

Maryland-Real-Estate-Salesperson Printable PDF - Maryland-Real-Estate-Salesperson Reliable Study Notes

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Quiz & Worksheet - Maryland Real Estate Salesperson License Requirements

1. What is one of the steps needed to get a Maryland real estate license?

- Take 60 hours of pre-license education courses
- Take 15 hours of pre-license education courses
- Be 21 years or older
- Submit your application to the department of commerce

2. What is an activity that requires a real estate license?

- Earning a real estate commission
- Holding an open house
- Selling your own home
- Providing property management services

3. What is one thing you must do to renew your real estate license in Maryland?

- Complete 15 hours of continuing education courses every two years
- Take 60 hours of pre-license education courses every four years
- Retake the real estate exam
- Complete at least 20 transactions

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Real Estate Maryland Real Estate Salesperson Examination Sample

Questions (Q22-Q27):

NEW QUESTION # 22

What is typically required for a real estate agent to earn a commission from a client?

- A. The client can make a verbal agreement with you.
- B. The client must be a buyer.
- C. You must express an interest in representing the client.
- D. **The client must make an express, written agreement to pay a commission to your broker.**

Answer: D

Explanation:

In Maryland, a real estate licensee may only perform brokerage services and be entitled to compensation when a written brokerage agreement exists between the client and the broker.

This agreement must clearly state the broker's duties, compensation terms, and representation type (buyer, seller, or dual).

Verbal agreements are insufficient to establish an enforceable right to a commission.

Reference: Maryland 60-Hour Principles and Practices - "Real Estate Brokerage Operations"; Maryland Real Estate Brokers Act 17-532 - Brokerage Agreements.

NEW QUESTION # 23

Members of the Maryland Real Estate Commission serve _____ -year terms.

- A. Four
- B. Two
- C. Six
- D. Five

Answer: A

Explanation:

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

According to the Maryland Real Estate Brokers Act, which governs the Maryland Real Estate Commission (MREC), the Commission consists of nine members appointed by the Governor of Maryland with the advice and consent of the Senate. Each member serves a four-year term and may remain in office until a successor is appointed and qualified. Members may be reappointed for additional terms.

The composition of the Commission is as follows:

Five licensed real estate professionals, each representing one of Maryland's five geographic regions.

Four consumer members, who are not licensed real estate professionals and have no substantial financial interest in the real estate industry.

This organizational and term structure ensures both professional and public representation within the Commission's regulatory activities. The information is directly derived from Title 17 of the Business Occupations and Professions Article, §17-202 of the Annotated Code of Maryland - the same statute summarized in the Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course under the "Maryland License Law and Regulations" section.

Reference (Maryland Source):

Maryland Business Occupations and Professions Article, Title 17, §17-202 - Maryland Real Estate Commission; Membership; Terms.

NEW QUESTION # 24

Ralph leases 1,000 square feet in a large warehouse. The lease agreement requires him to pay portions of the landlord's taxes, insurance, and maintenance, in addition to the amount he pays to lease the space. What type of lease does Ralph have?

- A. Gross lease
- B. Percentage lease
- C. **Triple net lease**
- D. Operating stop lease

Answer: C

Explanation:

Comprehensive and Detailed

A triple-net (NNN) lease requires the tenant to pay a proportionate share of the landlord's property taxes, insurance, and maintenance costs, in addition to base rent.

This type of lease is common in commercial and industrial properties like warehouses.

The Maryland course covers lease types in property management, emphasizing the distinctions between gross, net, and percentage leases.

Reference:

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

Typical Commercial Lease Structures - NNN Lease Definitions.

NEW QUESTION # 25

A buyer representation agreement is similar to which document used when representing a seller?

- A. A seller's net sheet
- B. A seller disclosure
- C. A consumer notice
- D. **A listing agreement**

Answer: D

Explanation:

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

A buyer representation agreement establishes an agency relationship between a buyer and a broker, outlining the broker's duties and compensation for assisting the buyer in finding and purchasing a property.

This agreement serves the same purpose as a listing agreement does for a seller-it defines the relationship, responsibilities, and authority between client and broker.

Both agreements are legally binding contracts and must include the terms of representation, duration, and agency disclosures as required by Maryland Real Estate Commission (MREC) regulations.

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 of Licensees in Agency Relationships.

NEW QUESTION # 26

How should all compensation related to real estate transactions be handled according to real estate law?

- A. **Compensation must be channeled through the salesperson's broker.**
- B. Compensation can be handled privately between agents without broker involvement.
- C. All compensation must go directly to the salesperson from the seller or buyer.
- D. Salespeople can receive compensation directly from mortgage brokers or title representatives.

Answer: A

Explanation:

Comprehensive and Detailed

In Maryland, all compensation earned by a licensed salesperson or associate broker must be paid through their supervising broker. Salespersons are not permitted to receive direct payments from clients, customers, mortgage brokers, or other settlement service providers.

Violations can result in disciplinary action or license suspension.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Maryland License Law and Regulations"

Module Md. Business Occupations and Professions Article §17-322(b)(17) - Receiving Compensation Through Proper Channel.

NEW QUESTION # 27

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At present, Real Estate certification exam is the most popular test. Have you obtained Real Estate exam certificate? For example, have you taken Real Estate Maryland-Real-Estate-Salesperson certification exam? If not, you should take action as soon as possible. The certificate is very important, so you must get Maryland-Real-Estate-Salesperson certificate. Here I would like to tell you how to effectively prepare for Real Estate Maryland-Real-Estate-Salesperson exam and pass the test first time to get the certificate.

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