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Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q124-Q129):

NEW QUESTION # 124

What is the purpose of the Do Not Call Registry?

- A. It has three main truth-in-advertising provisions.
- **B. It regulates telemarketing activities from commercial organizations.**
- C. It bans bait-and-switch ads.
- D. It governs the use of commercial email advertising.

Answer: B

Explanation:

The National Do Not Call Registry, enforced by the Federal Trade Commission (FTC), regulates telemarketing practices:

Prohibits commercial telemarketers from calling registered phone numbers.

Exceptions: political calls, charitable organizations, debt collectors, and businesses with an established relationship.

Real estate agents must comply and check the registry before making solicitation calls, unless the call falls under an exemption.

Other options confuse it with advertising regulations (truth-in-advertising, CAN-SPAM Act, etc.), which are separate.

Reference (Virginia Real Estate):

Telephone Consumer Protection Act (TCPA)

FTC Do Not Call Registry Rules

Virginia Real Estate Board continuing education on Advertising & Ethics

NEW QUESTION # 125

Which of these types of loans can always be sold on the secondary mortgage market?

- A. loans originated by Fannie Mae
- **B. conforming loans**
- C. non-conforming loans
- D. jumbo loans

Answer: B

Explanation:

Loans are classified as conforming or non-conforming:

Conforming loans: Meet Fannie Mae/Freddie Mac guidelines (loan limits, borrower qualifications). These loans are always eligible for sale on the secondary mortgage market.

Non-conforming loans: Do not meet guidelines (e.g., jumbo loans, subprime loans). These may be sold, but not always.

Other options:

(B) Fannie Mae doesn't originate loans; it buys loans.

(C) Non-conforming loans are not always saleable.

(D) Jumbo loans exceed conforming loan limits, so they don't qualify.

Reference (Virginia Real Estate):

Fannie Mae & Freddie Mac loan guidelines

Virginia Real Estate Principles - Financing section

A490-02REGS.pdf - Secondary mortgage market

NEW QUESTION # 126

A leasehold agreement where the base rent changes is called a:

- A. lease-purchase agreement
- B. net lease
- **C. variable lease**
- D. percentage lease

Answer: C

Explanation:

A variable lease (sometimes called an index lease) is a lease agreement in which the base rent changes during the lease term.

Adjustments may occur based on:

Consumer Price Index (CPI)

Scheduled increases at certain intervals

Other options are incorrect:

Net Lease: Tenant pays base rent + some or all property expenses.

Percentage Lease: Rent is based partly on tenant's gross sales (common in retail).

Lease-Purchase Agreement: Tenant leases property with option or obligation to purchase.

Since the question specifies base rent changes, the correct term is variable lease.

Reference:

Virginia Real Estate Principles & Practices (Leasing section)

Real Estate Board Exam Content Outline: Contracts & Leases

NEW QUESTION # 127

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

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

Answer: A

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 # 128

What is a marketable title?

- A. an abbreviated history of a property, including information on any transfers, grants, wills, conveyances, liens, and encumbrances
- B. constructive or actual notice of real property ownership
- C. a title free from significant encumbrances or defects (such as liens) that might prevent a purchaser from enjoying or eventually selling the property
- D. the official opinion of an attorney regarding the condition of a property's title

Answer: C

Explanation:

Marketable title means the title is clear enough that a prudent buyer would accept it.

It is free from serious defects, liens, or encumbrances that could jeopardize ownership or resale.

Other options:

(A) Opinion of title = attorney's assessment, not the title itself.

(B) Abbreviated history = abstract of title.

(D) Constructive/actual notice = legal doctrines, not marketability.

Reference:

Virginia Real Estate Principles & Practices - Title Concepts

Code of Virginia §55.1-900 et seq. (Title and conveyances)

NEW QUESTION # 129

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