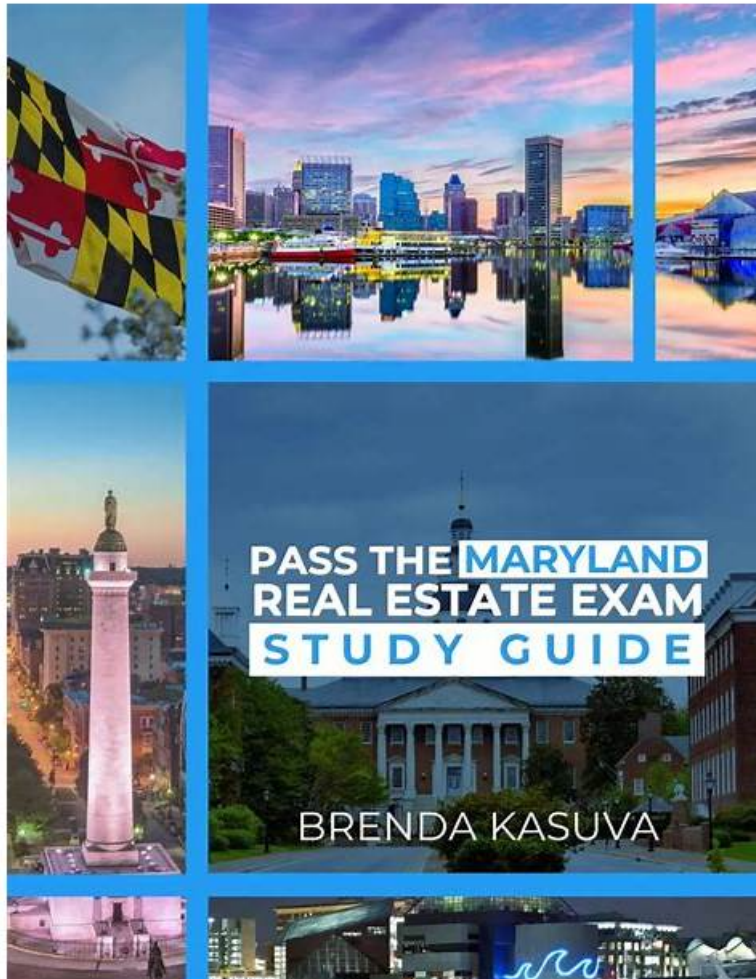


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Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q147-Q152):

NEW QUESTION # 147

How do you decide which party you represent in a transaction?

- A. It's based on priority. A seller's duties come before a buyer's duties.
- B. It's based on compensation. If the seller is paying you, you work for the seller.
- C. It's based on the implied agreement between you and the party whom you represent.
- **D. It's based on the express written agreement between you and the party whom you represent.**

Answer: D

Explanation:

In Maryland, agency is established by an express, written brokerage agreement that identifies the client, defines the scope of services, and sets compensation terms and required disclosures. Who pays compensation does not determine agency; payment can come from any party or through the cooperative compensation system (e.g., MLS offers) without changing whom the licensee represents. Implied agency is not an acceptable substitute for the required written agreement in Maryland.

References:

Maryland Business Occupations & Professions Article, Title 17 - written brokerage agreement requirement and agency disclosures. COMAR 09.11.02 (MREC regulations) - content and use of brokerage agreements; disclosure obligations. Maryland 60-Hour Principles & Practices Course - Real Estate Brokerage & Agency Module (written agreements and representation).

NEW QUESTION # 148

What instruments are commonly used to secure the purchase of real property?

- A. Mortgage and deed of trust
- B. Deed of trust and promissory note
- **C. Mortgage and promissory note**
- D. Mortgage and lease

Answer: C

Explanation:

A promissory note is a borrower's written promise to repay a specified amount of money under agreed terms.

A mortgage is the security instrument that pledges real property as collateral for that note.

Together, they form the legal and financial foundation for most real estate loans.

If the borrower defaults, the lender may foreclose on the property under the rights granted by the mortgage.

The Maryland 60-Hour Course explains that while some states use deeds of trust instead of mortgages, Maryland primarily uses mortgages and promissory notes in conventional real estate financing.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Real Estate Financing" Module Md. Real Property Article 7-105 - Mortgage and Foreclosure Provisions.

NEW QUESTION # 149

In what type of lease does the landlord pay taxes, maintenance, and insurance?

- A. Net lease
- **B. Gross lease**
- C. Percentage lease
- D. Triple net lease

Answer: B

Explanation:

In a gross lease, the landlord/lessor pays the property's operating expenses—commonly including real estate taxes, property insurance, and maintenance—while the tenant pays a fixed rent. By contrast, in net and especially triple-net (NNN) leases, the tenant bears some or all of these operating costs (with NNN typically meaning taxes, insurance, and maintenance are all tenant-paid). A percentage lease bases rent (in whole or part) on the tenant's gross sales and does not inherently shift taxes/insurance/maintenance to the landlord.

References: Maryland pre-licensing curriculum topic "Leases and Property Management" (gross vs. net vs. percentage vs. triple-net lease definitions); industry-standard lease classifications presented in Maryland salesperson pre-licensing materials.

NEW QUESTION # 150

Between commercial and residential properties, which type of property is depreciated for a longer time?

- A. Residential income-producing properties are depreciated longer (39 years) than commercial income-producing properties (27.5 years) are.
- B. You cannot depreciate income-producing properties.
- C. Both commercial and residential income-producing properties are depreciated according to the same schedule.
- **D. Commercial income-producing properties are depreciated longer (39 years) than residential income-producing properties (27.5 years) are.**

Answer: D

Explanation:

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

Under the Internal Revenue Code (IRC §168), depreciation is a method for recovering the cost of income-producing property over time.

Residential income-producing properties (such as apartment buildings) are depreciated over 27.5 years.

Commercial income-producing properties (such as office buildings) are depreciated over 39 years. These timelines are based on the Modified Accelerated Cost Recovery System (MACRS) used for tax purposes. This concept is included in the Maryland Pre-Licensing Course within the Appraisal and Valuation section, to ensure licensees understand property valuation and investment considerations.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Real Estate Appraisal and Valuation" Module Internal Revenue Code §168 - MACRS Depreciation Rules.

NEW QUESTION # 151

Ralph leases 1,000 square feet in a large warehouse. The lease agreement requires him to pay portions of the landlord's taxes, insurance, and maintenance, in addition to the amount he pays to lease the space. What type of lease does Ralph have?

- **A. Triple net lease**
- B. Operating stop lease
- C. Gross lease
- D. Percentage lease

Answer: A

Explanation:

A triple-net (NNN) lease requires the tenant to pay a proportionate share of the landlord's property taxes, insurance, and maintenance costs, in addition to base rent.

This type of lease is common in commercial and industrial properties like warehouses.

The Maryland course covers lease types in property management, emphasizing the distinctions between gross, net, and percentage leases.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Leases and Property Management" Module
Typical Commercial Lease Structures - NNN Lease Definitions.

NEW QUESTION # 152

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