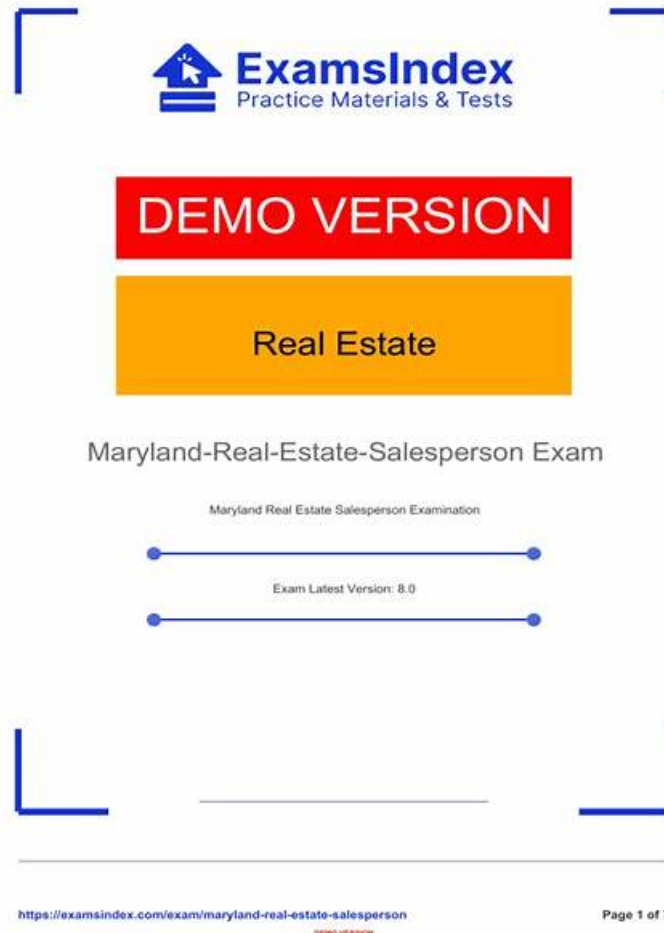


# Reliable Maryland-Real-Estate-Salesperson Exam Syllabus - Maryland-Real-Estate-Salesperson Exam Overview



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## Syllabus

Real Estate Maryland-Real-Estate-Salesperson can ensure your success. So here comes Real Estate, who provides you with the Real Estate Maryland-Real-Estate-Salesperson exam dumps to get your dream Real Estate Maryland-Real-Estate-Salesperson certification with no hassle. Real Estate Maryland-Real-Estate-Salesperson Certification will add up to your excellence in your field and leave no space for any doubts in the mind of the hiring team.

### Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q169-Q174):

#### NEW QUESTION # 169

Gia is acting as a seller agent. Which of these is a duty she must perform?

- **A. Market and sell the property.**
- B. Negotiate for the buyer.
- C. Keep the buyer informed.
- D. Represent the buyer while making sure that none of the seller's advantages are lost.

**Answer: A**

Explanation:

In a seller-agency relationship, the agent owes the client (seller) fiduciary duties, which include loyalty, obedience (lawful instructions), disclosure, confidentiality, accounting, and reasonable care. Practical responsibilities include advising the seller on pricing and marketing strategy, actively marketing the property, presenting offers, and negotiating in the seller's best interests. Duties owed to buyers (customers) are limited to honesty and disclosure of material facts, not advocacy. Therefore, "Market and sell the property" reflects the seller's agent's core duty; negotiating for the buyer or representing the buyer would conflict with loyalty to the seller unless properly disclosed and permitted as dual agency under Maryland law.

References: Maryland pre-licensing curriculum-Real Estate Brokerage and the Law of Agency (fiduciary duties to clients; duties to customers; seller's agent responsibilities; dual agency limitations).

#### NEW QUESTION # 170

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

**Answer: A**

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 # 171

When operating under a power of attorney concerning the transfer of real property, who may sign in place of the principal?

- A. Principal
- B. Grantee
- C. County clerk
- **D. Agent**

**Answer: D**

Explanation:

A power of attorney (POA) is a legal document authorizing one person (the agent or attorney-in-fact) to act on behalf of another person (the principal) in specified matters.

When it comes to transferring real property, a valid, notarized, and recorded power of attorney gives the agent the authority to sign all necessary documents in place of the principal.

The Maryland 60-Hour Course explains this under "Transfer of Title," emphasizing that all signatures must be properly acknowledged to be legally enforceable, and the power of attorney must be recorded with the deed.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Transfer of Title" Module Maryland Real Property Article 4-107 - Execution by Attorney-in-Fact; Power of Attorney Requirements.

### **NEW QUESTION # 172**

Who is typically responsible for ensuring that property disclosures are made to the buyer?

- **A. The seller**
- B. The buyer and the seller
- C. The buyer and the licensee
- D. The buyer

**Answer: A**

Explanation:

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

In Maryland, agency exists when a licensee represents a client under a brokerage agreement. If the seller has a written listing agreement with a broker, the seller is the client.

An unrepresented buyer is considered a customer, not a client. The licensee owes customers limited duties-honesty, fair dealing, and disclosure of material facts-but does not owe fiduciary duties such as loyalty, confidentiality, or obedience.

Therefore, in this case, the seller is the only client.

### **NEW QUESTION # 173**

Species habitat, beauty, erosion control, and pollution treatment are all reasons why wetlands are \_\_\_\_\_.

- A. Developed
- B. Not regulated
- **C. Protected**
- D. Not valuable resources

**Answer: C**

Explanation:

Wetlands provide critical ecosystem services-they serve as wildlife habitat, enhance aesthetics, control erosion, store floodwaters, and filter pollutants. Because of these public benefits, wetlands are protected under federal and state law, and Maryland licensees are trained to recognize that development near wetlands often triggers permitting, setbacks, and disclosure obligations.

References (Maryland Pre-Licensing Core Content):

\* Maryland 60-Hour Course: "Environmental Issues and Disclosures" (wetlands functions; permitting; protected resources).

\* Overview of federal/state wetland protections as discussed in course materials.

### **NEW QUESTION # 174**

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