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Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q73-Q78):

NEW QUESTION # 73

When a lower-quality property is adjacent to a higher-quality property, it can diminish the value of the higher-quality property. What economic principle of value is this?

- A. Regression
- B. Contribution
- C. Progression
- D. Anticipation

Answer: A

Explanation:

Comprehensive and Detailed

The principle of regression states that a property of higher value may decrease in worth when located near or among lower-quality

properties. Conversely, the principle of progression means a lower-valued property can gain value by proximity to higher-quality ones.

This concept is emphasized in the Maryland pre-licensing module "Real Estate Appraisal and Valuation" to explain how neighborhood characteristics influence market value.

NEW QUESTION # 74

How should all compensation related to real estate transactions be handled according to real estate law?

- A. Compensation must be channeled through the salesperson's broker.
- B. Compensation can be handled privately between agents without broker involvement.
- C. All compensation must go directly to the salesperson from the seller or buyer.
- D. Salespeople can receive compensation directly from mortgage brokers or title representatives.

Answer: A

Explanation:

Comprehensive and Detailed

In Maryland, all compensation earned by a licensed salesperson or associate broker must be paid through their supervising broker. Salespersons are not permitted to receive direct payments from clients, customers, mortgage brokers, or other settlement service providers.

Violations can result in disciplinary action or license suspension.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Maryland License Law and Regulations"
Module Md. Business Occupations and Professions Article §17-322(b)(17) - Receiving Compensation Through Proper Channel.

NEW QUESTION # 75

What is the primary purpose of property taxes in a local community?

- A. It's used to build new shopping malls.
- B. It's used to fund essential services and public works.
- C. It's used to determine property tax increases.
- D. It's used to build high-end housing.

Answer: B

Explanation:

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

Property taxes are levied by local governments to generate revenue that funds essential community services such as public education, police and fire protection, road maintenance, sanitation, and other municipal infrastructure projects. The Maryland course stresses that these taxes are a key component of a stable community and ensure that property owners contribute proportionally to maintaining public amenities.

NEW QUESTION # 76

A buyer representation agreement is similar to which document used when representing a seller?

- A. A consumer notice
- B. A listing agreement
- C. A seller disclosure
- D. A seller's net sheet

Answer: B

Explanation:

A buyer representation agreement establishes an agency relationship between a buyer and a broker, outlining the broker's duties and compensation for assisting the buyer in finding and purchasing a property.

This agreement serves the same purpose as a listing agreement does for a seller-it defines the relationship, responsibilities, and authority between client and broker.

Both agreements are legally binding contracts and must include the terms of representation, duration, and agency disclosures as required by Maryland Real Estate Commission (MREC) regulations.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Listing Agreements and Buyer Representation" Module Md. Business Occupations and Professions Article 17-532 - Duties of Licensees in Agency Relationships.

NEW QUESTION # 77

A licensee wants to meet with her potential buyer clients face-to-face in her office. What's her reason for doing this?

- A. She wants the buyers to meet her office mate.
- **B. She wants to make sure the buyers are serious about purchasing.**
- C. She wants to run a credit check on the buyers.
- D. She wants to sell the buyers on a local neighborhood that she likes.

Answer: B

Explanation:

Meeting potential buyer clients in-person allows the licensee to establish agency, verify identity, discuss representation agreements, and assess buyer motivation and qualifications. Maryland's brokerage-operation standards emphasize that the licensee should determine whether prospects are ready, willing, and able to purchase before proceeding, ensuring compliance with agency-disclosure and record-keeping requirements.

Reference: Maryland 60-Hour Course - "Real Estate Brokerage Operations" Module; Maryland Business Occupations and Professions 17-532 (Agency Disclosure and Written Agreements).

NEW QUESTION # 78

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