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Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q134-Q139):

NEW QUESTION # 134

Sandra enters a contract to sell her home to Paul. Under the statute of frauds, the written contract must name the contracting parties, identify the subject matter of the contract, and _____.

- A. Present the essential terms and conditions of the contract

- B. Be handwritten
- C. Be signed by two or more attorneys
- D. Achieve a result that is fair to all parties

Answer: A

Explanation:

Comprehensive and Detailed

The Statute of Frauds requires that certain contracts-including those for the sale or transfer of real property-be in writing and include:

The names of the parties,

Identification of the property, and

The essential terms and conditions (such as price and contingencies). This ensures the agreement is legally enforceable in court.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Real Estate Contracts" Module Maryland Courts and Judicial Proceedings Article §5-901 - Statute of Frauds (Real Property).

NEW QUESTION # 135

A veteran licensee always has a face-to-face meeting before he works with any buyer. What might be a good reason for this?

- A. To determine the buyer's ethnicity
- **B. To build trust and rapport**
- C. To look the buyer in the eye to see if the buyer is hiding anything
- D. To get the buyer's FICO score, credit report, and tax receipts

Answer: B

Explanation:

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

Under Maryland's agency law, a licensee must establish a relationship of trust, confidence, and loyalty with a client.

Meeting face-to-face helps the agent explain agency relationships, present the Understanding Whom Real Estate Agents Represent disclosure, and begin building rapport and confidence, which are critical in fiduciary relationships.

As emphasized in the Brokerage and Agency module, personal contact helps ensure informed consent and professional transparency-never to collect personal demographic or financial data outside proper procedures.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Law of Agency and Broker-Client Relationships section.

- Business Occupations and Professions Article §17-530 through §17-534.

NEW QUESTION # 136

Octogenarians Gertie and Frank both have advanced Alzheimer's disease and met in Sunset Living, a skilled nursing center for people with advanced Alzheimer's disease, where they're both residents. They fell in love and get hitched, signing a marriage certificate. This is an example of a _____ contract.

- A. An implied
- B. An executory
- **C. An invalid**
- D. A valid

Answer: C

Explanation:

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

For any contract to be legally enforceable, the parties must possess legal capacity-they must understand the nature and consequences of the agreement.

Individuals suffering from advanced Alzheimer's disease lack contractual capacity, making the agreement void (invalid) from its inception.

The Contracts module stresses that an invalid or void contract has no legal effect because one or more essential elements-competent parties, lawful objective, consideration, mutual consent, and legal form-are missing.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Elements of a Valid Contract section.
- Maryland Contract Law Principles, General Common Law Doctrine on Capacity.

NEW QUESTION # 137

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

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

Answer: A

Explanation:

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 # 138

Under which type of buyer agency agreement does a buyer reserve the right to self-represent?

- A. Open agency
- **B. Exclusive agency**
- C. Personal agency
- D. Exclusive right to represent

Answer: B

Explanation:

In the buyer representation section, the course contrasts common forms:

* Exclusive right to represent: the brokerage is owed compensation if the buyer purchases during the term, regardless of who finds the property.

* Exclusive agency: the brokerage is the only broker engaged, but the buyer reserves the right to purchase without the broker and owe no commission if the buyer self-procures the property.

References: Maryland 60-Hour Principles and Practices of Real Estate - Buyer Representation Agreements: exclusive right vs. exclusive agency vs. open agreements; commission and self-procurement provisions.

NEW QUESTION # 139

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