

# Maryland-Real-Estate-Salesperson Exam Braindumps Convey All Important Information of Maryland-Real-Estate-Salesperson Exam



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## Real Estate Maryland-Real-Estate-Salesperson Exam Syllabus Topics:

| Section                            | Objectives                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Maryland State Law and Regulations | <ul style="list-style-type: none"><li>- Trust Accounts and Handling Client Funds</li><li>- Licensing Requirements and Procedures</li><li>- Maryland Real Estate Commission (MREC) Rules and Authority</li><li>- Advertising and Brokerage Practices</li><li>- Agency Disclosure and Representation in Maryland</li><li>- Property Disclosure Requirements (e.g., defects, lead-based paint)</li><li>- Disciplinary Actions and Enforcement</li><li>- Property Ownership and Land Use Controls</li><li>- Real Estate Calculations</li><li>- Agency Relationships and Duties</li></ul> |
| National Real Estate Principles    | <ul style="list-style-type: none"><li>- Real Estate Practice and Fair Housing</li><li>- Financing</li><li>- Contracts</li><li>- Transfer of Title and Closing Procedures</li><li>- Valuation and Market Analysis</li></ul>                                                                                                                                                                                                                                                                                                                                                           |

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### Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q115-Q120):

#### NEW QUESTION # 115

A statement such as "This is a dream home with the best views in town" made by a licensee is an example of what?

- A. Puffery
- B. Intentional misrepresentation
- C. Positive misrepresentation
- D. A lie

**Answer: A**

Explanation:

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

Puffery refers to subjective statements of opinion or sales talk that a reasonable person would not take as a factual representation. Phrases like "best views," "dream home," or "finest neighborhood" are considered puffing, not misrepresentation.

Maryland's pre-licensing course distinguishes puffery (legally permissible) from misrepresentation, which involves false statements of material fact that can lead to disciplinary action or liability.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Ethical Conduct and Misrepresentation section.
- Maryland Business Occupations and Professions Article §17-322 (Grounds for Disciplinary Action).

#### NEW QUESTION # 116

Which of the following is an example of a metes and bounds description?

- A. Lot 6 of Block 3 of the Meridian subdivision ...
- B. 123 Roanoke Street, Any Town, ST 98765
- C. S ½ SE ¼ NW ¼ Section 2 ...
- D. "Beginning at the iron pin 30 paces from the center of the brook that runs across the road Southwesterly from the dwelling ..."

**Answer: D**

Explanation:

The metes and bounds system is the oldest method of land description used in the United States and is based on physical landmarks, measurements, and compass directions.

It begins at a defined point of beginning (POB) and traces the boundaries using distances (metes) and directions or angles (bounds), returning to the starting point.

In contrast:

Lot and block (option C) refers to recorded plats.

Rectangular survey (option D) uses township and range.

Street addresses (option A) are not legal descriptions. Maryland still recognizes metes and bounds for rural or irregular parcels.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Real Property and the Law" Module Maryland

**NEW QUESTION # 117**

Which type of events are generally on a title insurance policy's schedule of exceptions?

- A. Liens or encumbrances that aren't in the public record
- B. Mechanic's liens filed prior to a title insurance policy's effective date
- C. Claims from an owner with an unrecorded deed
- **D. Claims that were filed in the public record before a title insurance policy's effective date**

**Answer: D**

Explanation:

In the closing/title section of the pre-licensing course, learners are taught that a title policy contains Schedules -most notably Schedule A (coverage basics) and Schedule B (exceptions). Schedule B-Exceptions lists specific matters found of record prior to the policy's effective date (e.g., recorded easements, covenants, restrictions, prior-of-record liens, and taxes/assessments) that are excluded from coverage unless affirmatively insured over or removed.

While policies also include standard exceptions (which can address certain unrecorded matters), the items "generally" shown on the schedule of exceptions are the recorded encumbrances discovered in the title search that predate the policy.

References: Maryland 60-Hour Principles and Practices of Real Estate - Closing and Title Insurance: policy structure (Schedule A and Schedule B), title searches, recorded encumbrances, and exceptions to coverage.

**NEW QUESTION # 118**

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

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

**Answer: C**

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 # 119**

When a local planning board is reviewing density, it would consider \_\_\_\_\_.

- **A. Setbacks and boundaries**
- B. FHA approval
- C. Property values
- D. Impact on neighboring states

**Answer: A**

Explanation:

In subdivision and zoning review, density is evaluated using physical and regulatory site controls-minimum lot size, setbacks, yard requirements, lot coverage, height limits, open space ratios, and boundaries-to determine how many dwelling units may be placed

per acre and how they're arranged. While property values and federal approvals can be relevant to other processes, density determinations rest primarily on local zoning metrics such as setbacks and boundaries.

References: Maryland 60-Hour Principles and Practices of Real Estate - Land Use Controls and Property Development: zoning and subdivision regulations; density, lot size, setbacks, coverage, and open-space requirements; local planning board review criteria.

### NEW QUESTION # 120

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