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## Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q166-Q171):

### NEW QUESTION # 166

What agency enforces fair housing laws in Maryland?

- **A. The Commission on Civil Rights**
- B. The Discriminatory Acts Board
- C. The Fair Housing Updates Board
- D. The Fair Housing Administration and Enforcement Board

**Answer: A**

Explanation:

The Maryland Commission on Civil Rights (MCCR) is the state agency responsible for enforcing fair housing laws within Maryland. Under the Maryland Fair Housing Act (found in Title 20 of the State Government Article), the MCCR investigates complaints of discrimination in housing based on race, color, religion, sex, familial status, national origin, marital status, sexual orientation, gender identity, and disability.

The MCCR's duties include:

- \* Receiving and investigating housing discrimination complaints.
- \* Attempting conciliation between parties when possible.
- \* Referring cases to the U.S. Department of Housing and Urban Development (HUD) when they fall under federal jurisdiction.
- \* Enforcing penalties and ensuring compliance with both state and federal fair housing standards.

In the Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course, this information is covered under the "Maryland Fair Housing and Ethics Requirements" module, emphasizing that licensees must understand and comply with both federal Fair Housing Act provisions and Maryland's additional protected classes enforced by the MCCR.

Reference (Maryland Source):

\* Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Maryland Fair Housing and Ethics Requirements" Module

\* Annotated Code of Maryland, State Government Article, Title 20 - Human Relations, 20-701 to 20-711 (Maryland Fair Housing Act).

### NEW QUESTION # 167

In accordance with the Maryland Property Condition Disclosure Law, when is the seller required to provide the Maryland Residential Property Disclosure and Disclaimer Statement to the buyer?

- A. Only before entering into a contract of sale with the buyer.
- B. Only if the buyer asks for it.
- **C. On or before entering into a contract of sale with the buyer.**
- D. No more than 24 hours after both parties have signed the agreement.

**Answer: C**

Explanation:

Maryland's Property Condition Disclosure Law requires residential sellers to deliver the Maryland Residential Property Disclosure and Disclaimer Statement to a prospective purchaser on or before the time the buyer enters into a contract of sale. This timing ensures the buyer receives statutory condition information before becoming contractually bound, and failure to provide it timely can trigger buyer rights to rescind.

References: Maryland Real Property Article 10-702 (Residential Property Disclosure and Disclaimer Statement); Maryland pre-licensing topic Environmental Issues and Disclosures (state-mandated property condition disclosures and delivery timing).

### NEW QUESTION # 168

What happens when personal property is attached to real property?

- A. It remains personal property.
- **B. It becomes a fixture.**
- C. It's classified as emblements.
- D. It's considered detached property.

**Answer: B**

Explanation:

When personal property (chattel) is physically attached to real property in such a way that it becomes part of the real estate, it becomes a fixture. Fixtures transfer with the property upon sale unless specifically excluded in the contract. The determination depends on attachment, adaptation, and intent. Maryland's course addresses fixtures under "Real Property and the Law," emphasizing how they affect ownership and conveyance.

Reference: Maryland 60-Hour Principles and Practices Course - "Real Property and the Law" Topic; Maryland Real Property Article 1-101(b).

### NEW QUESTION # 169

The cost approach to finding an appraised value measures which of the following?

- A. The cost to acquire land only
- B. The expenses the property is expected to produce for the owner
- C. The cost to construct a reproduction only
- D. The cost to acquire land and construct a reproduction

**Answer: D**

Explanation:

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

The cost approach to appraisal is based on the principle of substitution, which assumes that a buyer will not pay more for a property than it would cost to purchase a similar site and construct a comparable building with equal utility.

The process involves:

Estimating the value of the land as if vacant,

Estimating the current cost to reproduce or replace the improvements,

Subtracting depreciation (physical, functional, or external), and

Adding the land value to the depreciated improvement cost. Thus, the cost approach measures the cost to acquire the land and construct a reproduction or replacement of the improvements-making option A correct.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Real Estate Appraisal and Valuation" Module Uniform Standards of Professional Appraisal Practice (USPAP) - Cost Approach Overview.

#### **NEW QUESTION # 170**

What type of license will you receive if you have a supervising broker at the time of application?

- A. Broker's license
- B. Inactive license
- C. Firm license
- D. Active license

**Answer: D**

Explanation:

Comprehensive and Detailed

In Maryland, when a new salesperson applicant identifies a supervising broker on the license application, the applicant receives an active license.

An inactive license is issued only if no broker is designated.

An active license authorizes the salesperson to conduct real estate activities under the supervision of the sponsoring broker, in compliance with MREC rules.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Maryland License Law and Regulations" Module Md. Business Occupations and Professions Article §17-301-§17-303 - License Activation and Supervision.

#### **NEW QUESTION # 171**

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