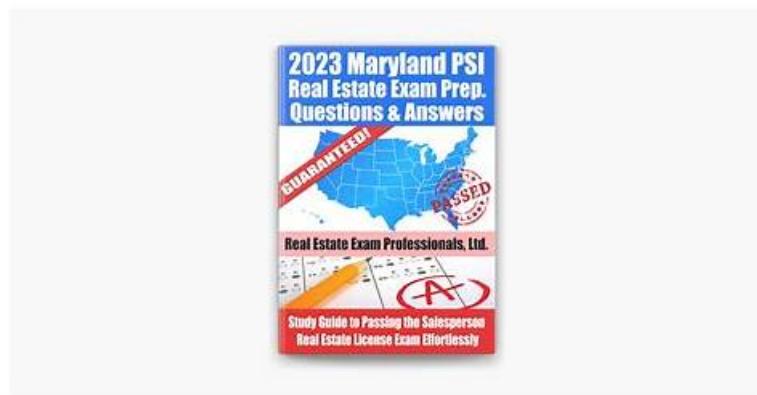


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## Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q211-Q216):

### NEW QUESTION # 211

When must the consent for dual agency be reaffirmed by the parties to the transaction?

- A. Prior to the inspection
- B. Prior to the parties entering into the contract for the transaction
- C. After the buyer has deposited earnest money
- D. Once the contract has been signed by all parties

**Answer: B**

Explanation:

In Maryland, when a broker or brokerage firm represents both the buyer and the seller in the same transaction, dual agency may occur only with the informed written consent of both parties.

This consent must be initially obtained when the parties agree to representation and then reaffirmed in writing before either party signs the sales contract.

This ensures both understand the limitations on confidentiality and loyalty that dual agency imposes.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Maryland Agency Law section.
- Business Occupations and Professions Article 17-534.
- COMAR 09.11.07.07 - Consent to Dual Agency.

**NEW QUESTION # 212**

What does REO stand for?

- A. Rental equality ownership
- B. Rental equal opportunity
- C. Real estate office
- D. Real estate-owned

**Answer: D**

Explanation:

REO stands for Real Estate-Owned. This term refers to properties that have gone through the foreclosure process and are now owned by the lender-usually a bank or mortgage company-because the property did not sell at the foreclosure auction.

These properties become part of the lender's real estate inventory and are often sold through REO departments or asset managers. The Maryland pre-licensing course includes REO properties under "Real Estate Brokerage Operations," explaining how real estate professionals handle and market foreclosed or bank- owned properties.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Real Estate Brokerage Operations" Module  
Federal Housing Administration (FHA) and HUD Foreclosure Sales Guidelines.

**NEW QUESTION # 213**

Jillian has a loan-to-value ratio of 90/100. This means-

- A. The property is only worth 90% of the amount loaned.
- B. She is putting 10% down, with 90% being pulled from her IRA.
- C. Her loan is 10% of the value of the real estate used as collateral and she is obtaining a second mortgage for 90%.
- D. Her loan is 90% of the value of the real estate used as collateral and she is putting 10% down.

**Answer: D**

Explanation:

The loan-to-value (LTV) ratio compares the loan amount to the property's appraised value or purchase price, whichever is less. An LTV of 90/100 (or 90%) means the borrower's loan equals 90% of the property's value, and the borrower provides a 10% down payment.

Lenders use the LTV ratio to assess risk and determine if mortgage insurance is required. Maryland's pre- licensing course explains this formula in the "Real Estate Financing" section under "Loan Underwriting and Ratios." Reference: Maryland 60-Hour Principles and Practices Course - "Real Estate Financing" Topic; Federal Mortgage Underwriting Standards (FHA/Conventional Loan Guidelines).

**NEW QUESTION # 214**

In what type of agency does a licensee have limited authority to act on behalf of a client buying or selling a property?

- A. A universal agent
- B. A general agent
- C. A designated agent

- D. A special agent

**Answer: D**

Explanation:

A special agent (also called a limited agent) is authorized to perform a single, specific act or transaction- such as assisting in the purchase or sale of a property.

Real estate brokers and salespersons generally act as special agents, with limited authority defined in the brokerage agreement. They may not bind their clients to contracts without express permission.

This principle appears in the Law of Agency module and is contrasted with general agents (brokers' affiliated licensees) and universal agents (power-of-attorney representatives).

Reference (Maryland Source):

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

**NEW QUESTION # 215**

Which loan type is a fixed-rate mortgage where the monthly principal payments increase over time, according to a set schedule?

- A. Blanket
- B. Growing equity
- C. Negative amortization
- D. Pledged account

**Answer: B**

Explanation:

The financing module defines a Growing Equity Mortgage (GEM) as a fixed-rate loan with scheduled payment increases applied directly to principal, accelerating amortization and reducing total interest over the life of the loan. This differs from negative amortization (where payments don't cover interest and the balance grows), blanket mortgages (cover multiple parcels with a release clause), and pledged account mortgages (use a pledged savings account to subsidize payments).

References: Maryland 60-Hour Principles and Practices of Real Estate - Financing: mortgage types and characteristics; GEM structure, payment increases, and accelerated amortization.

**NEW QUESTION # 216**

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