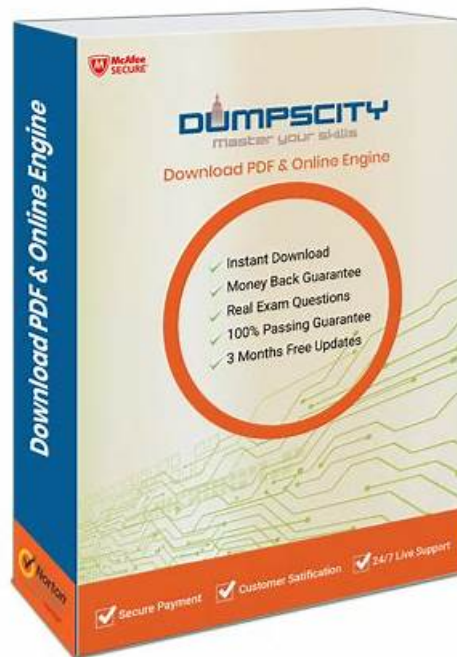


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Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q65-Q70):

NEW QUESTION # 65

You represent a buyer of a \$1 million property. The seller's agent offers a 2.5% cooperative agent compensation. Who's your client?

- A. The seller's agent
- B. The seller
- C. The seller's agent's broker
- **D. The buyer**

Answer: D

Explanation:

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

Under Maryland law, agency relationships are determined by who the licensee represents, not by who pays the compensation.

Even though the buyer's agent may receive payment from the listing broker via a cooperative compensation (often shared through the MLS), that payment does not make the buyer's agent an agent of the seller.

The licensee's fiduciary duties-loyalty, confidentiality, disclosure, obedience, reasonable care, and accounting-belong solely to the buyer, the client under the brokerage agreement.

This principle is detailed under the Maryland Agency Law section of the pre-licensing course.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Law of Agency module.
- Business Occupations and Professions Article §17-530 through §17-534.
- COMAR 09.11.07.01 - Disclosure of Agency Relationships.

NEW QUESTION # 66

A valid deed must contain all of the essential elements, plus which of the following?

- **A. It must be in writing.**
- B. It must be sent to all parties via registered mail.
- C. It must be approved by the local judge.
- D. It must be in nuncupative form.

Answer: A

Explanation:

Comprehensive and Detailed

Under the Statute of Frauds, all conveyances of real property must be in writing to be enforceable. A valid Maryland deed therefore includes: a competent grantor and identifiable grantee, a granting clause, an adequate legal description, consideration, signature of the grantor, delivery, and acceptance - and it must be in writing. Oral (nuncupative) or judge-approved deeds are not recognized.

NEW QUESTION # 67

What might you find in the legal description of a deed?

- A. Title abstract
- B. Name of developer
- C. County clerk's name
- **D. Metes and bounds property description**

Answer: D

Explanation:

Comprehensive and Detailed

A legal description precisely identifies a parcel of real estate so it can be uniquely located and distinguished from other property. In Maryland, deeds typically include one of several accepted types of legal descriptions: metes and bounds, lot and block, or rectangular survey (where applicable).

Metes and bounds describe the property boundaries using directions, distances, and reference points (monuments).

This ensures that the property can be clearly identified for conveyance and recording purposes.

Items such as the county clerk's name, developer name, or title abstract are not part of the deed's legal description.

NEW QUESTION # 68

Which of these is a colorless, odorless, radioactive gas that is released when uranium decays?

- A. Carbon monoxide
- B. Chlorofluorocarbons
- C. Polychlorinated biphenyls
- **D. Radon U. S. Environmental Protection Agency (EPA) - Radon Risk Information.**

Answer: D

Explanation:

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

Radon is a naturally occurring radioactive gas that results from the decay of uranium found in soil, rock, and groundwater. It is colorless, odorless, and tasteless and can accumulate in enclosed spaces, such as basements and homes.

The U.S. Environmental Protection Agency (EPA) identifies radon exposure as a leading cause of lung cancer among nonsmokers. In Maryland, the pre-licensing course emphasizes that while radon testing is not mandatory, sellers and licensees have a duty to disclose known environmental hazards to buyers.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Environmental Issues and Disclosures" Module

NEW QUESTION # 69

Google and "If This, Then That" alerts can assist you with which of the following?

- A. Removing your listings from a rental website
- **B. Monitoring your online listings for rental scams**
- C. Guaranteeing that the property owner receives all rental income
- D. Posting your online listings for rent

Answer: B

Explanation:

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

The Property Management section of the Maryland pre-licensing course teaches that licensees must monitor their listings for fraudulent online activity, such as rental scams where criminals copy legitimate ads and re-post them with false contact details. Setting up automated alerts through tools like Google Alerts or If This, Then That (IFTTT) can help licensees detect unauthorized use of their listings or identifying information.

These monitoring tools allow quick corrective action and protect both the brokerage and the public from scams.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Property Management and Advertising Compliance section.

- Maryland Code of Ethics, COMAR 09.11.02.01-.02.

NEW QUESTION # 70

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