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The Maryland Real Estate Salesperson Examination (Maryland-Real-Estate-Salesperson) certification is a valuable credential that every Real Estate professional should earn it. The Maryland-Real-Estate-Salesperson certification exam offers a great opportunity for beginners and experienced professionals to demonstrate their expertise. With the Maryland Real Estate Salesperson Examination (Maryland-Real-Estate-Salesperson) certification exam everyone can upgrade their skills and knowledge. There are other several benefits that the Real Estate Maryland-Real-Estate-Salesperson exam holders can achieve after the success of the Maryland Real

Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q35-Q40):

NEW QUESTION # 35

Manny has a client who wants to purchase a commercial building. Manny doesn't have any experience negotiating commercial purchases. Which action should Manny take to demonstrate his good faith and most ethical behavior toward his client?

- **A. Tell the client about his inexperience, but say that he'd like to continue the relationship and will consult with a professional commercial broker throughout the transaction.**
- B. Continue to work with the client, but not tell the client about his lack of experience.
- C. Continue to work with the client, but secretly consult with a commercial broker when he has questions.
- D. Decide to no longer represent the client.

Answer: A

Explanation:

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

Under Maryland's Code of Ethics and Professional Conduct, licensees must act with honesty, integrity, and reasonable skill and care.

If a licensee lacks experience in a specialized area, they must disclose that fact to the client and either refer the client or seek assistance from a qualified professional-with the client's informed consent.

By being transparent and collaborating with an experienced commercial broker, Manny fulfills his ethical obligation of competence and disclosure while protecting his client's interests.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Ethics and Professional Conduct section.
- COMAR 09.11.02.01 - Code of Ethics for Real Estate Licensees.
- Business Occupations and Professions Article §17-322.

NEW QUESTION # 36

Why should buyers be cautious when considering a property with an older tank (e.g., septic or fuel tank)?

- A. The buyer may want to use the tank.
- B. The buyer will need to check if the tank is correctly sized.
- **C. Older tanks may leak and contaminate the ground.**
- D. Buyers don't need to know.

Answer: C

Explanation:

Comprehensive and Detailed

Underground storage tanks (USTs), particularly older ones made of steel, may corrode and leak, releasing hazardous substances such as oil or fuel into the soil and groundwater.

Maryland environmental law and the 60-Hour Course emphasize that sellers must disclose known environmental hazards, and buyers should be aware of potential remediation costs.

The Maryland Department of the Environment (MDE) regulates USTs, requiring proper registration, maintenance, and closure procedures to prevent contamination.

NEW QUESTION # 37

How should a real estate professional handle explaining contract clauses to a client?

- **A. By explaining the general purpose of the contract clause without interpreting its legal impact**
- B. By advising the client on landlord/tenant responsibilities
- C. By describing the legal implications of contract clauses in detail
- D. By drafting new contract language to suit the client's needs

Answer: A

Explanation:

Comprehensive and Detailed

Licensees are permitted to explain the purpose and factual content of real estate contracts but may not interpret legal implications or draft custom clauses, which constitutes the unauthorized practice of law. The Maryland course teaches that to stay compliant, a salesperson should explain what a clause does in general terms and refer clients to a licensed attorney for legal interpretation.

NEW QUESTION # 38

To legally earn a commission, what is required between a real estate agent and their client?

- A. The client must make an express, written agreement to pay a commission to your broker.
- B. You must express an interest in representing the client.
- C. The client must be a buyer.
- D. The client can make a verbal agreement with you.

Answer: A

Explanation:

Comprehensive and Detailed

In Maryland, a real estate licensee may only perform brokerage services and be entitled to compensation when a written brokerage agreement exists between the client and the broker.

This agreement must clearly state the broker's duties, compensation terms, and representation type (buyer, seller, or dual).

Verbal agreements are insufficient to establish an enforceable right to a commission.

NEW QUESTION # 39

Octogenarians Gertie and Frank both have advanced Alzheimer's disease and met in Sunset Living, a skilled nursing center for people with advanced Alzheimer's disease, where they're both residents. They fell in love and get hitched, signing a marriage certificate. This is an example of a _____ contract.

- A. A valid
- B. An implied
- C. An invalid
- D. An executory

Answer: C

Explanation:

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

For any contract to be legally enforceable, the parties must possess legal capacity-they must understand the nature and consequences of the agreement.

Individuals suffering from advanced Alzheimer's disease lack contractual capacity, making the agreement void (invalid) from its inception.

The Contracts module stresses that an invalid or void contract has no legal effect because one or more essential elements-competent parties, lawful objective, consideration, mutual consent, and legal form-are missing.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Elements of a Valid Contract section.
- Maryland Contract Law Principles, General Common Law Doctrine on Capacity.

NEW QUESTION # 40

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