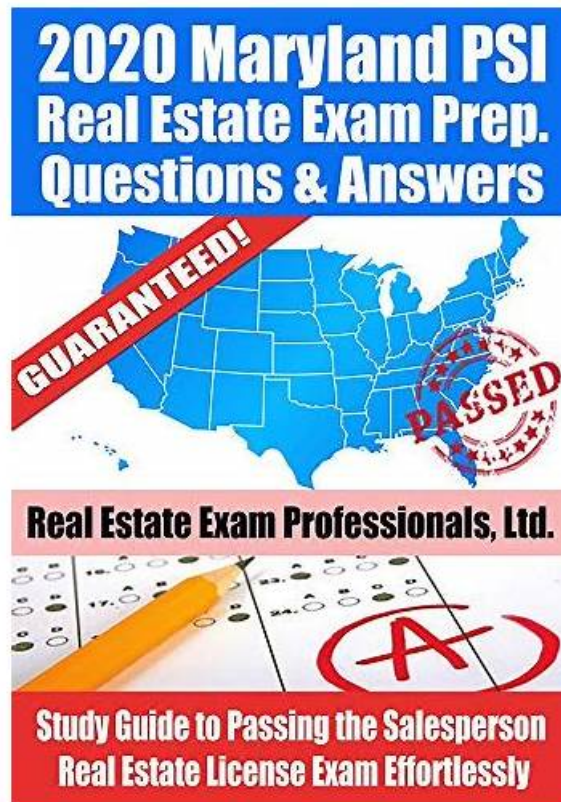


Real Estate Maryland-Real-Estate-Salesperson Exam Success Tips For Passing Your Exam on the First Try



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Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q40-Q45):

NEW QUESTION # 40

How should a real estate professional handle explaining contract clauses to a client?

- A. By advising the client on landlord/tenant responsibilities
- **B. By explaining the general purpose of the contract clause without interpreting its legal impact**
- C. By describing the legal implications of contract clauses in detail
- D. By drafting new contract language to suit the client's needs

Answer: B

Explanation:

Comprehensive and Detailed

Licensees are permitted to explain the purpose and factual content of real estate contracts but may not interpret legal implications or draft custom clauses, which constitutes the unauthorized practice of law. The Maryland course teaches that to stay compliant, a salesperson should explain what a clause does in general terms and refer clients to a licensed attorney for legal interpretation.

NEW QUESTION # 41

What is self-dealing?

- A. Profiting from the sale of a property
- **B. Having undisclosed personal interest in a transaction**
- C. Insinuating your interest into a contract
- D. Profiting from the purchase of a property

Answer: B

Explanation:

Within the Agency/Fiduciary Duties portion of the course, self-dealing is identified as a breach of fiduciary duty that occurs when a licensee has a personal interest in a transaction and fails to disclose it fully and obtain informed consent. Examples include purchasing a client's property for oneself (or through an undisclosed third party), steering a client to a business in which the licensee has a hidden financial stake, or otherwise placing personal gain ahead of the client's interests without disclosure. Maryland law requires full disclosure of material interests and adherence to fiduciary duties of loyalty, disclosure, and obedience.

References: Maryland 60-Hour Principles and Practices of Real Estate - Maryland Agency Law: fiduciary duties, conflicts of interest, disclosure requirements, and prohibitions on self-dealing.

NEW QUESTION # 42

At the end of this month, Evy will have been paying rent on her ground lease for 15 years. She's decided to give 30 days' notice to the landowner that she plans to buy out the lease. What type of ground lease does Evy have?

- A. Irregular ground lease
- B. Irredeemable ground lease
- **C. Redeemable ground lease**
- D. Regular ground lease

Answer: C

Explanation:

In Maryland, a redeemable ground rent (ground lease) allows the leasehold tenant to redeem (buy out) the ground rent by paying the statutory redemption amount to the ground rent holder, typically with advance written notice (often 30 days) after a minimum period has elapsed. An irredeemable ground rent cannot be bought out by the tenant. The question's facts-15 years of payments and the

tenant giving 30 days' notice to buy out-match the characteristics of a redeemable ground lease.

References: Maryland pre-licensing curriculum-Leases and Property Management (Maryland ground rents; redeemable vs. irredeemable; tenant redemption/notice).

NEW QUESTION # 43

Which photograph of a home for sale should not be published for public viewing?

- A. A wide-angle photo of the renovated kitchen that makes the area look larger than it really is
- B. A photo of the master bathroom that also shows the photographer's arm reflected in the mirror
- C. An exterior photo showcasing the pool and outdoor kitchen/bar area
- **D. A photo of the billiards room that reveals the owner's collection of antique guns**

Answer: D

Explanation:

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

The course stresses that licensees must protect a seller's privacy and personal security when marketing property. Photos that display personal possessions such as firearms, medications, financial documents, or valuables should never be published. Revealing these items can create a safety and liability risk for the seller and may violate professional ethical standards regarding confidentiality. Therefore, the image showing the owner's collection of antique guns should not be made public.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course, Listing and Marketing Property section.
- Maryland Code of Ethics for Real Estate Licensees, COMAR 09.11.02.01 et seq.

NEW QUESTION # 44

When a client understands what dual agency is and agrees in writing to allow a firm to act as a dual agent for them in a real estate transaction, this is known as _____.

- A. Double dipping
- B. Representation by proxy
- **C. Informed consent**
- D. Mutual agreement

Answer: C

Explanation:

Informed consent is a legal requirement under Maryland Agency Law when a brokerage represents both a buyer and a seller in the same real estate transaction (dual agency).

In this arrangement, the broker acts as the dual agent, while separate intra-company agents may represent each party.

The client must receive full disclosure of the potential conflicts of interest and consent in writing before dual agency can occur.

Without informed, written consent, dual agency is prohibited under Maryland Real Estate Commission (MREC) regulations.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Maryland Agency Law" Module Md. Business Occupations and Professions Article 17-530-17-532 - Disclosure and Consent to Dual Agency.

NEW QUESTION # 45

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