

Maryland-Real-Estate-Salesperson Reliable Study Plan & Maryland-Real-Estate-Salesperson Test Sample Questions



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Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q130-Q135):

NEW QUESTION # 130

What items go into the seller's credit column and the buyer's debit column when calculating prorations?

- A. Unpaid property taxes
- **B. Prepaid property taxes**
- C. Home inspection fees
- D. The buyer's loan amount

Answer: B

Explanation:

In settlement proration, prepaid items (e.g., prepaid property taxes or HOA dues) are credited to the seller and debited to the buyer, because the seller has paid for a period that extends beyond the closing date, and the buyer reimburses the seller for the buyer's post-closing share. Conversely, accrued but unpaid items (e.g., the current year's unpaid property taxes) are debited to the seller and credited to the buyer.

The Maryland course teaches these conventions in the Closing and Math sections.

References:

Maryland 60-Hour Principles & Practices Course - Closing the Real Estate Transaction (settlement statements, proration) and Math for Real Estate modules.

NEW QUESTION # 131

Why are legal descriptions required in real estate contracts?

- A. To calculate the exact property taxes owed by the new owner
- B. To guarantee the buyer is receiving the exact property they believe they are purchasing
- **C. To ensure the piece of property can be clearly identified from all other properties**
- D. To establish the legal boundaries for future construction on the property

Answer: C

Explanation:

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

A legal description uniquely identifies a parcel of real estate so it can be distinguished from every other property.

In Maryland, contracts and deeds must contain a valid legal description, such as:

Metes and bounds,

Lot and block, or

Rectangular survey (government survey). This ensures the transfer is legally enforceable and leaves no ambiguity about what property is being conveyed. Without a legal description, a real estate contract or deed may be deemed invalid or unenforceable in court.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Real Property and the Law" Module Maryland Real Property Article §3-101 - Formal Requisites of Instruments of Conveyance.

NEW QUESTION # 132

Once signed, the listing agreement is a legally binding contract between

- A. The seller and lender
- B. The buyer's agent and seller
- C. The buyer and seller
- **D. The listing broker and seller**

Answer: D

Explanation:

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

A listing agreement is a legally binding contract that establishes an agency relationship between the seller (client) and the listing broker (agent).

The agreement authorizes the broker to market the property and represent the seller's interests in finding a ready, willing, and able buyer.

While the salesperson may work directly with the seller, the contractual relationship exists between the broker and the seller-not the individual licensee.

This principle is emphasized in the Maryland course under "Listing Agreements and Buyer Representation." Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Listing Agreements and Buyer Representation" Module Md. Business Occupations and Professions Article §17-532 - Agency Relationship Between Broker and Client.

NEW QUESTION # 133

What, when signed by all parties to a sales contract, changes the original terms of the contract?

- A. Appurtenance
- **B. Amendment**
- C. Annexation
- D. Addendum

Answer: B

Explanation:

An amendment is a written change or modification to an existing contract that is made after the original agreement has been executed.

All parties must agree to and sign the amendment for it to be legally binding.

This differs from an addendum, which is added before or at the same time as the contract and becomes part of the original agreement.

The Maryland course highlights amendments as critical tools in real estate practice for making mutually accepted changes-such as closing dates, purchase prices, or contingencies-without voiding the original contract.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Real Estate Contracts" Module Maryland Contract Law - Modifications and Amendments.

NEW QUESTION # 134

Which of the following is an example of positive misrepresentation?

- **A. An agent knowingly made a false statement that caused harm.**
- B. It results in a positive outcome.
- C. An agent made an unintentional error that resulted in a positive outcome.
- D. An inadvertent error occurred.

Answer: A

Explanation:

In real estate, positive (affirmative) misrepresentation occurs when a licensee makes an affirmative statement of fact that is false. When the statement is knowingly false and causes reliance and harm, it rises to fraudulent misrepresentation-but it is still a positive (affirmative) misrepresentation because it is an overt, false assertion (as opposed to concealment/nondisclosure, sometimes called passive misrepresentation).

* Option A describes an affirmative false statement that causes harm (i.e., a classic example of positive misrepresentation; intent makes it fraudulent).

* Options B and C describe innocent/negligent errors but don't clearly state an affirmative false statement of material fact.

* Option D confuses "positive" with "beneficial outcome," which is not what the term means.

References (Maryland Pre-Licensing Core Content):

* Maryland 60-Hour Course: "Real Estate Brokerage and the Law of Agency" (truthful dealing; material facts; affirmative vs. passive misrepresentation; fraudulent vs. negligent vs. innocent misrepresentation).

* COMAR 09.11.02 (standards of practice: honesty, fair dealing, and prohibition against misrepresentation).

NEW QUESTION # 135

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