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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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## Real Estate Maryland Real Estate Salesperson Examination Sample

## Questions (Q202-Q207):

### NEW QUESTION # 202

Which of the following scenarios is an example of group boycotting?

- A. Making doing business with a client dependent on the client also obtaining services from a related business
- B. Segmenting the market to limit competition
- C. Setting a standard commission rate with competitors
- D. Agreeing with competitors to not cooperate with another business

**Answer: D**

Explanation:

The course's antitrust module identifies group boycotts as agreements among competitors to refuse to deal with a particular person or firm, thereby restraining trade. By contrast:

\* Option B describes a tying arrangement;

\* Option C is market allocation;

References: Maryland 60-Hour Principles and Practices of Real Estate - Brokerage Operations: antitrust laws in real estate (price-fixing, market allocation, group boycotts, tie-in arrangements), compliance and risk avoidance.

### NEW QUESTION # 203

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

**Answer: A**

Explanation:

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 # 204

Which of the following is an example of a metes and bounds description?

- A. 123 Roanoke Street, Any Town, ST 98765
- B. Lot 6 of Block 3 of the Meridian subdivision ...
- C. "Beginning at the iron pin 30 paces from the center of the brook that runs across the road Southwesterly from the dwelling ..."
- D. S ½ SE ¼ NW ¼ Section 2 ...

**Answer: C**

Explanation:

The metes and bounds system is the oldest method of land description used in the United States and is based on physical landmarks, measurements, and compass directions.

It begins at a defined point of beginning (POB) and traces the boundaries using distances (metes) and directions or angles (bounds), returning to the starting point.

In contrast:

Lot and block (option C) refers to recorded plats.

Rectangular survey (option D) uses township and range.

Street addresses (option A) are not legal descriptions. Maryland still recognizes metes and bounds for rural or irregular parcels.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Real Property and the Law" Module Maryland Real Property Article 3-101 - Legal Descriptions and Conveyance Requirements.

#### NEW QUESTION # 205

Joe and Emma Parsons begin informally working with their neighbor Kyle, who's a real estate licensee, to find a bigger house. The parties have not signed any agreements or discussed the arrangements. This is an example of \_\_\_\_\_ agency.

- A. Express
- **B. Implied**
- C. Unspoken
- D. Executory

**Answer: B**

Explanation:

The agency module explains that agency may be created by express agreement (written or verbal) or by implication through conduct. When parties act as if an agency relationship exists—for example, a licensee regularly advising and assisting buyers without a signed agreement—this can form implied agency. Because no express (written or oral) agreement exists in this scenario, the relationship described is implied agency, created by the parties' behavior and course of dealings.

References: Maryland 60-Hour Principles and Practices of Real Estate - Agency Law: creation of agency (express vs. implied), duties arising from implied agency, and risk management.

#### NEW QUESTION # 206

Isabelle just took on a new listing, in which the owner is selling because a new freeway is being built right behind the house. The owner is concerned about the noise and other activity the freeway will bring, but doesn't want prospective buyers to know this. Which action best demonstrates good faith in this scenario?

- **A. Isabelle tells the owner that this is a material fact related to the property that must be disclosed to prospective buyers, or Isabelle will not take the listing.**
- B. Isabelle decides not to take the listing, since the property will be impossible to sell.
- C. Isabelle takes the listing and, per her client's instructions, doesn't tell prospective buyers about the planned road construction.
- D. Isabelle takes the listing, tells the seller she won't discuss the new freeway, then discloses this fact to prospective buyers, since it's material to the property.

**Answer: A**

Explanation:

Licensees owe duties of honesty, good faith, and disclosure of material facts. A planned freeway immediately behind the property is a material fact affecting value and desirability and must be disclosed to prospective buyers. If a seller instructs the agent to conceal material facts, the agent must refuse to withhold such information; if the seller insists, the appropriate course is to decline or terminate the listing rather than participate in misrepresentation.

Option C shows conflicting promises to the client; the correct ethical and legal approach is to require disclosure as a condition of representation (Option D).

References: Maryland pre-licensing curriculum-Fair Housing and Ethics and Maryland Agency Law (duties to clients and customers; disclosure of material facts; prohibition on misrepresentation and concealment).

#### NEW QUESTION # 207

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