

# Real Estate Maryland-Real-Estate-Salesperson Exam dumps 2026



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## Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q12-Q17):

### NEW QUESTION # 12

A licensee wants to meet with her potential buyer clients face-to-face in her office. What's her reason for doing this?

- A. She wants to make sure the buyers are serious about purchasing.
- B. She wants to run a credit check on the buyers.
- C. She wants to sell the buyers on a local neighborhood that she likes.
- D. She wants the buyers to meet her office mate.

**Answer: A**

Explanation:

Meeting potential buyer clients in-person allows the licensee to establish agency, verify identity, discuss representation agreements, and assess buyer motivation and qualifications. Maryland's brokerage-operation standards emphasize that the licensee should determine whether prospects are ready, willing, and able to purchase before proceeding, ensuring compliance with agency-disclosure and record-keeping requirements.

Reference: Maryland 60-Hour Course - "Real Estate Brokerage Operations" Module; Maryland Business Occupations and Professions 17-532 (Agency Disclosure and Written Agreements).

### NEW QUESTION # 13

At a business meeting attended by the heads of the top brokerages in town, the keynote speaker discussed a minimum listing fee. What is this?

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

**Answer: C**

Explanation:

Agreeing or even coordinating on a minimum commission or listing fee among competing brokerages is price fixing, a per se violation of antitrust law. Maryland pre-licensing emphasizes that competitors must not discuss or set commission rates, fees, or pricing policies; each brokerage must independently determine its fees.

\* Group boycotting = competitors conspiring to refuse to deal with a party.

\* Market allocation = dividing territories/customers.

\* Tie-in arrangement = conditioning sale of one product/service on purchase of another.

References (Maryland Sources / Pre-Licensing Core Content):

\* Maryland 60-Hour Course: "Real Estate Brokerage Operations" (antitrust compliance: price fixing, market allocation, group boycotts, tie-ins).

\* Sherman Antitrust Act principles as incorporated in Maryland real estate education.

\* COMAR 09.11.02 (ethical conduct; avoiding anticompetitive practices); MREC guidance on commissions being negotiable and set independently by each brokerage.

### NEW QUESTION # 14

In the conveyance of real property after death, what takes precedent over any terms specified in the deceased person's will?

- A. Operation of law
- B. Nothing
- C. Intestate
- D. Heirs' wishes

**Answer: A**

Explanation:

In real property conveyance, certain interests and transfers occur by operation of law and therefore supersede contrary provisions in a will. Common examples include joint tenancy with right of survivorship, tenancy by the entirety, life estates with a named remainderman, and properly created transfer-on-death/beneficiary designations. These interests vest automatically at death and are not controlled by the decedent's will.

"Intestate" refers to dying without a valid will and does not itself take precedence over a will. The heirs' wishes have no legal effect against properly vested interests. Therefore, where applicable, operation of law controls over will terms regarding those interests.

References: Maryland pre-licensing curriculum- Transfer of Title (voluntary and involuntary conveyances; operation of law; survivorship estates; will vs. non-probate transfers).

### NEW QUESTION # 15

When must informed consent for dual agency be obtained?

- A. At the time when the licensee and customer have entered into an agent/client relationship
- B. As the situation arises

- C. Prior to entering into a contract for a specific transaction.
- D. In the first face-to-face meeting with a potential client

**Answer: C**

Explanation:

Maryland permits dual agency only under strict disclosure and consent rules (typically implemented as intra-company agency, where a broker designates separate intra-company agents for each party). Written, informed consent from both parties must be obtained before the licensee(s) act in a dual/intra-company capacity for a specific transaction and, in any event, prior to the parties entering into a contract.

Maryland uses a MREC-prescribed Consent for Dual Agency disclosure form for this purpose. Early disclosure is encouraged at the formation of the brokerage relationship, but transaction-specific informed consent must be secured before contract.

References (Maryland Sources / Pre-Licensing Core Content):

\* Maryland Business Occupations and Professions Article, Title 17 (Real Estate Brokers Act) - agency disclosures; dual/intra-company agency framework; written informed consent requirements.

\* MREC forms/guidance: Consent for Dual Agency (transaction-specific written consent).

\* Maryland 60-Hour Pre-Licensing Course: "Maryland Agency Law" (dual agency; intra-company agency; timing and form of consent).

### NEW QUESTION # 16

How do you decide which party you represent in a transaction?

- A. It's based on priority. A seller's duties come before a buyer's duties.
- B. It's based on the implied agreement between you and the party whom you represent.
- C. It's based on compensation. If the seller is paying you, you work for the seller.
- D. It's based on the express written agreement between you and the party whom you represent.

**Answer: D**

Explanation:

In Maryland, agency is established by an express, written brokerage agreement that identifies the client, defines the scope of services, and sets compensation terms and required disclosures. Who pays compensation does not determine agency; payment can come from any party or through the cooperative compensation system (e.g., MLS offers) without changing whom the licensee represents. Implied agency is not an acceptable substitute for the required written agreement in Maryland.

References:

Maryland Business Occupations & Professions Article, Title 17 - written brokerage agreement requirement and agency disclosures. COMAR 09.11.02 (MREC regulations) - content and use of brokerage agreements; disclosure obligations.

Maryland 60-Hour Principles & Practices Course - Real Estate Brokerage & Agency Module (written agreements and representation).

### NEW QUESTION # 17

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