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Quiz & Worksheet - Maryland Real Estate Salesperson License Requirements

1. What is one of the steps needed to get a Maryland real estate license?

- Take 60 hours of pre-license education courses
- Take 15 hours of pre-license education courses
- Be 21 years or older
- Submit your application to the department of commerce

2. What is an activity that requires a real estate license?

- Earning a real estate commission
- Holding an open house
- Selling your own home
- Providing property management services

3. What is one thing you must do to renew your real estate license in Maryland?

- Complete 15 hours of continuing education courses every two years
- Take 60 hours of pre-license education courses every four years
- Retake the real estate exam
- Complete at least 20 transactions

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Free PDF Quiz Real Estate - Maryland-Real-Estate-Salesperson - Reliable Latest Maryland Real Estate Salesperson Examination Learning Material

In your day-to-day life, things look like same all the time. Sometimes you feel the life is so tired, do the same things again and again every day. Doing the same things and living on the same life make you very bored. So hurry to prepare for Maryland-Real-Estate-Salesperson exam, we believe that our Maryland-Real-Estate-Salesperson exam braindumps will help you change your present life. It is possible for you to start your new and meaningful life in the near future, if you can pass the Real Estate exam and get the certification. So it is very important for you to prepare for the practice exam, you must pay more attention to the Maryland-Real-Estate-Salesperson Certification guide to help you.

Real Estate Maryland Real Estate Salesperson Examination Sample

Questions (Q73-Q78):

NEW QUESTION # 73

A veteran licensee always has a face-to-face meeting before he works with any buyer. What might be a good reason for this?

- A. To determine the buyer's ethnicity
- B. To get the buyer's FICO score, credit report, and tax receipts
- C. To look the buyer in the eye to see if the buyer is hiding anything
- D. **To build trust and rapport**

Answer: D

Explanation:

Under Maryland's agency law, a licensee must establish a relationship of trust, confidence, and loyalty with a client. Meeting face-to-face helps the agent explain agency relationships, present the Understanding Whom Real Estate Agents Represent disclosure, and begin building rapport and confidence, which are critical in fiduciary relationships. As emphasized in the Brokerage and Agency module, personal contact helps ensure informed consent and professional transparency—never to collect personal demographic or financial data outside proper procedures.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Law of Agency and Broker-Client Relationships section.
- Business Occupations and Professions Article 17-530 through 17-534.

NEW QUESTION # 74

Under which type of buyer agency agreement does a buyer reserve the right to self-represent?

- A. **Exclusive agency**
- B. Personal agency
- C. Exclusive right to represent
- D. Open agency

Answer: A

Explanation:

In the buyer representation section, the course contrasts common forms:

- * Exclusive right to represent: the brokerage is owed compensation if the buyer purchases during the term, regardless of who finds the property.
- * Exclusive agency: the brokerage is the only broker engaged, but the buyer reserves the right to purchase without the broker and owe no commission if the buyer self-procures the property.

References: Maryland 60-Hour Principles and Practices of Real Estate - Buyer Representation Agreements: exclusive right vs. exclusive agency vs. open agreements; commission and self-procurement provisions.

NEW QUESTION # 75

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

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

Answer: A

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 # 76

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

- A. A photo of the master bathroom that also shows the photographer's arm reflected in the mirror
- B. A wide-angle photo of the renovated kitchen that makes the area look larger than it really is
- 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:

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 # 77

Assume you are a licensee in Maryland who has recently entered into an agreement with a seller to represent their interests in a real estate transaction. At what point are you required to provide a potential buyer with the agency disclosure notice?

- A. At your first scheduled face-to-face meeting with the buyer about the seller's property
- B. After the buyer deposits the earnest money in escrow
- C. When the buyer asks you to represent them as well
- D. After the seller accepts the buyer's offer

Answer: A

Explanation:

Maryland law requires that a licensee acting as a seller's agent must provide any unrepresented buyer with the "Understanding Whom Real Estate Agents Represent" disclosure at the first scheduled face-to-face meeting about a specific property.

The purpose is to ensure that consumers understand who represents whom before discussing confidential or motivational information.

This rule is clearly detailed in the Maryland Agency Law module of the pre-licensing course.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Maryland Agency Law section.
- Business Occupations and Professions Article 17-530 through 17-534.
- COMAR 09.11.07.01 - Agency Disclosure Requirements.

NEW QUESTION # 78

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