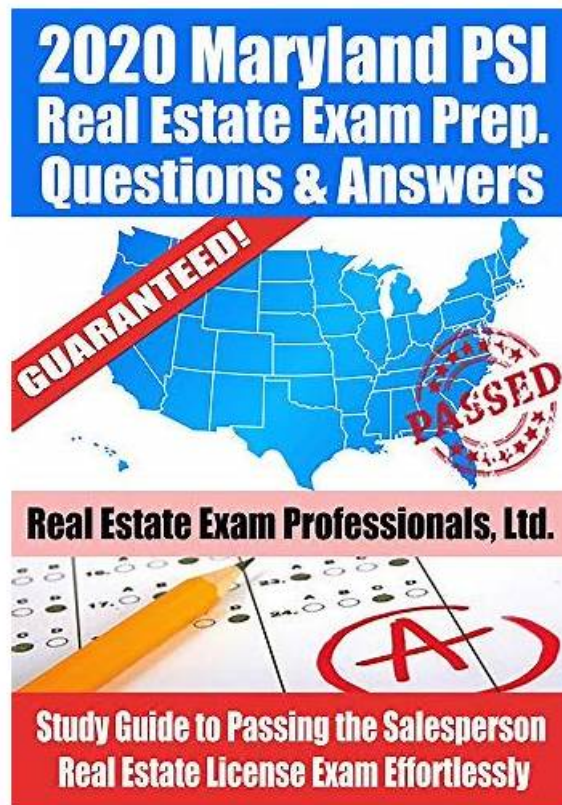


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Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q165-Q170):

NEW QUESTION # 165

What best describes a Multiple Listing Service (MLS) in real estate?

- A. A proprietary site open only to real estate professionals
- **B. An online database of active, under contract, sold, expired, and withdrawn listings**
- C. A free service for real estate professionals and the public
- D. A classified advertising site that charges by the column inch

Answer: B

Explanation:

The Multiple Listing Service (MLS) is a cooperative online database used by licensed real estate professionals to share information about properties for sale or lease. It includes active, pending/under-contract, sold, expired, and withdrawn listings. The MLS enhances market transparency and cooperation among brokers, ensuring accurate data and broad property exposure.

Reference: Maryland 60-Hour Principles and Practices - "Real Estate Brokerage Operations" module.

NEW QUESTION # 166

James creates a trust to hold a piece of real estate he owns. He directs a corporate fiduciary to hold title to the real estate and provides instructions for the management, control, and disposition of the real estate upon his death. Given that the trust only holds real estate, James likely set up a(n) _____ trust.

- **A. Land**
- B. Tertiary
- C. Assignable
- D. Testamentary

Answer: A

Explanation:

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

A land trust is a type of living trust in which real property is the only asset placed into the trust.

Under a land trust, the trustee (fiduciary) holds legal title to the property, while the beneficiary retains the rights to control, manage, and receive income or proceeds from the property.

The Maryland pre-licensing course explains that land trusts are commonly used for privacy, estate planning, and avoiding probate, since the property is owned and transferred through the trust rather than by individual deed.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Forms of Real Estate Ownership" Module
Maryland Trust Act (Estates and Trusts Article, Title 14.5 - Trusts).

NEW QUESTION # 167

In relation to appraisals, what is a "federally related transaction"?

- A. A transaction in which financing is obtained from foreign investors
- B. An appraisal that a federally licensed appraiser conducts
- **C. A real estate transaction in which a federal financial agency or regulatory authority is involved**

- D. A transaction involving the sale of government secrets

Answer: C

Explanation:

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

A federally related transaction is defined as any real estate-related financial transaction that involves a federal financial institution regulator, such as the Federal Deposit Insurance Corporation (FDIC), Federal Reserve, Office of the Comptroller of the Currency (OCC), or any transaction intended for sale to a government-sponsored enterprise like Fannie Mae or Freddie Mac.

Under the Financial Institutions Reform, Recovery, and Enforcement Act of 1989 (FIRREA), federal agencies require that real estate appraisals used in federally related transactions be performed by state-licensed or state-certified appraisers.

In Maryland's 60-Hour Pre-Licensing Course, this concept is taught within the "Real Estate Appraisal and Valuation" topic to ensure future licensees understand when a certified appraisal is legally mandated. The course emphasizes that federally related transactions generally include:

The sale, lease, purchase, investment, or exchange of real property.

The financing, refinancing, or use of real property as security for a loan.

Transactions regulated by federal financial agencies.

Therefore, the correct definition of a federally related transaction is a real estate transaction in which a federal financial agency or regulatory authority is involved.

Reference (Maryland and Federal Sources):

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Real Estate Appraisal and Valuation" Module (Appraisal Standards Section) Financial Institutions Reform, Recovery, and Enforcement Act of 1989 (FIRREA), Title XI - Appraisal Standards

12 U.S.C. § 3350 - Definitions (Federally Related Transaction)

NEW QUESTION # 168

What instruments are commonly used to secure the purchase of real property?

- A. Mortgage and deed of trust
- **B. Mortgage and promissory note**
- C. Deed of trust and promissory note
- D. Mortgage and lease

Answer: B

Explanation:

A promissory note is a borrower's written promise to repay a specified amount of money under agreed terms.

A mortgage is the security instrument that pledges real property as collateral for that note.

Together, they form the legal and financial foundation for most real estate loans.

If the borrower defaults, the lender may foreclose on the property under the rights granted by the mortgage.

The Maryland 60-Hour Course explains that while some states use deeds of trust instead of mortgages, Maryland primarily uses mortgages and promissory notes in conventional real estate financing.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Real Estate Financing" Module Md. Real Property Article 7-105 - Mortgage and Foreclosure Provisions.

NEW QUESTION # 169

What must an agent do if they receive an undisclosed bonus from a seller to incentivize closing by a certain date?

- A. The agent should keep the bonus confidential and not inform the broker.
- **B. The agent must disclose the bonus to any buyers they are working with on the transaction.**
- C. The agent can accept the bonus without any disclosure requirements.
- D. The agent should pay the bonus to the broker.

Answer: B

Explanation:

Comprehensive and Detailed

Under Maryland Code of Ethics (COMAR 09.11.02.33A) and Maryland Business Occupations and Professions §17-322(a)(23), a licensee must disclose any compensation, commission, fee, or bonus received from a party other than their client in the transaction. If a seller offers an undisclosed bonus to the buyer's agent, that bonus must be fully disclosed in writing to the buyer (the agent's client) before acceptance. Failure to do so constitutes an ethical and legal violation. The payment, once disclosed, must be processed through the agent's broker, who is responsible for all compensation distribution.

Reference:

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NEW QUESTION # 170

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