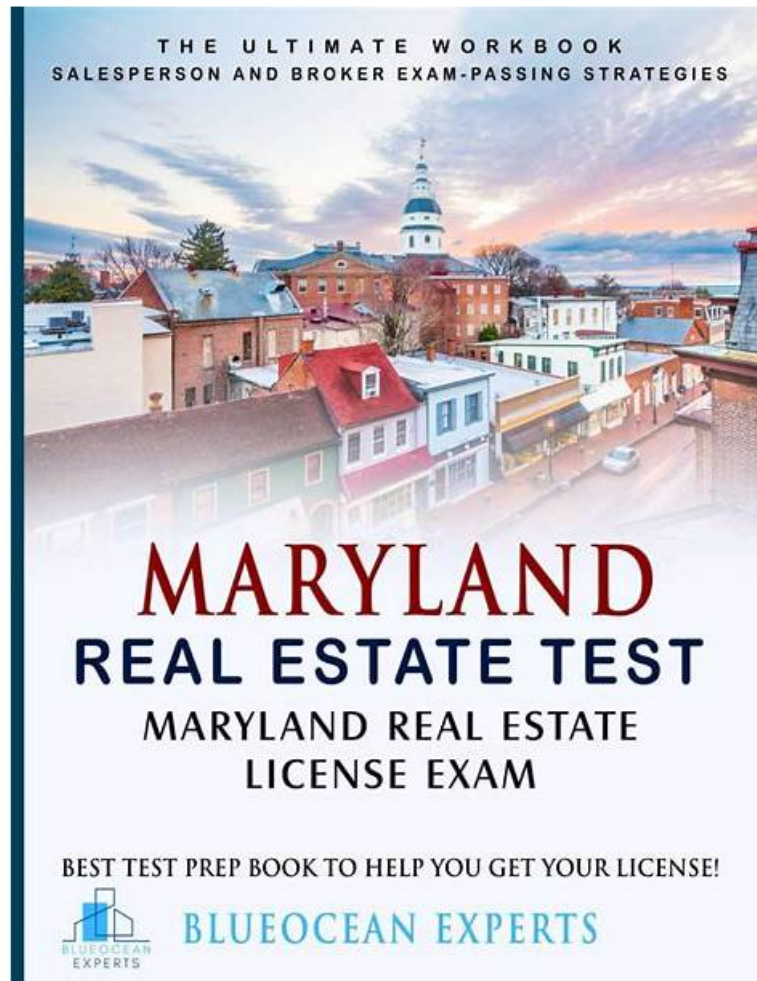


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Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q81-Q86):

NEW QUESTION # 81

What is typically included in a Multiple Listing Service (MLS) used by real estate professionals?

- A. A classified advertising site that charges by the column inch
- B. A proprietary site open only to real estate professionals
- C. A free service for real estate professionals and the public
- **D. An online database of active, under contract, sold, expired, and withdrawn listings**

Answer: D

Explanation:

Comprehensive and Detailed

The Multiple Listing Service (MLS) is a cooperative online database used by licensed real estate professionals to share information about properties for sale or lease. It includes active, pending/under-contract, sold, expired, and withdrawn listings. The MLS enhances market transparency and cooperation among brokers, ensuring accurate data and broad property exposure.

NEW QUESTION # 82

Ellen and Sadie signed an agreement to list Sadie's condo for sale. After the contract was signed, Sadie's father, Grant, offered to pay Ellen's commission as a housewarming present. Sadie's mom and stepdad, Linda and Rick, also chipped in. Who is Ellen's client?

- A. Grant
- **B. Sadie**
- C. Linda
- D. Rick

Answer: B

Explanation:

Comprehensive and Detailed

Regardless of who pays the commission, the client is the person named in the agency agreement—in this case, Sadie, the property owner.

The Maryland Real Estate Brokers Act defines the client as the party with whom the broker or salesperson has an agency relationship, not necessarily the one providing compensation.

Third-party payments do not alter the contractual relationship or fiduciary duties.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Law of Agency" Module Md. Business Occupations and Professions Article §17-530 - Agency Relationship and Duties.

NEW QUESTION # 83

What is it called when a person who has possession of a property through a life estate abuses the property or allows it to deteriorate?

- **A. Act of waste**
- B. Escheat
- C. Reversionary interest
- D. Estate at sufferance

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of Maryland 60-Hour Principles and Practices of Real Estate Pre-

Licensing Course:

A life tenant holds possession for the duration of a measured life but must maintain the property and preserve its value for the remainderman or reversionary owner.

When the life tenant damages, neglects, or depletes the property, that conduct is termed an act of waste.

The future interest holder may take legal action to stop such waste.

The concept appears under "Interests in Real Estate" when describing life estates and their limitations.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course, Estates in Land chapter.
- Maryland Real Property Article §14-101 et seq.

NEW QUESTION # 84

Which type of antitrust violation involves two or more businesses conspiring against another business?

- A. Price fixing
- B. Tie-in arrangement
- C. Group boycotting
- D. Market allocation

Answer: C

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course:

A group boycott occurs when two or more competitors conspire to refuse to deal with another firm or individual, thereby attempting to eliminate competition.

This is a violation of the Sherman Antitrust Act and the Clayton Act, both covered in the "Ethics and Antitrust" section of the Maryland pre-licensing course.

Examples include two brokerages agreeing not to cooperate with a third brokerage or to exclude another licensee from access to listings.

Maryland law and the National Association of REALTORS® Code of Ethics prohibit any conduct that restricts trade or limits consumer choice.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Fair Housing and Ethics / Antitrust section.
- Sherman Antitrust Act (15 U.S.C. §1).
- Clayton Antitrust Act (15 U.S.C. §12-27).

NEW QUESTION # 85

Which of the following best describes the concept of appreciation?

- A. When a property's value increases as a result of capital improvements.
- B. When the value of a property decreases over time.
- C. When the value of a property increases over time.
- D. When losses are deducted from a property's value for tax purposes.

Answer: C

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course:

Appreciation refers to the increase in a property's value over time due to factors such as market demand, improvements, inflation, or location desirability.

It is the opposite of depreciation, which is a decline in value. Appreciation may result from physical improvements (e.g., renovations) or external factors (e.g., neighborhood development).

This concept is emphasized in the Maryland 60-Hour Course within the "Real Estate Appraisal and Valuation" module as a key element of market analysis and investment potential.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Real Estate Appraisal and Valuation" Module
Federal Appraisal Guidelines - Market Value Concepts.

NEW QUESTION # 86

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