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## Latest Maryland-Real-Estate-Salesperson Exam Experience | Maryland-Real-Estate-Salesperson Valid Exam Notes

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### Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q206-Q211):

#### NEW QUESTION # 206

Disclosing which of the following facts would be considered a fair housing violation?

- A. The roof was replaced last year.
- B. The current owner has HIV.

- C. The kitchen was remodeled five years ago.
- D. The property has been treated for pests.

**Answer: B**

Explanation:

Under the federal Fair Housing Act, "handicap" (disability) is a protected class. HIV/AIDS is considered a disability, and making statements or disclosures that identify or single out someone based on a protected characteristic is prohibited. Disclosing that an owner (or occupant) has HIV is treated as discriminatory, violates fair housing standards, and also breaches confidentiality. Maryland fair housing law mirrors and expands federal protections, and the pre-licensing course emphasizes that licensees must never disclose information tied to protected classes because it can facilitate or signal discriminatory treatment (e.g., steering, discouraging, or differential terms).

References: Maryland 60-Hour Course: "Fair Housing and Ethics" (protected classes; prohibited statements and disclosures tied to disability); Federal Fair Housing Act (disability as a protected class); Maryland Fair Housing provisions (State Government Article, Title 20).

### NEW QUESTION # 207

According to the Maryland Code of Ethics, which statement most accurately describes a licensee's responsibility related to written offers on their listings?

- A. All formal written offers received by the licensee must be presented to the owner, even after the seller accepts an offer.
- B. A licensee is only required to present formal written offers within a certain range of the listing price of the property.
- C. A licensee is only required to present formal written offers that are equal to or more than the listing price.
- **D. All formal written offers received by the licensee must be presented to the owner until the seller accepts an offer.**

**Answer: D**

Explanation:

Under COMAR 09.11.02.33A(5) and the Maryland Code of Ethics, a licensee must promptly present all written offers to the property owner until an offer has been accepted. After acceptance, new offers need not be presented unless the seller specifically requests. This rule ensures fair treatment and full disclosure to clients while maintaining professional standards of practice.

Reference: Maryland 60-Hour Principles and Practices Course - "Fair Housing and Ethics" Module; COMAR 09.11.02.33A(5).

### NEW QUESTION # 208

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

**Answer: A**

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 # 209

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 to make sure the buyers are serious about purchasing.**
- C. She wants the buyers to meet her office mate.
- D. She wants to run a credit check on the buyers.

**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 # 210**

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 # 211**

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