

100% Pass 2026 Real Estate Maryland-Real-Estate-Salesperson: Useful Latest Maryland Real Estate Salesperson Examination Exam Cram



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Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q65-Q70):

NEW QUESTION # 65

Shelly buys Mark's house, which is still in an option period with Monique. Monique decides to exercise her option after Shelly moves in. What will happen?

- A. Shelly and Mark must form a new option agreement.
- **B. Shelly will have to sell the house to Monique.**
- C. Nothing will happen, as long as Shelly has a fully executed sales contract with Mark.
- D. Mark will have to refund Monique's option fee.

Answer: B

Explanation:

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

An option contract gives the optionee (Monique) the exclusive right to purchase a property within a specified period and under specific terms, but not the obligation to do so.

When properly executed and supported by consideration (the option fee), the option is a binding contract on the property owner (Mark) and any subsequent owners who take title with constructive notice of the existing option.

Therefore, when Monique exercises her valid option within the option period, Shelly must honor it-the property must be sold to Monique under the agreed terms.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Real Estate Contracts" Module Maryland Contract Law Principles - Option Contracts and Specific Performance.

NEW QUESTION # 66

Kerry is a real estate licensee who has committed an ethical violation. Which of the following is a true statement about her potential penalties?

- A. Her license will be suspended.
- **B. She could receive a reprimand, be fined, and/or her license could be suspended or revoked.**
- C. If it is a first-time offense, she will not face any penalties.
- D. She could go to prison.

Answer: B

Explanation:

Under Maryland Business Occupations and Professions Article 17-322 and the Code of Maryland Regulations (COMAR) 09.11.02, the Maryland Real Estate Commission (MREC) may impose disciplinary action on a licensee who violates license law or the Commission's Code of Ethics. Sanctions can include a formal reprimand, monetary fine, license suspension, or license revocation. Imprisonment does not apply to ethical or administrative violations unless accompanied by criminal fraud. Each case is reviewed individually by the Commission.

Reference: Maryland 60-Hour Principles and Practices Course - "Fair Housing and Ethics" Module; Maryland Business Occupations and Professions 17-322; COMAR 09.11.02.33 (Disciplinary Actions).

NEW QUESTION # 67

_____ pay earnest money to solidify their commitment to completing a real estate transaction.

- A. Sellers
- B. Lenders
- **C. Buyers**
- D. Brokers

Answer: C

Explanation:

Earnest money is a good-faith deposit tendered by the buyer with an offer to purchase, demonstrating the buyer's commitment and

providing liquidated damages/security per the contract terms. The deposit is typically held in a broker or title/escrow trust account and is credited to the buyer at closing or disbursed according to the contract if the transaction does not close.

References: Maryland pre-licensing curriculum-Real Estate Contracts (offer and acceptance; consideration; earnest money deposits; escrow/trust account handling).

NEW QUESTION # 68

You are meeting with prospective clients in person for the first time. What are you required by law to explain to them?

- A. The types of agency relationships they may have with a real estate professional
- B. Why dual agency is illegal in Maryland
- C. Why you became a real estate licensee and how many years of experience you have
- D. The dangers of lead-based paint in homes built prior to 1978

Answer: A

Explanation:

Maryland law requires licensees to present and explain the statutory agency disclosure-commonly titled

"Understanding Whom Real Estate Agents Represent"-at the first scheduled face-to-face meeting with a prospective party. This disclosure explains the types of agency relationships available in Maryland (seller

/landlord representation, buyer/tenant representation, and dual agency with possible intra-company agents) and clarifies whom the

licensee represents. This requirement is part of Maryland's agency framework and consumer-protection emphasis in the pre-licensing

curriculum.

References: Maryland Business Occupations and Professions Article, Title 17 (Real Estate Brokers Act); COMAR 09.11.02

(Agency disclosures and timing); Maryland 60-Hour Principles & Practices Course - Maryland Agency Law module.

NEW QUESTION # 69

Property ownership for an indeterminable length of time is an example of what form of estate?

- A. Homestead
- B. Periodic
- C. Leasehold
- D. Freehold

Answer: D

Explanation:

The estates module distinguishes freehold estates (ownership for an indefinite/indeterminable duration, such as fee simple or life estates) from leasehold estates (possession for a definite, limited term under a lease, such as estate for years or periodic tenancy).

"Homestead" is a protective legal concept, not a duration type. Therefore, ownership for an indeterminable length of time is a freehold estate.

References: Maryland 60-Hour Principles and Practices of Real Estate - Interests in Real

NEW QUESTION # 70

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