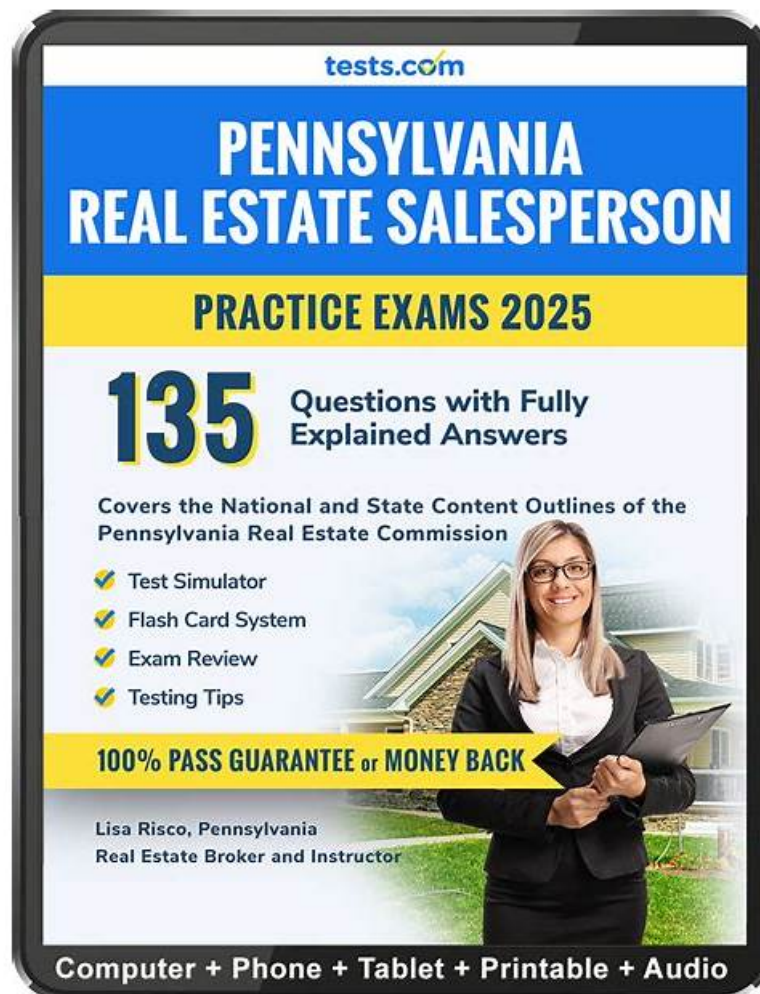


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Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q52-Q57):

NEW QUESTION # 52

What type of violation are you committing when you fail to include a material fact or make false or misleading advertising statements?

- A. Improper delivery of instruments
- B. Conflict of interest
- C. Improper brokerage commission
- **D. Misrepresentation**

Answer: D

Explanation:

Comprehensive and Detailed

Misrepresentation occurs when a licensee omits or falsifies a material fact or makes false, deceptive, or misleading statements in advertising or communications. In Maryland, misrepresentation is a violation under §17-322(a)(1) and COMAR 09.11.02.01 (Advertising). A material fact is any information that could influence a consumer's decision in a real-estate transaction. Intentional misrepresentation may also lead to civil liability for fraud.

NEW QUESTION # 53

If a consumer wants to file a deceptive ad complaint, which entity should be contacted?

- A. The local police department
- **B. The BBB**
- C. The FBI
- D. The Department of Justice

Answer: B

Explanation:

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

The Better Business Bureau (BBB) accepts complaints related to false, misleading, or deceptive advertising practices and can investigate, mediate, or forward concerns to regulatory agencies.

The Maryland pre-licensing course advises licensees that maintaining truthful and transparent advertising is an ethical and legal requirement under both Maryland Real Estate Commission regulations and the Federal Trade Commission (FTC) rules.

Consumers may also contact the Maryland Real Estate Commission (MREC) for license law violations, but general deceptive ad complaints typically begin with the BBB.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Ethical Advertising and Consumer Protection section.
- COMAR 09.11.02.01 - Ethical Standards of Advertising.
- Federal Trade Commission Act, 15 U.S.C. §45.

NEW QUESTION # 54

What is the term used when a local government changes the zoning of a property to reduce the allowed density of development?

- **A. Downzoning**
- B. Density-reduction zoning
- C. Reduction zoning
- D. Bulk zoning

Answer: A

Explanation:

Comprehensive and Detailed

Downzoning occurs when a local government changes zoning classifications to reduce the density or intensity of land use, such as rezoning an area from multifamily to single-family residential.

It can limit development potential and may lower market value but is typically done to control growth, preserve open space, or maintain community character.

The Maryland course explains downzoning under local land-use authority topics governed by county and municipal zoning ordinances.

NEW QUESTION # 55

What must an agent do if they receive an undisclosed bonus from a seller to incentivize closing by a certain date?

- A. The agent should pay the bonus to the broker.
- B. The agent should keep the bonus confidential and not inform the broker.
- **C. The agent must disclose the bonus to any buyers they are working with on the transaction.**
- D. The agent can accept the bonus without any disclosure requirements.

Answer: C

Explanation:

Comprehensive and Detailed

Under Maryland Code of Ethics (COMAR 09.11.02.33A) and Maryland Business Occupations and Professions §17-322(a)(23), a licensee must disclose any compensation, commission, fee, or bonus received from a party other than their client in the transaction. If a seller offers an undisclosed bonus to the buyer's agent, that bonus must be fully disclosed in writing to the buyer (the agent's client) before acceptance. Failure to do so constitutes an ethical and legal violation. The payment, once disclosed, must be processed through the agent's broker, who is responsible for all compensation distribution.

Reference:

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NEW QUESTION # 56

Who is typically responsible for ensuring that property disclosures are made to the buyer?

- A. The buyer
- B. The buyer and the seller
- **C. The seller**
- D. The buyer and the licensee

Answer: C

Explanation:

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

In Maryland, agency exists when a licensee represents a client under a brokerage agreement. If the seller has a written listing agreement with a broker, the seller is the client.

An unrepresented buyer is considered a customer, not a client. The licensee owes customers limited duties-honesty, fair dealing, and disclosure of material facts-but does not owe fiduciary duties such as loyalty, confidentiality, or obedience.

Therefore, in this case, the seller is the only client.

NEW QUESTION # 57

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