

# Maryland-Real-Estate-Salesperson Latest Exam Practice - Examcollection Maryland-Real-Estate-Salesperson Questions Answers



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### Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q126-Q131):

#### NEW QUESTION # 126

Disclosing which of the following facts would be considered a fair housing violation?

- A. The property has been treated for pests.
- **B. The current owner has HIV.**
- C. The roof was replaced last year.
- D. The kitchen was remodeled five years ago.

**Answer: B**

Explanation:

Under the federal Fair Housing Act, "handicap" (disability) is a protected class. HIV/AIDS is considered a disability, and making statements or disclosures that identify or single out someone based on a protected characteristic is prohibited. Disclosing that an owner (or occupant) has HIV is treated as discriminatory, violates fair housing standards, and also breaches confidentiality. Maryland fair housing law mirrors and expands federal protections, and the pre-licensing course emphasizes that licensees must never disclose information tied to protected classes because it can facilitate or signal discriminatory treatment (e.g., steering, discouraging, or differential terms).

References: Maryland 60-Hour Course: "Fair Housing and Ethics" (protected classes; prohibited statements and disclosures tied to disability); Federal Fair Housing Act (disability as a protected class); Maryland Fair Housing provisions (State Government Article, Title 20).

#### NEW QUESTION # 127

What's the purpose of a listing agreement in Maryland?

- A. To bind the seller to one agent
- B. To guarantee payment for the listing agent
- **C. To specify the agreement between the listing broker and the seller**
- D. To guarantee a sale

**Answer: C**

Explanation:

A listing agreement is a legally binding contract between a seller and a licensed real estate broker that establishes the broker's authority to market the property and represent the seller's interests in finding a ready, willing, and able buyer.

It outlines the terms of representation, including price, commission, duration, and the duties of both parties.

The agreement does not guarantee a sale; rather, it ensures mutual understanding of responsibilities and compensation should a sale occur.

This principle is covered in the Listing Agreements and Buyer Representation module.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Listing Agreements and Brokerage Contracts section.
- Business Occupations and Professions Article 17-534.

#### NEW QUESTION # 128

Which of the following is an action that real estate licensees may take without practicing law illegally?

- A. Create their own real estate forms.
- **B. Use existing forms that an attorney has reviewed.**
- C. Write addenda that cover unfamiliar or unusual circumstances.
- D. Interpret legal consequences of specific actions.

**Answer: B**

Explanation:

Maryland licensees may use pre-approved or attorney-drafted forms in the course of their duties.

However, they may not draft legal documents or interpret legal implications, as doing so constitutes unauthorized practice of law.

The Maryland Real Estate Commission (MREC) allows licensees to fill in the blanks of standard forms approved by the Maryland Association of REALTORS (MAR) or by legal counsel, but all legal interpretations must be referred to an attorney.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Maryland License Law and Professional Conduct" Module Md. Business Occupations and Professions Article 17-322(b)(11) - Unauthorized Practice of Law.

### NEW QUESTION # 129

When an offer is prepared by a licensee for a buyer to present to a seller, who determines the amount of the earnest money offered?

- A. The seller
- **B. The buyer**
- C. The broker
- D. The licensee

**Answer: B**

Explanation:

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

The buyer determines the amount of the earnest money deposit, since it is the buyer's good-faith indication of intent to perform under the contract.

The licensee can explain customary local practices and typical deposit amounts but may not set or require a specific figure.

The offer, including the deposit amount, becomes binding only when accepted by the seller.

This is emphasized in the Contracts and Offer Preparation module, which explains that the buyer controls all offer terms, including price, contingencies, and deposit.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Real Estate Contracts section.

- Business Occupations and Professions Article §17-322 (Improper Brokerage Practices).

### NEW QUESTION # 130

A landlord locks a tenant out and requires the tenant to pay past-due rent before regaining access to the unit. This is considered:

- **A. Illegal**
- B. Termination
- C. Personal possession lien process
- D. Constructive eviction

**Answer: A**

Explanation:

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

Maryland law prohibits self-help eviction, which occurs when a landlord takes direct action-such as locking out a tenant or removing their belongings-without a court order.

Only a sheriff or court-appointed officer may evict a tenant following a court judgment for possession.

A landlord who locks out a tenant to recover rent is acting illegally, even if rent is overdue.

This topic is addressed in the Leasing and Property Management module of the pre-licensing course.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Landlord-Tenant Law section.
- Real Property Article §8-216 - Prohibited Acts of Landlord (Self-Help Eviction).

## NEW QUESTION # 131

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