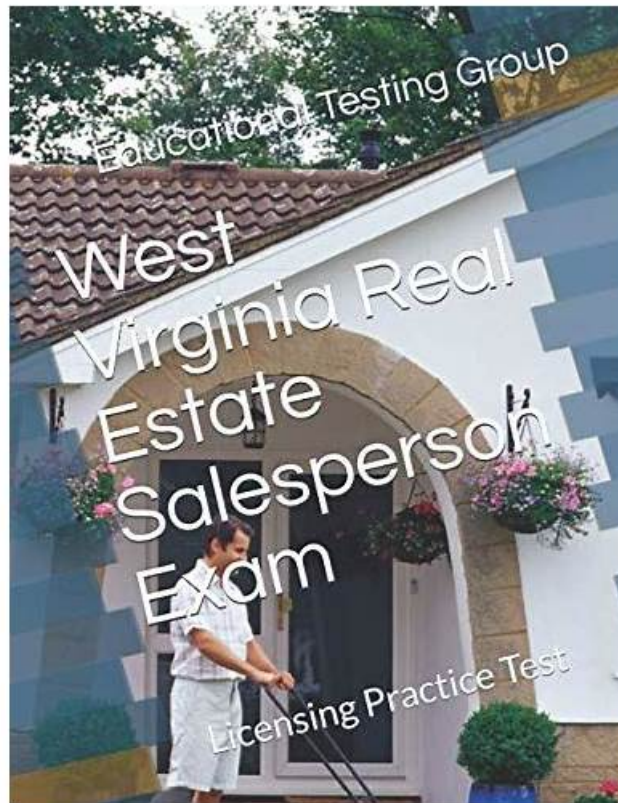


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Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q51-Q56):

NEW QUESTION # 51

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. open listing
- C. net listing
- D. exclusive agency 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 # 52

What deed provides the grantee with the least protection of any deed, while putting the least liability on the grantor?

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

Answer: C

Explanation:

Deed types vary by the level of protection given to the grantee and liability for the grantor:

General Warranty Deed (A): Highest protection; grantor warrants title against all defects, even before their ownership.

Special Warranty Deed (B): Warrants only against defects during the grantor's ownership.

Quitclaim Deed (C): Provides no warranties at all - it only conveys whatever interest (if any) the grantor may have. Offers the least protection for the grantee and least liability for the grantor.

Bargain and Sale Deed (D): Conveys ownership but with limited or no warranties; still greater than quitclaim in most contexts.

Thus, the quitclaim deed gives the grantee the least protection.

Reference:

Code of Virginia §55.1-300 et seq. (Conveyances and deeds)

Virginia Real Estate Principles & Practices - Deeds section

NEW QUESTION # 53

Arnav is interested in a residential property because he loves the antique light fixtures installed in every room. Corey is the license holder helping Arnav find a property. Which of the following is MOST TRUE about Corey's situation?

- A. Corey should specify in writing whether the light fixtures are the seller's personal property.
- B. Corey should not address the light fixtures, as it is safe to assume light fixtures will convey with the property title.
- C. Corey should specify verbally whether the light fixtures are the seller's personal property.
- D. Corey should mention the light fixtures to his sponsoring broker in case issues come up later.

Answer: A

Explanation:

Fixtures are items attached to the property and usually transfer with the real estate. Light fixtures are typically considered fixtures, not personal property.

However, disputes can arise if sellers intend to take them.

To avoid ambiguity, the agent should specify in writing in the contract whether fixtures convey.

Other options:

(A) Verbal agreements are unenforceable under the Statute of Frauds.

(B) While fixtures usually convey, assumptions create disputes.

(C) Mentioning it to a broker is insufficient-needs to be in writing in the purchase agreement.

Reference (Virginia Real Estate):

Code of Virginia § 11-2 (Statute of Frauds)

Virginia Real Estate Principles - Fixtures vs. Personal Property

A490-02REGS.pdf - Contracts & property section

NEW QUESTION # 54

What are mortgage-backed securities?

- A. notices that acknowledge a borrower's debt to the lender and promise to repay the holder of the note
- B. promissory notes that reference a security instrument
- **C. investment instruments that have packaged mortgages as collateral**
- D. the rights to real property being held by one party for the benefit of another

Answer: C

Explanation:

Mortgage-Backed Securities (MBS) are investment instruments created when lenders bundle groups of mortgages and sell them to investors. These securities are backed by the cash flow from the underlying mortgage loans.

Investors receive interest and principal payments derived from homeowners' mortgage payments.

MBS are often issued by government-sponsored entities like Fannie Mae, Freddie Mac, or Ginnie Mae.

They help provide liquidity in the mortgage market by allowing lenders to free up funds to make more loans.

Reference (Virginia Real Estate & Finance):

Virginia Principles of Real Estate textbook discussions on financing and secondary mortgage market Real Estate Settlement education material in A490-02REGS.pdf (Mortgage Finance section)

NEW QUESTION # 55

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

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

Answer: C

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 # 56

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and Southern California Edison, Likewise, fire suppression systems Virginia-Real-Estate-Salesperson have regulations that determine the minimum vertical clearance from the sprinkler head to the equipment and people below it.

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