

# Hot Real Estate Maryland-Real-Estate-Salesperson Questions, Practice Maryland-Real-Estate-Salesperson Exams



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## Salesperson Flexible Testing Engine

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### Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q111-Q116):

#### NEW QUESTION # 111

What is one drawback of sub-agency from a listing broker's standpoint?

- A. Both parties must agree to dual agency.
- **B. The listing broker and listing agent can be liable for the sub-agent's actions.**
- C. The listing broker will have to pay two agents' commissions.
- D. There aren't any drawbacks.

**Answer: B**

Explanation:

Under sub-agency, a cooperating broker or licensee assists the listing broker in selling the property and represents the seller as a sub-agent of the listing broker.

A key drawback is that the listing broker is legally responsible for the sub-agent's actions because the sub-agent owes fiduciary duties to the same principal (the seller).

Any misrepresentation, negligence, or violation by the sub-agent can expose the listing broker to disciplinary action or civil liability. This is why many Maryland brokers now prefer buyer agency over sub-agency.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Agency Relationships and Sub-Agency section.
- Business Occupations and Professions Article 17-534.

#### NEW QUESTION # 112

Shelly buys Mark's house, which is still in an option period with Monique. Monique decides to exercise her option after Shelly moves in. What will happen?

- A. Shelly and Mark must form a new option agreement.
- B. Nothing will happen, as long as Shelly has a fully executed sales contract with Mark.
- C. Mark will have to refund Monique's option fee.
- **D. Shelly will have to sell the house to Monique.**

**Answer: D**

Explanation:

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

An option contract gives the optionee (Monique) the exclusive right to purchase a property within a specified period and under specific terms, but not the obligation to do so.

When properly executed and supported by consideration (the option fee), the option is a binding contract on the property owner (Mark) and any subsequent owners who take title with constructive notice of the existing option.

Therefore, when Monique exercises her valid option within the option period, Shelly must honor it-the property must be sold to Monique under the agreed terms.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Real Estate Contracts" Module Maryland Contract Law Principles - Option Contracts and Specific Performance.

### NEW QUESTION # 113

\_\_\_\_\_ is a process in which an appraiser determines a probable range of values for a property by comparing a group of comparable sales to the subject. The appraiser attempts to include both superior and inferior units of comparison, such as age and transaction price.

- A. Surrounding
- B. Bridging
- **C. Bracketing**
- D. Substituting

**Answer: C**

Explanation:

In the valuation module, the course explains bracketing as an appraisal technique where the appraiser selects comparables that are both superior and inferior to the subject on key characteristics (e.g., gross living area, condition, lot size, age, quality, transaction price) to "bracket" the likely value range. Proper bracketing strengthens the sales comparison approach and supports a credible reconciliation by demonstrating the subject's position within a range indicated by the market.

References: Maryland 60-Hour Principles and Practices of Real Estate - Appraisal and Valuation: sales comparison approach, selection of comparables, units of comparison, and bracketing methodology.

### NEW QUESTION # 114

What entity enforces the Maryland Code of Ethics?

- A. REALTOR associations
- B. COMAR
- **C. The Maryland Real Estate Commission**
- D. The Maryland Association of Real Estate Ethics

**Answer: C**

Explanation:

Maryland's Code of Ethics and Standards of Practice for real estate licensees is promulgated in COMAR (Code of Maryland Regulations) under the real estate subtitle, but enforcement rests with the Maryland Real Estate Commission (MREC). The Commission investigates complaints and may impose sanctions (education, fines, suspension, revocation) for violations. REALTOR associations enforce the NAR Code of Ethics, which is separate and contractual to membership, not the state's legal code.

References: Maryland 60-Hour Course: "Maryland License Law and Regulations (MREC Rules)" (discipline and enforcement authority); COMAR 09.11.02 (Code of Ethics and Standards of Practice); Business Occupations and Professions Article, Title 17 (powers of the Commission).

### NEW QUESTION # 115

How many of the nine appointed Maryland Real Estate Commission board members are consumers and how many are real estate professionals?

- A. Seven consumer members and two real estate professionals
- B. Two consumers, two salespersons, and five brokers
- C. One attorney, one consumer, and seven real estate professionals
- **D. Four consumer and five real estate professionals**

**Answer: D**

Explanation:

Maryland law establishes that the Maryland Real Estate Commission has nine members: five must be licensed real estate professionals (one from each of Maryland's five geographic regions) and four must be consumer members who are not engaged in the real estate business. This composition ensures both industry expertise and public representation. The pre-licensing course presents this under Maryland License Law and MREC structure, aligning with the Maryland Business Occupations and Professions Article, Title 17 (17-202).

References:

Maryland Business Occupations & Professions, Title 17, 17-202 (Commission composition).

Maryland 60-Hour Principles & Practices Course - Maryland License Law and Regulations (MREC Rules) module.

## NEW QUESTION # 116

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