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Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q15-Q20):

NEW QUESTION # 15

Why is it important for a seller to disclose the presence of an old fuel tank on a property?

- A. The buyer may want to use the tank.
- B. The buyer will need to check if the tank is correctly sized.
- C. Buyers don't need to know.
- D. Older tanks may leak and contaminate the ground.

Answer: D

Explanation:

Underground storage tanks (USTs), particularly older ones made of steel, may corrode and leak, releasing hazardous substances such as oil or fuel into the soil and groundwater.

Maryland environmental law and the 60-Hour Course emphasize that sellers must disclose known environmental hazards, and buyers should be aware of potential remediation costs.

The Maryland Department of the Environment (MDE) regulates USTs, requiring proper registration, maintenance, and closure procedures to prevent contamination.

Reference: Maryland 60-Hour Principles and Practices - "Environmental Issues and Disclosures"; Maryland Environment Article, Title 4 - Water Management, Subtitle 4 - Oil Pollution and Tank Management.

NEW QUESTION # 16

What type of ownership do most corporations use to hold real property?

- A. Common
- B. Joint tenancy
- C. Severalty
- D. Trust

Answer: C

Explanation:

A corporation is a single legal entity, separate from its shareholders. When it holds title to real property, ownership is in severalty, meaning "sole" ownership by one legal person. Unlike joint tenancy or tenancy in common, there are no co-owners in severalty; the corporate entity alone holds all rights of ownership. This principle is highlighted in the ownership portion of the Maryland pre-licensing curriculum.

Reference: Maryland 60-Hour Principles and Practices Course - "Forms of Real Estate Ownership" Topic; Maryland Real Property Article 1-101 (definition of person includes corporation).

NEW QUESTION # 17

The power of the state to claim property when the owner dies without a will and without locatable heirs or creditors is also known as _____.

- A. Escheat
- B. Taking
- C. Eminent domain
- D. Life estate

Answer: A

Explanation:

Escheat is the government's power to take title to property when someone dies intestate (without a will) and no heirs or creditors can be found. This differs from eminent domain (the government's power to take private property for public use with just compensation) and from a taking (the act under eminent domain). A life estate is a private freehold interest measured by a person's lifetime, not a government power. These core definitions are covered in the Real Property and the Law module.

References:

Maryland 60-Hour Principles & Practices Course - Real Property and the Law (government powers: police power, eminent domain, taxation, escheat).

NEW QUESTION # 18

_____ is a process in which an appraiser determines a probable range of values for a property by comparing a group of comparable sales to the subject. The appraiser attempts to include both superior and inferior units of comparison, such as age and transaction price.

- A. Bridging
- B. Substituting
- C. Surrounding
- **D. Bracketing**

Answer: D

Explanation:

In the valuation module, the course explains bracketing as an appraisal technique where the appraiser selects comparables that are both superior and inferior to the subject on key characteristics (e.g., gross living area, condition, lot size, age, quality, transaction price) to "bracket" the likely value range. Proper bracketing strengthens the sales comparison approach and supports a credible reconciliation by demonstrating the subject's position within a range indicated by the market.

References: Maryland 60-Hour Principles and Practices of Real Estate - Appraisal and Valuation: sales comparison approach, selection of comparables, units of comparison, and bracketing methodology.

NEW QUESTION # 19

Homeowners can take several actions related to pest infestations, but which of the following actions should be left to licensed pest management professionals?

- **A. Applying pesticides**
- B. Installing a vapor barrier
- C. Looking for signs of an infestation
- D. Removing moisture from the home

Answer: A

Explanation:

The course's Environmental Issues content explains that while owners can perform basic prevention (reducing moisture, sealing entry points, monitoring for signs, installing vapor barriers), the application of many pesticides-particularly restricted-use pesticides and termite treatments-must be performed by properly licensed pest management professionals due to health, safety, and regulatory requirements. Real estate professionals should know when to recommend qualified, licensed contractors for inspections and treatment and understand disclosure duties regarding known infestations and prior treatments.

References: Maryland 60-Hour Principles and Practices of Real Estate - Environmental Issues and Disclosures: wood-destroying insects, inspections, treatment, licensing considerations, and disclosure obligations.

NEW QUESTION # 20

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