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Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q39-Q44):

NEW OUESTION #39

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

- A. unnecessary
- B. not put in writing
- C. ethical and legal but not advisable
- 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 #40

Any non-natural structure built on or affixed to land is an:

- A. appurtenance
- B. encumbrance
- C. improvement
- D. emblements

Answer: C

Explanation:

An improvement is any man-made addition or structure attached to land, such as houses, fences, or buildings.

Other terms:

- (B) Encumbrance = claim, lien, or restriction on property.
- (C) Appurtenance = a right or privilege associated with land (e.g., easement).
- (D) Emblements = crops grown annually, personal property of the farmer/tenant.

Reference:

Virginia Real Estate Principles & Practices - Land Characteristics & Property Rights Virginia Exam Content Outline - Land, Property, and Ownership

NEW QUESTION #41

A form of insurance that protects the policyholder by covering any losses they might incur as a result of theft or fraud by specified individuals is:

- A. a risk management bond
- B. a fidelity bond
- C. a liability bond
- D. a security bond

Answer: B

Explanation:

A fidelity bond is a type of insurance that protects employers or organizations against losses caused by theft, fraud, or dishonesty of employees or other specified individuals.

Other options are distractors:

- (A) Risk management bond not a recognized insurance product.
- (B) Liability bond would cover liability for damages, not theff/fraud.
- (C) Security bond general term, but not the correct insurance product here.

Reference:

Virginia Real Estate Practice Text - Risk management and insurance section Real Estate Board CE Curriculum - Brokerage risk & trust account protections

NEW QUESTION #42

An agreement that gives only one broker and the owner the right to sell the property is called a(n):

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

Answer: A

Explanation:

Exclusive right-to-sell listing = only one broker has the right to sell, and they earn commission regardless of who brings the buyer (broker, owner, or another agent).

Other options:

- (A) Exclusive agency listing owner may sell without paying broker.
- (B) Open listing multiple brokers, only procuring cause earns commission.
- (D) Net listing illegal in Virginia; seller sets net amount, broker keeps excess.

Reference:

Code of Virginia §54.1-2137 (Brokerage agreements)

Virginia Real Estate Principles & Practices - Listing Agreements

NEW QUESTION #43

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. Federal funds rates are high.
- C. The home is in a low-income neighborhood.
- 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 #44

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