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Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q175-Q180):

NEW QUESTION # 175

The cost approach to finding an appraised value measures which of the following?

- A. The cost to construct a reproduction only
- **B. The cost to acquire land and construct a reproduction**
- C. The cost to acquire land only
- D. The expenses the property is expected to produce for the owner

Answer: B

Explanation:

The cost approach to appraisal is based on the principle of substitution, which assumes that a buyer will not pay more for a property than it would cost to purchase a similar site and construct a comparable building with equal utility.

The process involves:

Estimating the value of the land as if vacant,

Estimating the current cost to reproduce or replace the improvements,

Subtracting depreciation (physical, functional, or external), and

Adding the land value to the depreciated improvement cost. Thus, the cost approach measures the cost to acquire the land and construct a reproduction or replacement of the improvements-making option A correct.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Real Estate Appraisal and Valuation" Module Uniform Standards of Professional Appraisal Practice (USPAP) - Cost Approach Overview.

NEW QUESTION # 176

Edgar is in the process of selling his home in a short sale. What's a short sale?

- A. A sale that fails to receive a high enough bid at auction, and then falls to the bank's ownership
- **B. The sale of a property at an amount less than is owed, not including closing costs**
- C. The forced sale of a home due to the borrower defaulting on the mortgage loan
- D. A property sale that occurs in less than one week

Answer: B

Explanation:

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

A short sale occurs when the lender agrees to accept less than the total amount owed on the mortgage to release its lien so that the property can be sold.

The lender must approve the sale before closing.

This typically happens when the market value of the property is less than the outstanding loan balance, but foreclosure is avoided.

In the pre-licensing course, short sales are discussed under Financing and Foreclosure Alternatives, highlighting licensees' duties to disclose the short-sale status to buyers and comply with lender requirements.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Financing and Foreclosure Alternatives section.

- Maryland Real Property Article §7-105.1 (Mortgage Default Remedies).

NEW QUESTION # 177

What type of violation are you committing when you fail to include a material fact or make false or misleading advertising statements?

- **A. Misrepresentation**
- B. Improper brokerage commission
- C. Improper delivery of instruments
- D. Conflict of interest

Answer: A

Explanation:

Comprehensive and Detailed

Misrepresentation occurs when a licensee omits or falsifies a material fact or makes false, deceptive, or misleading statements in advertising or communications. In Maryland, misrepresentation is a violation under §17-322(a)(1) and COMAR 09.11.02.01 (Advertising). A material fact is any information that could influence a consumer's decision in a real-estate transaction. Intentional misrepresentation may also lead to civil liability for fraud.

NEW QUESTION # 178

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

- **A. Setbacks and boundaries**

- B. Impact on neighboring states
- C. Property values
- D. FHA approval

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 # 179

Homeowners can take several actions related to pest infestations, but which of the following actions should be left to licensed pest management professionals?

- **A. Applying pesticides**
- B. Removing moisture from the home
- C. Installing a vapor barrier
- D. Looking for signs of an infestation

Answer: A

Explanation:

The course's Environmental Issues content explains that while owners can perform basic prevention (reducing moisture, sealing entry points, monitoring for signs, installing vapor barriers), the application of many pesticides—particularly restricted-use pesticides and termite treatments—must be performed by properly licensed pest management professionals due to health, safety, and regulatory requirements. Real estate professionals should know when to recommend qualified, licensed contractors for inspections and treatment and understand disclosure duties regarding known infestations and prior treatments.

References: Maryland 60-Hour Principles and Practices of Real Estate - Environmental Issues and Disclosures: wood-destroying insects, inspections, treatment, licensing considerations, and disclosure obligations.

NEW QUESTION # 180

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