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Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q94-Q99):

NEW QUESTION # 94

How does discrimination still occur, even though it's illegal?

- A. Discrimination makes good business sense.
- B. Discrimination is human nature.
- C. Discrimination is often not visible to the public.
- D. Not all laws make sense.

Answer: C

Explanation:

In the Fair Housing and Ethics module, the course emphasizes that unlawful housing discrimination often occurs in subtle or less visible forms, including steering, disparate impact, selective marketing, inconsistent application of qualifiers, and micro-level decision-making that the public may not observe. The fact that discrimination is illegal does not eliminate hidden practices; therefore, practitioners must know the protected classes, recognize subtle violations, and implement consistent, documented, and neutral business practices.

References: Maryland 60-Hour Principles and Practices of Real Estate - Fair Housing and Ethics: prohibited practices (overt and subtle), disparate impact, steering, and compliance best practices.

NEW QUESTION # 95

Your client, Bruno, is an investor. He is in the process of selling a fourplex and mentions to you that he hates the idea of the capital gains tax he'll be subject to. What should you tell him?

- A. "Taxes are required, no matter what you do."
- B. "Capital gains do not apply to investment properties."
- C. **"You might consider a 1031 tax-deferred exchange."**
- D. "Investors don't pay taxes."

Answer: C

Explanation:

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

Under Section 1031 of the Internal Revenue Code, an investor may defer recognition of capital gains taxes by exchanging one investment or business property for another of like kind.

This is known as a 1031 tax-deferred exchange.

The Maryland pre-licensing course covers this as a financing and investment concept, explaining that it defers, not eliminates, the tax obligation and that investors must comply with strict timelines and rules set by the IRS.

Licensees should avoid offering tax advice but can inform clients of the potential to explore this option with a qualified tax professional or attorney.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Investment and Taxation Concepts section.
- Internal Revenue Code §1031 (Like-Kind Exchanges).

NEW QUESTION # 96

Renae showed a property to Shannon, a buyer client, then to another client later that week. The second client made an offer and the seller accepted. The next day, Shannon called Renae to make an offer on the property and was angry that Renae showed it to another buyer. Did Shannon have a case?

- A. **No. Renae hasn't violated agency law by showing the same property to two separate buyer clients.**
- B. No. Agency law only requires that the first buyer be given one day to make an offer before showing a property to another client.
- C. Yes. Agency law prohibits Renae from showing the same property to two buyer clients.
- D. Yes. Renae should've asked Shannon if she wanted to make an offer before showing the property to another client.

Answer: A

Explanation:

Maryland agency law requires fiduciary duties to each client-loyalty, confidentiality, disclosure, obedience, reasonable care-but it does not prohibit a licensee from showing the same property to multiple buyer clients. A licensee must avoid disclosing one client's confidential information (e.g., willingness to pay more) and provide fair, diligent service to each, but there is no exclusivity right entitling a buyer to first refusal unless contractually agreed. Therefore, no violation occurred when Renae showed the property to more than one client.

References: Maryland 60-Hour Principles and Practices of Real Estate - Maryland Agency Law: fiduciary duties to buyer clients; permissibility of working with multiple buyers on the same property; confidentiality and fair dealing obligations.

NEW QUESTION # 97

Why would a buyer want to know whether any additions or alterations were made to a property?

- A. So the buyer can decide whether a price reduction is in order
- B. So the buyer can remove these items prior to closing
- C. So the buyer can use the same contractor for additional additions and alterations
- D. So the buyer can determine if permits were pulled

Answer: D

Explanation:

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

In Maryland, buyers have the right to receive full disclosure of any additions, alterations, or improvements made to a property. This is crucial because such modifications may have required building permits and inspections under state and local building codes.

A buyer wants to know whether permits were obtained to ensure that:

The work was done legally and safely,

It meets local code requirements, and

There are no future liability or resale issues.

Unpermitted work can lead to enforcement actions or costly repairs. The Maryland Property Disclosure and Disclaimer Statement (per Real Property §10-702) requires sellers to disclose known material defects or improvements.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Environmental Issues and Disclosures" Module
Maryland Real Property Article §10-702 - Residential Property Disclosure and Disclaimer Requirements.

NEW QUESTION # 98

Fritz is buying Guy's property, which is listed with broker Sara. Who are the parties to the listing agreement?

- A. Guy and Sara
- B. Fritz and Sara
- C. Fritz and Guy
- D. Fritz, Guy, and Sara

Answer: A

Explanation:

An exclusive right-to-sell listing (and other listing forms) is an employment contract between the seller and the listing brokerage (through the broker). The buyer is not a party to the listing agreement. In this scenario, the parties are Guy (the seller) and Sara (the listing broker/brokerage).

References: Maryland 60-Hour Principles and Practices of Real Estate - Listing Agreements: parties to a listing, broker authority, compensation, and contractual obligations.

NEW QUESTION # 99

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