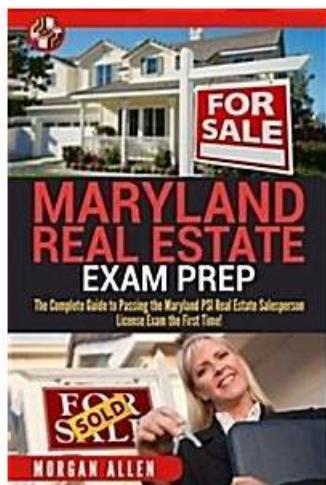


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Real Estate Maryland Real Estate Salesperson Examination Sample Questions (Q93-Q98):

NEW QUESTION # 93

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 drafting new contract language to suit the client's needs
- C. By advising the client on landlord/tenant responsibilities
- D. By describing the legal implications of contract clauses in detail

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 # 94

Why are legal descriptions required in real estate contracts?

- A. To calculate the exact property taxes owed by the new owner
- B. To guarantee the buyer is receiving the exact property they believe they are purchasing
- C. To ensure the piece of property can be clearly identified from all other properties
- D. To establish the legal boundaries for future construction on the property

Answer: C

Explanation:

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

A legal description uniquely identifies a parcel of real estate so it can be distinguished from every other property.

In Maryland, contracts and deeds must contain a valid legal description, such as:

Metes and bounds,

Lot and block, or

Rectangular survey (government survey). This ensures the transfer is legally enforceable and leaves no ambiguity about what property is being conveyed. Without a legal description, a real estate contract or deed may be deemed invalid or unenforceable in court.

Reference:

Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course - "Real Property and the Law" Module Maryland Real Property Article §3-101 - Formal Requisites of Instruments of Conveyance.

NEW QUESTION # 95

What is it called when a person who has possession of a property through a life estate abuses the property or allows it to deteriorate?

- A. Estate at sufferance
- B. Escheat

- C. Reversionary interest
- D. **Act of waste**

Answer: D

Explanation:

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

A life tenant holds possession for the duration of a measured life but must maintain the property and preserve its value for the remainderman or reversionary owner.

When the life tenant damages, neglects, or depletes the property, that conduct is termed an act of waste.

The future interest holder may take legal action to stop such waste.

The concept appears under "Interests in Real Estate" when describing life estates and their limitations.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices of Real Estate Pre-Licensing Course, Estates in Land chapter.
- Maryland Real Property Article §14-101 et seq.

NEW QUESTION # 96

Edgar is in the process of selling his home in a short sale. What's a short sale?

- A. A sale that fails to receive a high enough bid at auction, and then falls to the bank's ownership
- B. **The sale of a property at an amount less than is owed, not including closing costs**
- C. A property sale that occurs in less than one week
- D. The forced sale of a home due to the borrower defaulting on the mortgage loan

Answer: B

Explanation:

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

A short sale occurs when the lender agrees to accept less than the total amount owed on the mortgage to release its lien so that the property can be sold.

The lender must approve the sale before closing.

This typically happens when the market value of the property is less than the outstanding loan balance, but foreclosure is avoided. In the pre-licensing course, short sales are discussed under Financing and Foreclosure Alternatives, highlighting licensees' duties to disclose the short-sale status to buyers and comply with lender requirements.

Reference (Maryland Source):

- Maryland 60-Hour Principles and Practices Course, Financing and Foreclosure Alternatives section.
- Maryland Real Property Article §7-105.1 (Mortgage Default Remedies).

NEW QUESTION # 97

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

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

Answer: C

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 # 98

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