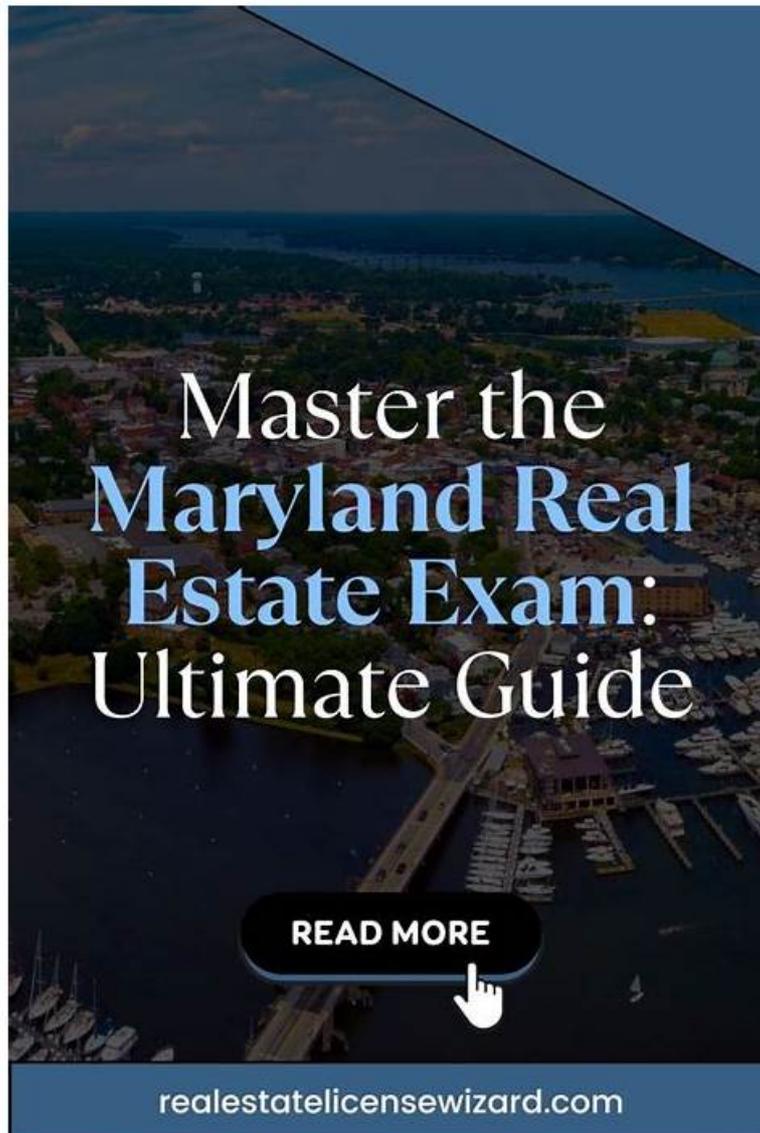


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### Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q213-Q218):

#### NEW QUESTION # 213

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

**Answer: A**

Explanation:

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

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 # 214

What instruments are commonly used to secure the purchase of real property?

- A. Mortgage and promissory note
- B. Deed of trust and promissory note
- C. Mortgage and lease
- D. Mortgage and deed of trust

**Answer: A**

Explanation:

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

A promissory note is a borrower's written promise to repay a specified amount of money under agreed terms.

A mortgage is the security instrument that pledges real property as collateral for that note.

Together, they form the legal and financial foundation for most real estate loans.

If the borrower defaults, the lender may foreclose on the property under the rights granted by the mortgage.

The Maryland 60-Hour Course explains that while some states use deeds of trust instead of mortgages, Maryland primarily uses mortgages and promissory notes in conventional real estate financing.

Reference:

### NEW QUESTION # 215

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

**Answer: B**

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 # 216

Google and "If This, Then That" alerts can assist you with which of the following?

- A. Guaranteeing that the property owner receives all rental income
- **B. Monitoring your online listings for rental scams**
- C. Posting your online listings for rent
- D. Removing your listings from a rental website

**Answer: B**

Explanation:

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

The Property Management section of the Maryland pre-licensing course teaches that licensees must monitor their listings for fraudulent online activity, such as rental scams where criminals copy legitimate ads and re-post them with false contact details. Setting up automated alerts through tools like Google Alerts or If This, Then That (IFTTT) can help licensees detect unauthorized use of their listings or identifying information.

These monitoring tools allow quick corrective action and protect both the brokerage and the public from scams.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Property Management and Advertising Compliance section.

- Maryland Code of Ethics, COMAR 09.11.02.01-.02.

### NEW QUESTION # 217

How can a real estate licensee legally discuss contract clauses with a client without practicing law?

- A. By describing the legal implications of contract clauses in detail
- B. By advising the client on landlord/tenant responsibilities
- **C. By explaining the general purpose of the contract clause without interpreting its legal impact**
- D. By drafting new contract language to suit the client's needs

**Answer: C**

Explanation:

Licensees are permitted to explain the purpose and factual content of real estate contracts but may not interpret legal implications or draft custom clauses, which constitutes the unauthorized practice of law. The Maryland course teaches that to stay compliant, a salesperson should explain what a clause does in general terms and refer clients to a licensed attorney for legal interpretation.

Reference: Maryland 60-Hour Principles and Practices - "Real Estate Contracts"; Maryland Real Estate Brokers Act, 17-322 -

Prohibited Acts (Unauthorized Practice of Law).

## NEW QUESTION # 218

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