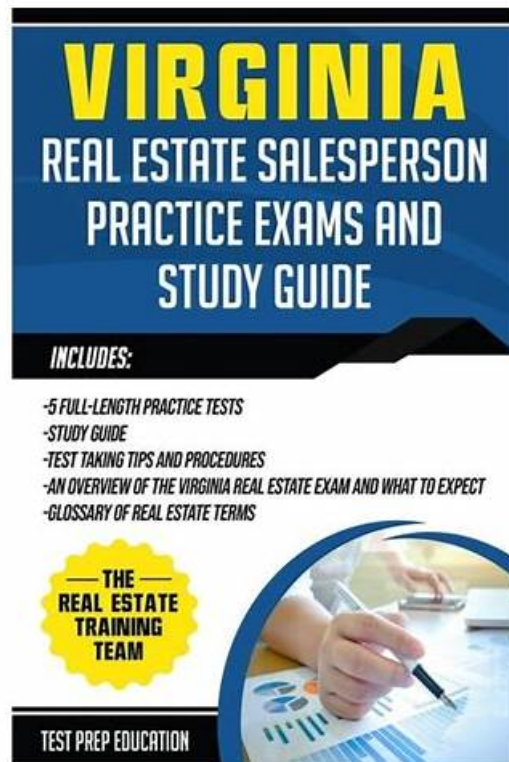


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## Real Estate Licensing Virginia Real Estate Salesperson Exam Sample

## Questions (Q33-Q38):

### NEW QUESTION # 33

An area has been rezoned as residential, but a neighborhood store has been legacied in and allowed to continue its business. This is an example of:

- A. area variance
- **B. nonconforming use**
- C. amendment
- D. conditional-use permit

**Answer: B**

Explanation:

When zoning laws change, an existing property use that was legal under the old zoning but is not permitted under the new zoning is considered a nonconforming use.

Example: A neighborhood store that continues operation in an area rezoned as residential.

This use is often "grandfathered in" and allowed to continue, though expansion or major changes may not be permitted.

Other options:

(A) Amendment = change to zoning laws, not the use itself.

(C) Conditional-use permit = allows a use not typically permitted but approved under conditions.

(D) Area variance = exception to zoning requirements, usually related to lot size/setbacks.

Reference (Virginia Real Estate):

Virginia Code Title 15.2 - Local Zoning Authority

Virginia Principles of Real Estate - Zoning & Land Use section

A490-02REGS.pdf - Land use controls

### NEW QUESTION # 34

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

- A. \$2,000
- **B. two months' rent**
- C. six months' rent
- 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 # 35

What does the VRLTA aim to do?

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

**Answer: B**

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 # 36

Trystan and Nia enter into a contract for the sale of a tiny house. Trystan is 17. Closing is supposed to occur in two weeks. This contract is:

- A. executed and void
- B. executory and void
- C. executory and voidable
- D. executed and voidable

**Answer: C**

Explanation:

A contract is executory when its terms have not yet been fully performed (here, closing has not yet occurred).

Because Trystan is 17 years old, he is a minor under Virginia law (legal capacity begins at 18). A minor's contract is generally voidable at the option of the minor, but enforceable against the adult party.

Therefore, this contract is executory (not yet performed) and voidable (due to Trystan's age).

Reference:

Code of Virginia §1-204 (Age of majority = 18)

Virginia Real Estate Board Exam Outline - Contracts (capacity, validity, executory vs executed)

### NEW QUESTION # 37

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

**Answer: D**

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 # 38

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