**Errata**

At Dearborn™ Real Estate Education, we are proud of our reputation for providing the most complete, current, and accurate information in all our products. We are committed to ensuring the kind of quality you rely on. Please note the following changes, which will be reflected in the next printing of *Maryland Real Estate Practice & Law, 15th Edition*.

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| **Page/Location** | **Reads Now** | **Should Be** |
| Pg 57 1st paragraph | All jurisdictions recognize the federal core of protected categories: race, color, religion, national origin, sex, physical or mental impairment and familial status. The State has added marital status and sexual orientation, while some counties have added one or more of the following: occupation, personal appearance, source of income, creed and political opinion. | Delete |
| Pg 85 **Disclosure and Disclaimer Statement** | They should warn sellers that neither disclosure nor disclaimer relieves sellers of the legal requirement to make voluntary disclosure to purchasers of all material property defects. | They should warn sellers that neither disclosure nor disclaimer relieves licensees of the legal requirement to make voluntary disclosure to purchasers of all material property facts. |
| Pg 85 **Disclosure and Disclaimer Statement** | When sellers are being asked to complete this form, they must be warned that whether they choose to “disclose” or “disclaim” the condition of the property, latent defects must always be made known to prospective purchasers. | When sellers are being asked to complete this form, they must be warned that whether they choose to “disclose” or “disclaim” the condition of the property, known latent defects must always be disclosed by seller to prospective purchasers. |
| Pg 86 1st paragraph | Licenses already representing either a seller or a buyer must disclose their existing agency relationship in writing not later than their first scheduled face-to-face meeting with the adverse party. | Licenses already representing either a seller/landlord/buyer/tenant must disclose their existing agency relationship in writing not later than their first face-to-face meeting with an unrepresented party. |
| Pg 86 1st paragraph | A licensee serving in the capacity of presumed buyer-agent must orally disclose that fact to any seller or the seller’s agent at first contact. When such disclosure is made orally, it is advised to follow up by delivery of a properly completed Understanding Whom form at the earliest possible opportunity. | delete |
| Pg 86 2nd paragraph | Note that the completed Understanding Whom Real Estate Agents Represent form given to the buyer must not subsequently be used to disclose agency representation to sellers. Sellers receiving agency disclosure must be given a completed form disclosing matters to them by name and calling for their personal signatures. To give sellers a mere copy of a form that does not apply to them amounts to complete failure to make the required disclosure. | delete |
| Pg 86 3rd paragraph first sentence | An offer to purchase should never be presented until the purchasers have received a properly completed Maryland Residential Property Disclosure and Disclaimer Statement for the property that is the subject of the offer (see Figure 5.1) | Purchasers should receive a properly completed Maryland Residential Property Disclosure and Disclaimer Statement for the property that is the subject of the offer (see Figure 5.1) |
| Pg 86 3rd paragraph | Many listing agents leave multiple copies of a completed form on a table in a for-sale property. | Many listing agents leave multiple copies of a completed form on a table in a for-sale property or upload it into the MLS system. |
| Pg 86 3rd paragraph last sentence | If a prospective buyer submits an offer to purchase property before receiving the properly completed Understanding Whom form, the selling firm may wish to briefly delay presenting that offer to the client-sellers until the form has been given to the prospect. | If a prospective buyer submits an offer to purchase property before receiving the properly completed Disclosure and Disclaimer form, the selling firm can still present the offer but would want to request the completed form signed by buyer prior to the seller accepting the offer. |
| Pg 92 last sentence | Buyer’s agents must reveal to their client the material information about homicide, suicide, accidental death, natural death, et cetera, that could affect the client-buyer’s decisions about a property. | Buyer’s agents can reveal to their client the known information about homicide, suicide, accidental death, natural death, pertaining to a considered property as long as their statements are not unethical, discriminatory or a violation of dual agency. |
| Pg 94 **Duty to Provide Purchasers with Statement** | This can be done personally or through the buyer’s agent. | This can be done through the buyer’s agent or the MLS system. |
| Pg 94 **Duty to Provide Purchasers with Statement** | When listing agents do not know in advance that an offer is forthcoming, they should present the completed Disclosure and Disclaimer Statement to the purchasers or their agent immediately when an offer is produced. The purchaser can then reconsider the offer in the light of the Disclosure and Disclaimer Statement before releasing the offer for presentation. | Delete |
| Pg 96 **Co-Brokerage Among Brokers** | In the listing interview, as required by the Commission, brokers (or their agents) present to sellers the agency disclosure form, Understanding Whom Real Estate Agents Represent (see Figure 6.4). With the help of explanations contained in that form, sellers can decide which relationship (s) they want their listing contract to permit with co-brokering firms. | In the listing interview, brokers (or their agents) can use the agency disclosure form, Understanding Whom Real Estate Agents Represent (see Figure 6.4) to help explain to sellers which relationship (s) they want their listing contract to permit with co-brokering firms. |
| Pg 96 **Co-Brokerage Among Brokers** | A co-broker can either be a cooperating agent or a buyer broker. | A co-broker can either be a subagent or a buyer broker. |
| Pg 98 **Figure 5.2** *Consent for Dual Agency* | One must have been signed by the buyer and one by the seller before a licensee can show a buyer client one of the firm’s listings. | One must have been signed by the buyer and one by the seller before a licensee can show a buyer client one of their firm’s listings. |
| Pg 129 1st, 2nd and last paragraph | Maryland Association of REALTORS (MAR) | Maryland REALTORS |
| Pg 142 **Agricultural Land Transfer Tax** | Maryland Association of REALTORS (MAR) | Maryland REALTORS |
| Pg 147 **Disclosure Requirements of Initial Sales of Condominiums** | If they do so, they still retain the right to rescind the transaction for up to one year. | Delete |
| Pg 149 **Residential Sales Contract Provided for Maryland REALTORS** | Maryland Association of REALTORS (MAR) | Maryland REALTORS |
| Pg 184 1st paragraph | The student is reminded of the “evidences of reasonable and adequate supervision” required of real estate brokerages, as mentioned in Unit 3. | The student is reminded of the “evidences of reasonable and adequate supervision” required of real estate brokerages, as mentioned in unit on brokerage. |
| Pg 190 **Disclosure of Representation** | This disclosure must be made no later than the first scheduled face-to-face meeting between the licensees and any prospective tenant or landlord. Please review the discussion on disclosure of representation covered in the unit on agency. | This disclosure must be made no later than the first face-to-face meeting between the licensees and any unrepresented tenant or landlord. Please review the discussion on disclosure of representation covered in the unit on agency. |
| Pg 217 G. Advertisement | The rules for advertising were fully discussed earlier in this unit. | The rules for advertising are revisited later in this unit. |
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