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Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q42-Q47):

NEW QUESTION # 42

Larry's new tenant, who uses a wheelchair, asks Larry to install grab bars in the bathtub, as well as lowered light switches. The tenant is asking for:

- A. bias, and Larry is not obligated to complete the request
- **B. modifications, and Larry can require that the tenant pay for their installation**
- C. accommodations, and Larry must pay for them, no matter the expense
- D. injunctions, and the Americans with Disabilities Act (ADA) will cover the cost

Answer: B

Explanation:

Under the Fair Housing Act (FHA), landlords must permit reasonable modifications to rental units to allow persons with disabilities full use and enjoyment of the premises.

Examples: installing grab bars, lowering light switches, widening doorways.

Cost responsibility: The tenant typically pays for these modifications unless the housing is federally funded. The landlord may require the tenant to restore the unit to its original condition at the end of tenancy (reasonable wear and tear excluded).

This differs from reasonable accommodations, which are changes to policies/rules (e.g., allowing a service animal) and must be paid for by the housing provider.

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)

A490-02REGS.pdf - Fair Housing curriculum

NEW QUESTION # 43

The duty of obedience does not include requests or instructions that are:

- A. unnecessary
- B. ethical and legal but not advisable
- C. not put in writing
- **D. illegal or unethical in any way**

Answer: D

Explanation:

The fiduciary duty of obedience requires an agent to follow all lawful instructions from their client.

However, the duty does not include following illegal or unethical requests.

Example: A client instructing a licensee to discriminate against buyers or falsify contract terms - the licensee must refuse.

Other options:

(A) Instructions don't always need to be in writing to be valid.

(B) Ethical but unwise requests still require obedience.

(C) "Unnecessary" instructions are subjective and not an exception.

Reference (Virginia Real Estate):

Code of Virginia § 54.1-2131 (Duties of licensees)

Virginia Real Estate Principles - Fiduciary duties section

A490-02REGS.pdf - Agency & fiduciary responsibilities

NEW QUESTION # 44

An appraiser will most likely follow all of these steps in their appraisal, EXCEPT:

- **A. setting a listing price for the property**
- B. gathering and recording data
- C. estimating the land value
- D. reconciling the value estimates

Answer: A

Explanation:

An appraiser's role is to provide an independent, unbiased opinion of value, not to engage in brokerage activities.

Steps appraisers follow:

Gathering and recording data (property details, comps, market conditions) Estimating land value (separate from improvements)

Reconciling value estimates (from cost, income, and sales comparison approaches) They do not set listing prices, which is the job of a real estate agent or seller.

Reference (Virginia Real Estate):

Uniform Standards of Professional Appraisal Practice (USPAP)

Virginia Real Estate Principles - Appraisal section

A490-02REGS.pdf - Appraiser's role in real estate transactions

NEW QUESTION # 45

Ben would like to construct a restaurant on a parcel of land. This particular parcel is not zoned for commercial use. Ben should go to the city and seek a(n):

- A. encroachment
- B. exemption
- C. deference
- **D. use variance**

Answer: D

Explanation:

A use variance allows a property to be used in a way not normally permitted by zoning.

Since Ben wants to build a restaurant (commercial use) on land not zoned for commercial, he must apply to the local zoning board for a use variance.

Other options:

(A) Exemption = not the correct zoning term.

(B) Deference = not a recognized land use concept.

(C) Encroachment = unauthorized intrusion onto another's property (not zoning related).

Reference (Virginia Real Estate):

Code of Virginia Title 15.2 (Zoning laws)

Virginia Real Estate Principles - Land use controls

A490-02REGS.pdf - Zoning & variances curriculum

NEW QUESTION # 46

A licensee could be found liable for all of the following EXCEPT:

- A. failure to disclose a known latent defect to the buyer
- **B. failure to disclose an unknown latent defect in an inaccessible location**
- C. failure to disclose a latent defect that the licensee should have reasonably known
- D. attempting to conceal a known latent defect

Answer: B

Explanation:

A latent defect is a hidden defect not readily discoverable by ordinary inspection. Under Virginia law, licensees are responsible for: Disclosing known latent defects (B, C).

Not concealing or misrepresenting property conditions.

Exercising reasonable care, meaning they may also be liable for defects they should have reasonably known (A).

However, a licensee cannot be held liable for failing to disclose a defect that is:

Unknown to them, and

In an inaccessible location (e.g., behind walls, underground).

Thus, the correct exception is (D).

Reference (Virginia Real Estate):

Code of Virginia § 55.1-703 (Property condition disclosures)

Virginia Real Estate Board Regulations 18 VAC 135-20-300 (Standards of Conduct) A490-02REGS.pdf - Disclosure

requirements

NEW QUESTION # 47

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