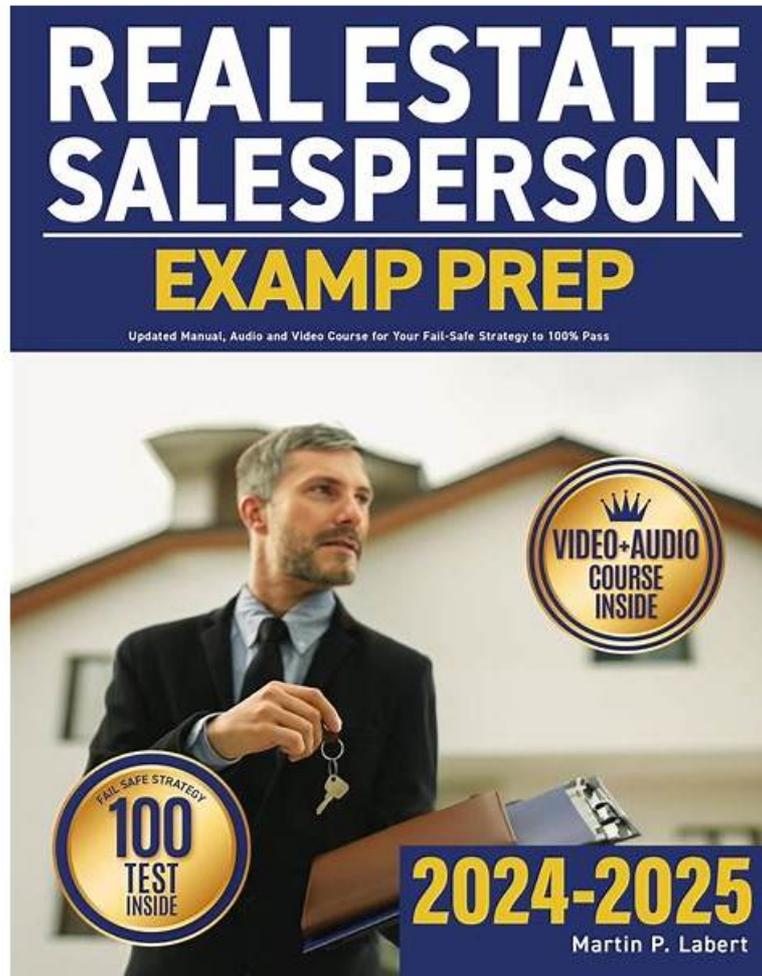


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## Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q58-Q63):

### NEW QUESTION # 58

How does the building department ensure that a builder who has obtained a permit builds according to code?

- A. The builder is required to submit to weekly inspections performed by peers in the industry.
- B. The builder submits a monthly progress report.
- C. The building department sends inspectors to inspect the work.
- D. The builder signs an affidavit to that effect.

**Answer: C**

Explanation:

Once a building permit is issued, the local building department monitors the construction process through inspections at key stages (foundation, framing, electrical, plumbing, final).

The purpose of these inspections is to ensure that work complies with state and local building codes and safety standards.

Maryland's pre-licensing course explains that certified building inspectors-not peers or the builder-conduct these inspections.

Only after passing all required inspections will the department issue a certificate of occupancy (CO) confirming code compliance and permitting lawful use of the structure.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Land Use Controls and Property Development" Module Maryland Building Performance Standards (COMAR Title 09, Subtitle 12, Chapter 51).

### NEW QUESTION # 59

In a real estate transaction, what's a real estate licensee's responsibility regarding household lead hazards for homes built before 1978?

- A. To remind the sellers to disclose the possible presence of lead-based paint to a buyer
- B. To disclose to buyers that there's lead-based paint in a home
- C. To make sure all lead is removed by a licensed professional
- D. To instruct the seller to remediate the lead-based paint

**Answer: A**

Explanation:

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

Under the federal Residential Lead-Based Paint Hazard Reduction Act of 1992 (Title X) and the Maryland Lead Poisoning Prevention Program, sellers and landlords of housing built before 1978 must:

Provide the EPA-approved pamphlet on lead hazards.

Disclose known lead-based paint or hazards and supply any available records.

Allow buyers a 10-day inspection period (unless waived).

A licensee's duty is to ensure that the sellers comply with these disclosure requirements and to remind them to deliver the proper forms and pamphlet.

The licensee is not responsible for testing or remediation but must ensure all disclosures are completed prior to ratification of the contract.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course, Environmental Issues and Disclosures section.
- 42 U.S.C. §4852d (Residential Lead-Based Paint Hazard Reduction Act).
- COMAR 26.16.02 (Maryland Lead Poisoning Prevention Program).

### NEW QUESTION # 60

To legally earn a commission, what is required between a real estate agent and their client?

- A. The client must be a buyer.
- **B. The client must make an express, written agreement to pay a commission to your broker.**
- C. The client can make a verbal agreement with you.
- D. You must express an interest in representing the client.

**Answer: B**

Explanation:

Comprehensive and Detailed

In Maryland, a real estate licensee may only perform brokerage services and be entitled to compensation when a written brokerage agreement exists between the client and the broker.

This agreement must clearly state the broker's duties, compensation terms, and representation type (buyer, seller, or dual).

Verbal agreements are insufficient to establish an enforceable right to a commission.

#### **NEW QUESTION # 61**

What type of violation are you committing when you fail to include a material fact or make false or misleading advertising statements?

- A. Conflict of interest
- B. Improper delivery of instruments
- C. Improper brokerage commission
- **D. Misrepresentation**

**Answer: D**

Explanation:

Misrepresentation occurs when a licensee omits or falsifies a material fact or makes false, deceptive, or misleading statements in advertising or communications. In Maryland, misrepresentation is a violation under 17-322(a)(1) and COMAR 09.11.02.01 (Advertising). A material fact is any information that could influence a consumer's decision in a real-estate transaction. Intentional misrepresentation may also lead to civil liability for fraud.

Reference: Maryland 60-Hour Principles and Practices Course - "Agency and Advertising Ethics" Section; Maryland Business Occupations and Professions 17-322(a)(1); COMAR 09.11.02.01.

#### **NEW QUESTION # 62**

Which of these statements about cooperating with other licensees is true?

- **A. Licensees must cooperate with other licensees when it is in the interest of their client, and share the commission on a previously agreed-upon basis.**
- B. Licensees must cooperate with and compensate other licensees, even if it's not in their client's best interest.
- C. Licensees must compensate other licensees.
- D. Licensees must cooperate with other licensees, even if it is not in their client's best interest.

**Answer: A**

Explanation:

Comprehensive and Detailed

Under Maryland license law and the Maryland Code of Ethics (COMAR 09.11.02.33), licensees are expected to cooperate with other licensees when doing so serves their client's best interest. Cooperation often involves sharing information or coordinating showings, but does not require compensation unless there is a written agreement specifying how commissions will be shared. The client's interest always takes priority over cooperative obligations.

#### **NEW QUESTION # 63**

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