

Quiz 2026 Maryland-Real-Estate-Salesperson: Maryland Real Estate Salesperson Examination—Professional Guaranteed Success

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Quiz & Worksheet - Maryland Real Estate Salesperson License Requirements

1. What is one of the steps needed to get a Maryland real estate license?

- A Take 60 hours of pre-license education courses
- B Take 15 hours of pre-license education courses
- C Be 21 years or older
- D Submit your application to the department of commerce

2. What is an activity that requires a real estate license?

- A Earning a real estate commission
- B Holding an open house
- C Selling your own home
- D Providing property management services

3. What is one thing you must do to renew your real estate license in Maryland?

- A Complete 15 hours of continuing education courses every two years
- B Take 60 hours of pre-license education courses every four years
- C Retake the real estate exam
- D Complete at least 20 transactions

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Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q150-Q155):

NEW QUESTION # 150

Which of the following is a material fact that must be disclosed to prospective buyers?

- A. A lead-based paint disclosure must be included since the home was built in 1957.
- B. A previous homeowner had Ebola.
- C. A house has had more than ten owners.
- D. A previous owner had HIV.

Answer: A

Explanation:

For pre-1978 residential housing, federal law (Title X) requires the lead-based paint disclosure, EPA pamphlet delivery, and an opportunity for a lead assessment. This is a material, mandatory disclosure.

Medical history of prior occupants (e.g., HIV, Ebola) is not disclosed and implicates fair housing and privacy.

Number of prior owners is not a material defect by itself.

References: Maryland 60-Hour Course: "Environmental Issues and Disclosures" (Lead-Based Paint-pre-1978 disclosure requirements); "Fair Housing and Ethics" (protected information and privacy).

NEW QUESTION # 151

Shelly buys Mark's house, which is still in an option period with Monique. Monique decides to exercise her option after Shelly moves in. What will happen?

- A. Mark will have to refund Monique's option fee.
- B. **Shelly will have to sell the house to Monique.**
- C. Nothing will happen, as long as Shelly has a fully executed sales contract with Mark.
- D. Shelly and Mark must form a new option agreement.

Answer: B

Explanation:

An option contract gives the optionee (Monique) the exclusive right to purchase a property within a specified period and under specific terms, but not the obligation to do so.

When properly executed and supported by consideration (the option fee), the option is a binding contract on the property owner (Mark) and any subsequent owners who take title with constructive notice of the existing option.

Therefore, when Monique exercises her valid option within the option period, Shelly must honor it-the property must be sold to Monique under the agreed terms.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Real Estate Contracts" Module Maryland Contract Law Principles - Option Contracts and Specific Performance.

NEW QUESTION # 152

What is one drawback of sub-agency from a listing broker's standpoint?

- A. There aren't any drawbacks.
- B. The listing broker will have to pay two agents' commissions.
- C. Both parties must agree to dual agency.
- D. **The listing broker and listing agent can be liable for the sub-agent's actions.**

Answer: D

Explanation:

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

Under sub-agency, a cooperating broker or licensee assists the listing broker in selling the property and represents the seller as a sub-agent of the listing broker.

A key drawback is that the listing broker is legally responsible for the sub-agent's actions because the sub-agent owes fiduciary

duties to the same principal (the seller).

Any misrepresentation, negligence, or violation by the sub-agent can expose the listing broker to disciplinary action or civil liability. This is why many Maryland brokers now prefer buyer agency over sub-agency.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Agency Relationships and Sub-Agency section.
- Business Occupations and Professions Article §17-534.

NEW QUESTION # 153

Why are legal descriptions required in real estate contracts?

- A. To calculate the exact property taxes owed by the new owner
- B. To establish the legal boundaries for future construction on the property
- C. To ensure the piece of property can be clearly identified from all other properties
- D. To guarantee the buyer is receiving the exact property they believe they are purchasing

Answer: C

Explanation:

A legal description uniquely identifies a parcel of real estate so it can be distinguished from every other property.

In Maryland, contracts and deeds must contain a valid legal description, such as:

Metes and bounds,

Lot and block, or

Rectangular survey (government survey). This ensures the transfer is legally enforceable and leaves no ambiguity about what property is being conveyed. Without a legal description, a real estate contract or deed may be deemed invalid or unenforceable in court.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Real Property and the Law" Module Maryland Real Property Article 3-101 - Formal Requisites of Instruments of Conveyance.

NEW QUESTION # 154

A veteran licensee always has a face-to-face meeting before he works with any buyer. What might be a good reason for this?

- A. To get the buyer's FICO score, credit report, and tax receipts
- B. To build trust and rapport
- C. To determine the buyer's ethnicity
- D. To look the buyer in the eye to see if the buyer is hiding anything

Answer: B

Explanation:

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

Under Maryland's agency law, a licensee must establish a relationship of trust, confidence, and loyalty with a client.

Meeting face-to-face helps the agent explain agency relationships, present the Understanding Whom Real Estate Agents Represent disclosure, and begin building rapport and confidence, which are critical in fiduciary relationships.

As emphasized in the Brokerage and Agency module, personal contact helps ensure informed consent and professional transparency-never to collect personal demographic or financial data outside proper procedures.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Law of Agency and Broker-Client Relationships section.
- Business Occupations and Professions Article §17-530 through §17-534.

NEW QUESTION # 155

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