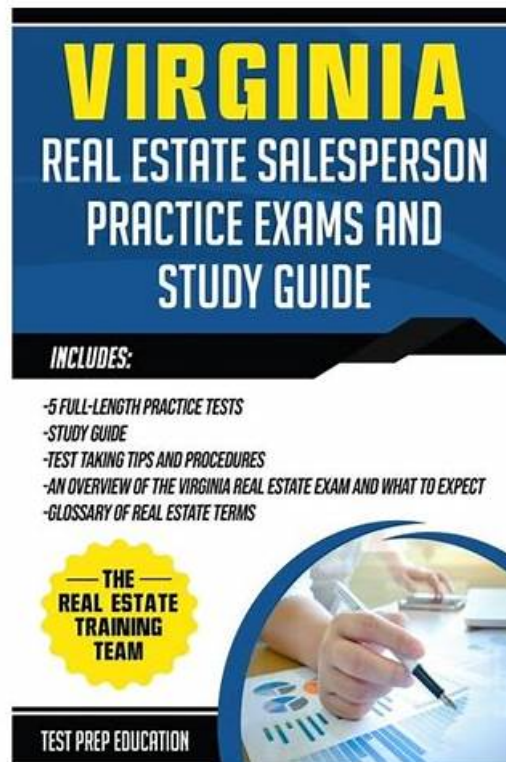


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Real Estate Licensing Virginia Real Estate Salesperson Exam Sample Questions (Q91-Q96):

NEW QUESTION # 91

Rosa is trying to get approved for a loan so she can purchase a new home. What type of value will the lender use to determine whether or not to approve Rosa's loan?

- A. insurable value
- B. market value
- C. appraised value
- D. assessed value

Answer: C

Explanation:

When approving a loan, the lender relies on the appraised value, which is the value determined by a licensed appraiser. This ensures that the property is sufficient collateral for the loan.

Other options:

(A) Market value - what a buyer is willing to pay, but lenders require a professional appraisal.

(B) Insurable value - amount insurance would cover, not relevant for loan approval.

(D) Assessed value - used by tax authorities for property taxes, not lending.

Reference:

Virginia Real Estate Finance Principles - Loan underwriting & appraisal role Fannie Mae Selling Guide (Collateral requirements)

NEW QUESTION # 92

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

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

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 # 93

The purpose of discount points is:

- A. to lower the property value for purposes of tax savings
- B. to lower the amount due at closing
- C. to lower the interest rate over the life of the loan
- D. to lock in an interest rate for a specified time prior to closing

Answer: C

Explanation:

Discount points are prepaid interest paid at closing to the lender.

One point = 1% of the loan amount.

By paying points upfront, borrowers receive a lower interest rate over the life of the loan (commonly referred to as "buying down the rate").

Other options:

(B) Wrong - has nothing to do with property taxes.

(C) Wrong - that describes an interest rate lock, not discount points.

(D) Wrong - points increase closing costs.

Reference:

Virginia Real Estate Finance Principles - Discount Points

Fannie Mae Guidelines - Loan Costs

NEW QUESTION # 94

Which of these is a reason a borrower might be offered a subprime loan by a lender?

- A. A borrower's credit score is too high.
- **B. The borrower's credit report includes numerous delinquencies.**
- C. Federal funds rates are high.
- D. The home is in a low-income neighborhood.

Answer: B

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 # 95

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

Answer: A

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

NEW QUESTION # 96

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