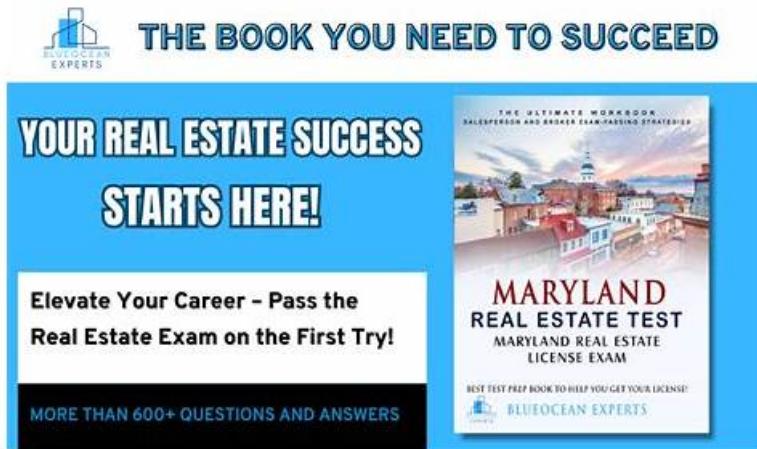


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Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q179-Q184):

NEW QUESTION # 179

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

Answer: D

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 # 180

_____ is a process in which an appraiser determines a probable range of values for a property by comparing a group of comparable sales to the subject. The appraiser attempts to include both superior and inferior units of comparison, such as age and transaction price.

- A. Bridging
- B. Substituting
- C. Bracketing
- D. Surrounding

Answer: C

Explanation:

In the valuation module, the course explains bracketing as an appraisal technique where the appraiser selects comparables that are both superior and inferior to the subject on key characteristics (e.g., gross living area, condition, lot size, age, quality, transaction price) to "bracket" the likely value range. Proper bracketing strengthens the sales comparison approach and supports a credible reconciliation by demonstrating the subject's position within a range indicated by the market.

References: Maryland 60-Hour Principles and Practices of Real Estate - Appraisal and Valuation: sales comparison approach, selection of comparables, units of comparison, and bracketing methodology.

NEW QUESTION # 181

The courts use three primary tests to determine whether something is personal property or real property. What are the names of the three tests?

- A. Method of reimbursement, agreement, and adaptation
- B. Method of attachment, acknowledgement and adaptation
- C. Method of attachment, agreement, and accessory
- D. Method of attachment, agreement, and adaptation

Answer: D

Explanation:

Courts commonly consider (1) method of attachment (annexation), (2) adaptation to the property's use, and (3) agreement of the parties to determine whether an item is a fixture (real property) or personal property. "Acknowledgement," "accessory," and "reimbursement" are not part of the legal fixture tests.

Reference: Maryland pre-licensing curriculum - Real Property and the Law (fixtures; annexation, adaptation, and agreement tests).

NEW QUESTION # 182

[Listing Agreements and Buyer Representation] Properly pricing a property that is entering the market will

Answer:

Explanation:

Increase the chances of a buyer making an offer and potentially reduce the amount of time the home is on the market. Most likely upset the sellers, because they'll net less than they would have if the home were priced higher. Typically result in an offer within the first one or two days. Upset the buyer because it creates a more competitive market. Maryland pre-licensing emphasizes that setting market-correct list price-supported by a CMA and current market conditions-maximizes exposure, attracts ready buyers, and typically shortens days on market.

Overpricing reduces showings and invites price reductions; underpricing risks leaving money on the table but does not guarantee instant offers. Correct pricing improves the probability of offers and a timelier sale.

References: Maryland 60-Hour Course: "Listing Agreements and Buyer Representation" (CMA, pricing strategy, days on market effects); "Real Estate Appraisal and Valuation" (market value principles).

NEW QUESTION # 183

A buyer can submit the earnest-money deposit in the form of _____.

- A. Verbal assurance
- B. A post-dated check
- **C. A personal check**
- D. A promissory note

Answer: C

Explanation:

Maryland license law allows the earnest-money deposit (good-faith deposit) to be paid in cash, certified funds, or personal check, provided the terms are disclosed in the sales contract. A post-dated check or promissory note is not considered "good funds" unless all parties agree in writing. Verbal assurances never satisfy the deposit requirement. The broker must promptly deposit the funds in a designated trust (escrow) account.

Reference: Maryland 60-Hour Course - "Real Estate Contracts" and "Brokerage Operations" modules; COMAR 09.11.02.19 (Escrow Accounts and Trust Money).

NEW QUESTION # 184

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