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Real Estate Maryland-Real-Estate-Salesperson Exam keywords

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Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q176-Q181):

NEW QUESTION # 176

Homes built before 1978 may have what environmental hazard in their paint?

- A. Lead
- B. Radiation
- C. Arsenic
- D. Asbestos

Answer: A

Explanation:

The course teaches that residences built prior to 1978 may contain lead-based paint, which poses health risks-particularly to children and pregnant individuals. Federal law requires the Lead-Based Paint Disclosure for most pre-1978 housing, plus delivery of the EPA pamphlet and opportunity for lead evaluation. Maryland materials reinforce these requirements and Maryland-specific lead rules for certain rentals.

References: Maryland 60-Hour Course - Environmental Issues and Disclosures (Lead-Based Paint rules for pre-1978 housing; disclosure and pamphlet requirements); Fair Housing and Ethics (health & safety disclosures).

NEW QUESTION # 177

How many approaches to value do appraisers generally use?

- A. Two
- B. One
- C. Four
- D. Three

Answer: D

Explanation:

Appraisers generally employ three approaches to value: the Sales Comparison Approach (market data), the Cost Approach (replacement/reproduction cost minus depreciation plus land value), and the Income Approach (capitalizing net operating income). Maryland's pre-licensing curriculum teaches all three as standard methodology, with applicability depending on property type and data availability.

References: Maryland 60-Hour Principles & Practices Course - Real Estate Appraisal and Valuation (sales comparison, cost, and income approaches; reconciliation).

NEW QUESTION # 178

How many of the nine appointed Maryland Real Estate Commission board members are consumers and how many are real estate professionals?

- A. One attorney, one consumer, and seven real estate professionals
- B. Two consumers, two salespersons, and five brokers
- C. Four consumer and five real estate professionals
- D. Seven consumer members and two real estate professionals

Answer: C

Explanation:

Maryland law establishes that the Maryland Real Estate Commission has nine members: five must be licensed real estate professionals (one from each of Maryland's five geographic regions) and four must be consumer members who are not engaged in

the real estate business. This composition ensures both industry expertise and public representation. The pre-licensing course presents this under Maryland License Law and MREC structure, aligning with the Maryland Business Occupations and Professions Article, Title 17 (17-202).

References:

Maryland Business Occupations & Professions, Title 17, 17-202 (Commission composition).

Maryland 60-Hour Principles & Practices Course - Maryland License Law and Regulations (MREC Rules) module.

NEW QUESTION # 179

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

Answer: B

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 # 180

Cameron had a listing agreement with a client named Ben. Ben got mad at Cameron and said he was terminating the agreement. Can Ben do this?

- A. Yes, it's a client's prerogative.
- **B. Yes, but certain terms of the agreement may still be binding upon Ben.**
- C. Only if the property is valued at more than \$250,000.
- D. Yes, with 30 days' notice.

Answer: B

Explanation:

While a client (in this case, Ben) may terminate a listing agreement at any time, the termination does not necessarily release the client from contractual obligations that have already been incurred.

A listing agreement is a bilateral contract between the seller and the broker. If a client ends the agreement without cause, the broker may still be entitled to compensation for expenses or commissions if the property sells to a ready, willing, and able buyer who was introduced during the term.

The Maryland course explains that unilateral termination may constitute breach of contract, depending on the agreement's terms.

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 - Duties and Rights in Agency Relationships.

NEW QUESTION # 181

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